

CMPASS

PUBLICATION FOR THE MEMBERS OF THE FLORIDA YACHT BROKERS ASSOCIATION

NOVEMBER / DECEMBER 2013

Yacht Sales & the Law Seminar

Topics & Speakers
Impress the Crowd

LEADERS WANTED

Join the FYBA Board

PLUS Charter Itinerary

Panama's
San Blas
Islands

HAPPY
HOLIDAYS
from

 **FYBA**
LICENSED AND BONDED YACHT BROKERS



FYBA SPONSORS
 LICENSED AND BONDED YACHT BROKERS

\$20,000 - \$24,999

ROBERT ALLEN LAW

\$15,000 - \$19,999

YACHTWORLD.COM

\$10,000 - \$14,999

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

\$7,500 - \$9,999

HOWARD S. REEDER, INC.
 SCOTT FINANCIAL SERVICES
 YACHT CONTROLLER

\$5,000 - \$7,499

BANK OF AMERICA
 TOTAL DOLLAR INSURANCE
 CI BANK

\$2,500 - \$4,999

ABACO BEACH RESORT
 IGY MARINAS
 BOAT INTERNATIONAL MEDIA

YACHTCLOSER
 BOATQUEST.COM
 SANLORENZO

\$1,000 - \$2,499

DENISON YACHT SALES*
 HMY*
 BROWN & BROWN*
 INTERNATIONAL YACHT COLLECTION*
 ADVANTAGE SERVICES*
 APEX MARINE*
 SEVENSTAR YACHT TRANSPORT*
 WORTH AVENUE YACHTS*
 ROBERT J. CURY & ASSOCIATES*
 TOM GEORGE YACHT GROUP*
 UNITED YACHT SALES*

MERLE WOOD & ASSOCIATES*
 RPM DIESEL/DIESEL SERVICES
 OF AMERICA*
 THE LAW OFFICES
 OF JEFFREY W. COX, LLC*
 HEADHUNTER, INC.*
 ZEELANDER*
 CELEDINAS INSURANCE GROUP*
 POWER AND MOTORYACHT*
 MERRITT YACHT BROKERS*
 GO 2 EVENTS*

SEACOAST MARINE FINANCE*
 OVERSEA INSURANCE AGENCY*
 PALM HARBOR MARINA*
 BRADFORD MARINE YACHT SALES*
 ATLASS INSURANCE GROUP*
 FLAMENCO MARINA
 AQUA SAFARI ADVENTURES
 INTERNATIONAL NATURE &
 CULTURAL ADVENTURES

***2013 GOLF SCRAMBLE HOLE SPONSOR | TO JOIN THESE SPONSORS CALL FYBA 954.522.9270**

CONTENTS

NOVEMBER / DECEMBER 2013

FEATURES

14 Charter Itinerary: Panama's Natural Paradise

BY DAPHNE D'OFFAY,
OCEAN INDEPENDENCE

20 Surveyor's Corner: Understanding the Marine Survey Process

BY BUTCH PLISKE, WORLD YACHT SURVEY

DEPARTMENTS

4 From the Executive Director

5 From the FYBA President

6 Maritime Law

*The Maritime Labor Convention 2006
and Seafarer Employment Agreement
Compliance*

BY ERIN ACKOR, MOORE & CO. P.A.

8 Member News

11 Giving Back

*The Freedom Waters Foundation
Christens New Deck Boat*

17 Charter News

18 Bulletin Board

18 On the Move

21 New Members & New Applicants



EVENTS & SEMINARS

10 FLIBS Photos

12 Charter Seminar Recap

16 Yacht Sales & the Law Seminar Recap

COMPASS EDITORIAL TEAM

Editor-in-Chief: *Randi Myers*

Managing Editor: *Shay Loudenslager*

Art Director: *Darcey Thompson, DMT Design, Inc.*

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

CALENDAR OF EVENTS

DECEMBER

17 FYBA Holiday Party

25 Christmas

JANUARY

8 Charter Brokers Open House

16 Brokers Open House

31 FYBA Annual Dinner

FEBRUARY

13-17 Yacht & Brokerage Show in Miami Beach



ON THE COVER

Happy Holidays from all
of us at the Florida Yacht
Brokers Association

NOTE: THE ARTICLES AND INFORMATION CONTAINED IN COMPASS REPRESENT THE OPINIONS OF THE AUTHORS AND EDITORS AND SHOULD NOT BE CONSTRUED TO BE THOSE OF THE FLORIDA YACHT BROKERS ASSOCIATION. NOTHING CONTAINED HEREIN IS TO BE CONSIDERED AS THE RENDERING OF LEGAL ADVICE FOR SPECIFIC CASES, AND READERS ARE RESPONSIBLE FOR OBTAINING SUCH ADVICE FROM THEIR OWN LEGAL COUNSEL. THE ARTICLES AND INFORMATION HEREIN ARE INTENDED FOR EDUCATIONAL AND INFORMATIONAL PURPOSES ONLY.

'Tis the Season for Networking

One of the nice things about FYBA's headquarters being located in the "Yachting Capital of the World" is that we are in the midst of so many marine-related businesses located within a small radius. This provides many opportunities for networking through events, boat shows and cocktail parties. Yes, lots of cocktail parties! I don't know of another industry that provides more occasions to network than the yachting industry. Now that the holiday season is upon us, it's only another excuse for more "networking".



FYBA Staff at the Summer Mixer in June

On a more serious note, the FYBA Board elections are coming up. There are more than a few benefits to serving your association as a Board member. First of all, it is an investment in your industry's future! With more than 2,500 licensed yacht brokers in the state of Florida, serving on the FYBA Board is no "small potatoes" role. It presents leadership opportunities and the chance to connect

with your peers around common professional goals, along with a deeper understanding of your trade association. It offers a big advantage in helping you to build a professional network and gives you the chance to make a difference. You may even develop new skills!



It really makes good business sense to devote the time and passion required to be an FYBA Board member. I've never heard a Board member say that it wasn't worth it, and I always hear that one receives more than one puts in!

By the time your New Year's Eve resolutions are broken, the Miami Yacht & Brokerage Show will be here! Yes, February 2014 is just around the corner, and the applications for booths and slips have already started flowing in. The FYBA is proud to co-own this show with Show Management. This year, we are planning something new: SUPERYACHT MIAMI at the Miami Beach Marina. This luxury annex to the show will hold some of the larger yachts over 150 feet, and will provide services to those special clients who come to see them. The FYBA Boat Show Committee is working with Show Management to create this "special addition" to the show on Collins Avenue.

Now back to networking...Enjoy your holidays, stay safe, and most of all, give thanks for the industry we are all in!

MERRY CHRISTMAS!!

Ann

AD INDEX

To advertise in COMPASS please contact FYBA at 954.522.9270 or e-mail fyba@fyba.org.

AIM Marine Group..... 23	Marshall Islands Registry 11	Sevenstar Yacht Transport 18
Atlas Marine Systems 21	Moore & Company 7	Steven H. Hibbe Maritime Attorney ... 19
Concord Marine Electronics 22	New River Marina 17	World Yacht Survey..... 18
Hargrave Custom Yachts Back Cover	Robert Allen Law 20	
JP Reynolds Company, Inc. 9	RPM Diesel 19	

Objectives, Responsibilities, and Rewards

What is the ultimate responsibility of being a Board member? With a trade association such as the FYBA, elected Board members give their time to ensure the association adheres to its Bylaws and ethics, to plan future projects, and to monitor the effectiveness of these programs and services. FYBA has as its main objectives: "to promote cooperation and professionalism amongst its members" and "to maintain a high standard of conduct transacting yacht brokerage business".

FYBA is also a nonprofit and its board members are not compensated. The only compensation I have ever received is the honor of being the association president for the last two years.

I will relinquish the helm at the next Board meeting after the election in January 2014. Being the president of a trade association has its responsibilities and rewards. At the beginning of each year the newly elected Board members elect a slate of officers, and then sit down and map out objectives for the year. Some of these objectives are short-term in scope and some may take several years until they truly can be called a success.

One of FYBA's more important accomplishments is the Sales & Use Tax Cap, which became law in July 2010 after nearly 3 1/2 years of lobbying! FYBA is lobbying in Tallahassee as I write this to modify Florida's use tax exemption language for boats imported for sale. Currently this requires boats to be under the "Care, Custody, and Control" of a broker or dealer which is placing an undue burden on brokers. FYBA proposed that if the boat is listed for sale under an exclusive listing agreement it should be exempt from use tax. FYBA also is working on changes to U.S. Customs duty requirements for used boats. FYBA believes deferring payment of duty to post sale rather than pre-sale will be another "win-win" by encouraging more boats to be offered for sale to U.S. residents while in U.S. waters, limiting the NOT FOR SALE TO U.S. RESIDENTS IN U.S. WATERS disclaimer!

Some of our other recent successes include promoting the FYBA through alliances with other local, national, and international marine industry associations; exhibiting at the major boat shows on both Florida coasts; raising the image of the FYBA with a new logo and boat show booth, and the continual improvement of the style and content of the association's newsletter, COMPASS, and Website, FYBA.org. These accomplishments also have attracted more sponsorship, which in turn helps the committees to organize better seminars and quality events while keeping the costs to the members at a minimum.

Of course, none of the objectives we embark on at the beginning of each election year would be possible without the strength of the entire Board of Directors and their subcommittees. I would also like to thank the wonderful FYBA staff (Ann, Randi and Shay) for ensuring that the objectives from the Directors move forward. It has been a sincere pleasure serving with you all.

In summary, your voice can be, will be, and has been heard. In this digital age, it is easy to communicate so please continue to do so. You can submit your ideas and or nominate someone to serve. Volunteering has its rewards.

Cheers!

Lon McCloskey
Outgoing FYBA President



BOARD OF DIRECTORS

PRESIDENT

Lon McCloskey, The Marine Group

VICE PRESIDENTS

Gary Smith, Sarasota Yacht & Ship
Crom Littlejohn, Merle Wood & Associates*

TREASURER

Bob Zarchen, Ardell Yacht & Ship Brokers*

SECRETARY

Paul Flannery, HMY Yacht Sales

DIRECTORS

Jeff Erdmann (Bollman Yachts)
Bob Denison (Denison Yacht Sales)
Frank De Varona (Yachting Experts)
Whit Kirtland (Bradford Marine Yacht Sales)*
Bob Saxon (International Yacht Collection)
Bruce Schattenburg (Y.CO)*

COMMITTEE CHAIRMEN

Advertising/Publicity:

Bob Denison, Crom Littlejohn & Lon McCloskey

Arbitration & Ethics:

Gary Smith, Paul Flannery
Crom Littlejohn & Bob Zarchen

Boat Show Liaison:

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

Charter Professionals Committee:

Crom Littlejohn & Bruce Schattenburg

Forms:

Paul Flannery & Jonathan Burkard

Membership:

Bob Saxon, Frank De Varona,
Paul Flannery & Brooke Fowler

Seminars, Sponsorship & Events:

Bob Saxon, Bob Zarchen, Gary Smith,
Lon McCloskey & Bob Denison

Public Affairs:

Jeff Erdmann, Lon McCloskey, Bruce Schattenburg,
Crom Littlejohn & Bob Zarchen

MARINE ORGANIZATIONS & ASSOCIATIONS

MIASF Anchor: Ann Vernon & Whit Kirtland

MYBA: Bruce Schattenburg

YBAA & SWMIA: Gary Smith

AYCA: Crom Littlejohn

NMMA, MMA, MIAPB & MIAF:
Lon McCloskey & Jeff Erdmann

USSA: Ann Vernon

CYBA: Bob Zarchen

MLS:

Bob Denison, Frank DeVarona,
Gary Smith & Whit Kirtland

FYBA STAFF

EXECUTIVE DIRECTOR

Ann Vernon

DIRECTOR OF OPERATIONS

Randi Myers

DIRECTOR OF MEMBER SERVICES

Shay Loudenslager

* Past Presidents

The Maritime Labor Convention 2006 and Seafarer Employment Agreement Compliance

As most FYBA members are aware, the Maritime Labour Convention (“MLC”) 2006 entered into force on August 20, 2013. As of mid-November, 43 countries had ratified the convention including, Antigua and Barbuda, Australia, The Bahamas, Canada, Croatia, France, Greece, Malta, Marshall Islands, Saint Vincent and the Grenadines, and Spain. For a complete list of all countries who have ratified the convention, please visit the International Labour Organization website <http://www.ilo.org>.

All yachts flying the flag of a country that has ratified the convention, or that will travel in the waters of a member state, will have to be compliant with the convention if the yacht is considered to be engaged in commercial activities. Each member state has incorporated the convention into their national laws and may interpret the meaning of the convention differently than other member states. Therefore, it is important to review how the member state applicable to you has incorporated the convention into their national laws and statutes.

One of the elements of compliance includes having a compliant Seafarer Employment Agreement or “SEA”.

The SEA must contain some of the following information:

- The seafarer’s full name, date of birth or age, and birthplace
- The ship owner’s name and address
- The place where and the date when the seafarer’s employment agreement is entered into
- The capacity in which the seafarer is to be employed
- The amount of the seafarer’s wages or, where applicable, the formula used for calculating them
- The amount of paid annual leave or, where applicable, the formula used for calculating it
- The termination of the agreement and the conditions thereof

- The health and social security protection benefits to be provided to the seafarer by the ship owner
- The seafarer’s entitlement to repatriation
- Reference to the collective bargaining agreement, if applicable
- Any other particulars which national law may require.

The SEA also should include a variety of additional information, including the following:

- Work and rest hours must be established to comply with the convention (most member states have already established work and rest hours)
- Seafarer’s entitlements in the event of the yacht’s loss
- Seafarer’s entitlements in the event of death or long term disability
- Seafarer’s entitlement to burial expenses
- Seafarer’s entitlement to reimbursement for loss of personal property.

Finally, the SEA should be approved by the flag state prior to signature to ensure compliance with the flag state laws.

As the Convention has just come in to force, we expect to see ongoing guidance notes issued by the member states to clarify any issues that have not been fully incorporated into the member states’ national laws. Therefore, it is important to keep updated to ensure compliance.

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

Erin J. Ackor is an attorney at Moore & Co., P.A. (www.moore-and-co.com) a boutique law firm in Miami, Florida specializing in maritime, art and aviation law. For further information related to this article, please contact erin.ackor@moore-and-co.com or call 786.221.0600.





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



Moore & Company, P.A.

Maritime • Art • Aviation Law

www.moore-and-co.com



◆ **INTERNATIONAL YACHT COLLECTION** President Bob Saxon reported a brilliant 2013 Fort Lauderdale International Boat Show: "I had predicted a good [show], but the results went well beyond our expectations. For the first time in recent years, the docks were replete with qualified buyers, which could portend the long-awaited shift in affluent consumer buying attitudes. IYC is not alone. Across the board the industry is reporting brisk activity in both the brokerage sales and charter vacation sectors. I don't believe this to be an aberration but more the first signs of a positive trend. IYC brokers report activity on nearly every Central

Agency listing that was present at the Fort Lauderdale Show."

◆ **GALATI YACHT SALES** is pleased to announce that its focus on the large yacht market has delivered success, not only in sales, but also in new listings, new builds, and in yacht management and charter, as well. Since the sale of the 2009 141' Trinity BIG CITY, a few months ago, GYS also sold a 2007 164' Trinity, MINE GAMES and a 2010 82' Viking, BADONKADONK. In addition to sales, listings for superyachts have increased, too. GYS recently added a 2010 101' Hargrave, AMITIE; a 2011 130' Westport, AMARULA SUN, and a 2002 105' Sunseeker, POLLY – among others

– to its fleet of yachts. In build is a new 112' Westport. Galati also is working with several clients on yacht management and luxury private yacht charters.

◆ **INTERNATIONAL REGISTRIES, INC. (IRI) / THE MARSHALL ISLANDS REGISTRY** was well represented at the Fort Lauderdale International Boat Show (FLIBS). Tony Guida, one of the Managing Partners, and Bill Gallagher, President of IRI attended FLIBS this year. "We recently launched our revised Yacht Code and used FLIBS as an opportunity to hold the Marshall Islands Maritime Administrator's first annual meeting



of Appointed Representatives (ARs) to discuss the changes to the Code," said Mr. Gallagher. Azure, Regs4Yachts and United Maritime Survey are all approved and authorized ARs that can conduct inspections, surveys, audits, and/or issue certificates on the Administrator's behalf. The Registry hosted a seminar on Tuesday, December 3rd at the Renaissance Fort Lauderdale Hotel to discuss yacht registration, survey and inspection requirements.

◆ **ANCHOR YACHT SALES INTERNATIONAL, INC.** (www.AnchorYT.com) reports the sale of a new 2014 model Hampton 720 Endurance motor yacht during the FLIBS. A 2012 model Hampton 620 pilothouse motor yacht was taken in trade in the deal and is now available for sale. Contact Anchor Yachts at 954.797.0030 regarding interest in selling this trade-in. Also sold recently



◆ **ARDELL YACHT & SHIP** was proud to debut the 2014 52' Van Der Heijden at the Fort Lauderdale International Boat Show in October. This new design out of Holland will meet the needs of your most discerning client. For more information, please contact Dick Phillips at 561.346.1616, dick@ardell.com.

was the 2007 Hampton 660 cockpit motor yacht, STILL THE SAME at an asking price of \$850,000, and a new Sessa 440 Coupe with Ed Chapdelaine acting as agent on behalf of the buyer.

New Central Agency Listings:

Lazzara 76' 1996, asking \$975,000; Neptunus 70' 1996, NAUTI LADY, asking \$579,000; Hampton 64' 2009, TIR NA NOG III, asking \$1,399,800; Carver Voyager 56' 2010 Skylounge MY, THREE OF A KIND, asking \$699,500.

◆ **UNITED YACHT SALES** continues to enjoy a record year with a 23 percent increase in gross sales in the 3rd quarter on 120 boats sold averaging \$159,000 per deal. Sales for the year are up more than 15 percent and gross commissions are up almost 18 percent. With two months left in the year, more than 450 deals closed and 60 deals in the closing hopper, the bar is set high for 2014.



◆ **ALL OCEAN YACHTS** is expanding its line of composite-built Explorer Yachts. The All Ocean Yachts Overing 105' RPH Explorer will be built by the award-winning NISI Shipyard Group to Class and MCA standards. President of All Ocean Yachts, John DeCaro said he is excited about collaborating with these two outstanding groups to bring the first model of the new line to the Yachting public. The New 105' Explorer has a number of advanced features, not novelty items, but features that truly improve the owner's experience while doing extended cruising. Contact John DeCaro to discuss the full details of All Ocean Yachts line of Explorers and to set up an inspection of vessels built by NISI Shipyard group.

EXPERIENCE, KNOWLEDGE & PERSONAL SERVICE

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

Boat Show Bonds

Import/Duty Paid Entry

Yacht and Boat Shipping

Yacht Entrance & Clearance

Temporary Import Bond Entry



CUSTOMS BROKER / FREIGHT FORWARDER

101 SE 21 Street, Fort Lauderdale, Florida 33316 | 954-522-3763 | www.jp-reynolds.com



At the 52nd annual Fort Lauderdale International Boat Show (FLIBS), 3 million square feet of exhibits were humming with optimistic exhibitors and motivated buyers. Many exhibitors reported that it was the best show in 5 years.

- 1.** FYBA President Lon McCloskey, Michael Moore, Skip Zimbalist, Jill Bobrow & Jonathan Beckett
- 2.** View of yachts on the face dock and in the south basin of Bahia Mar
- 3.** Staff at the Westport display
- 4.** Samantha Weiler and Jackie Rasmussen at the Pioneer Linens display
- 5.** CD dock lit up at night
- 6.** Show attendees on the Zeelander tenders
- 7.** Jill Watson, Jenn Mayr, Kate Oakley & Kristen Engelman with Northrop & Johnson
- 8.** Christine Dalimonte, Mark Karampelas, Steven Allen & Wally Catalano with Tom George Yacht Group



GIVING BACK

The Freedom Waters Foundation Christens New Deck Boat



The nonprofit Freedom Waters Foundation (FWF) christened a new deck boat on Sunday, November 3, at the Fort Lauderdale International Boat Show. FWF will use the boat as part of its ongoing mission to provide boating opportunities and marine-related activities for people with disabilities, youth at risk, others with special needs and veterans.

The boat was donated to FWF by Luke Brown Yachts, which received the vessel from owner Tom Barrows. The vessel had been damaged in an October 2012 fire that sent Barrows to a burn unit for 40 days.

The Young Professionals in Yachting, under the leadership of Michael Hartman, reconditioned the boat, stripping it to the deck and rebuilding it with 99 percent donated materials, equipment and skills to transform the watercraft into a fully accessible deck boat.

"Everyone is looking forward to many years of offering the opportunity to being on the water to those who may not otherwise have the experience and to making life-long memories," said Debra Frenkel, FWF executive director and co-founder. "Thank you to all who contributed to this wonderful project, and to Luke Brown Yachts for hosting a wonderful christening celebration at Fort Lauderdale."

THE MARSHALL ISLANDS REGISTRY



© Chris Lercis

Far East/Australia
Europe/Africa/Middle East/Indian Subcontinent
North/South America

www.register-iri.com | yachts@register-iri.com



Scan with smartphone.



INTERNATIONAL REGISTRIES, INC.
in affiliation with the
Marshall Islands Maritime & Corporate Administrators

October Charter Seminar & Open House Draw Large Crowds, Receive Rave Reviews

The FYBA October Charter Seminar & Charter Brokers Open House in Fort Lauderdale attracted more than 150 attendees and garnered rave reviews. Held at the Bahia Mar, the event was sponsored by IGY Marinas, CharterFleet, ShowBoats International, Abaco Beach Resorts, Dave Ochs' Aqua Safari Adventures, Fuerte Amador Resort & Marina, Flamenco Marina and INCA (International Nature & Cultural Adventures).

The daylong seminar featured a number of informative presentations and discussion sessions, as well as exhibitor tables sponsored by the Marshall Islands, BWA Yachting, Port Louis Marina, Zenga Marine, Marine Industry Cares Foundation (MICF), Virtuals, Inc. and Charter Yacht Brokers Association (CYBA) International.

The seminar started with an introduction from FYBA Executive Director Ann Vernon and Bert Fowles of IGY Marinas, who served as seminar moderator. The day's agenda and presenters were as follows:



- ◆ **Boat International** – Nicci Perides on Tahiti, Fiji and New Zealand
- ◆ **M/Y INTEGRITY** – Bill Robertson of INCA on the Galapagos Islands
- ◆ **Maritime Labour Convention Update** - Gene Sweeney, Marshall Islands Yacht Registry, and John Aune, Cayman Islands Registry
- ◆ **Captains' Panel** - Captains Lee Rosbach, Tim Laughridge of M/Y LADY VICTORIA, and Mike Mullen of M/Y RELENTLESS
- ◆ **IGY Marinas** – Adam Foster of Blue Haven Marina & Resort, Turks & Caicos, and Maricio Cucalon of Marina Santa Marta, Colombia
- ◆ **Counter Surveillance** – Tom Keesling, and J.D. LeaSure of ComSec, LLC
- ◆ **Abaco Beach Resort & Marina** – Tito Baldwin, Abaco Beach Resort & Marina
- ◆ **Aqua Safari Adventures** – Dave Ochs, Aqua Safari Adventures
- ◆ **Flamenco Marina** – Enrique Goytia, Flamenco Marina

The session received an overwhelmingly positive response. "It is always a day for learning and networking with FYBA," said Julie Haiko of Neptune Group Yachting.

Donna Bradbury of BWA Yachting Florida & Bahamas added, "Outstanding subjects, excellent value for the money, well worth the day."

Gina Robertson of Fraser Yachts said: "I always leave FYBA seminars full of new ideas, new connections and brimming with fresh ideas."

A Charter Brokers Open House at Bahia Mar Yachting Center immediately followed the presentation, with 16 yachts available for review.

FYBA thanks all Seminar and Open House sponsors, as well as Randi Myers, FYBA Director of Operations, and Shay Loudenslager, FYBA Director of Member Services, for their efforts in putting on this highly successful event.



3.



4.



5.



6.



7.



8.



9.

1. Enrique Goytia, Tito Baldwin, Michael Choiniere, Bill Roberson, Marc Welch, Nicci Perides, Bert Fowles & Dave Ochs
2. Jeff Shaffer of Neptune Group Yachting
3. Susan Harris, Agnes Howard & DJ Parker
4. Mole Telfer representing the MICF
5. Attendees networking during the break
6. Ann Vernon & Bert Fowles
7. M/Y TRUE NORTH
8. Members networking on the docks
9. Display of hors d'oeuvres on M/Y FIRST HOME

Panama's Natural Paradise



The San Blas Islands in Panama are peaceful, cultural, and filled with natural beauty that can only be experienced by private yacht.

Located on the Caribbean side of Panama, the San Blas Island chain consists of 365 cayos (cays) stretching nearly 160 nautical miles, of which only about 20 percent is inhabited. The colorfully dressed locals are the Kuna Indians who have maintained their independence from the Panamanian government and still have a traditional tribal chief for each populated island. Dugout canoes called Cayucos are their means of transportation and they trade amongst themselves and visitors with coconuts, lobsters, crab and fish. There are lodges along the mainland beaches offering day trips, making this a perfect private yacht vacation destination, but do not expect to find restaurants, bars or towns to shop in. A trip here is about truly enjoying being on the water in the most natural, traditional, untouched setting that takes you back in time.

For a yacht charter guest, getting to San Blas by plane is most commonly through the major airport in the city of Colon, where provisioning is more plentiful. From there, it's an approximately 60-nautical mile cruise to the beginning



Top, the San Blas Islands. Above, M/Y Just Enough at anchor with toys.

of the San Blas Island chain heading east. There is a small runway in the westernmost end of the chain on the island of El Porvenir, which has been closed for the past year but allows helicopter arrivals and departures, providing an alternative for guests visiting the islands.

The owners of the 140' M/Y JUST ENOUGH say this area is their favorite cruising grounds so far. They have reported that each of their guests seems to have a favorite island and for different reasons, most of which are best found by simply passing by.

Sport fishing and eating fresh seafood are highlights of a charter in the San Blas Islands. Snorkeling likely will be a daily activity but no diving is allowed.



Day 1-2: Start your vacation by visiting [Chichime](#), the pinnacle for lobster and giant crab. The four local families may approach offering octopus or other specialties in hopes of trading for sewing or writing tools such as needles, thread and pencils. A short swim to the island, a walk along the shoreline and an easy drift back to the boat along the reef are a must.

Day 2: Eight nautical miles south is the island of [Kuanidup](#) where the locals have built cabanas and lined the beach with hammocks for visitors. This island is one of the few places to experience a local meal with the villagers. A nighttime swim amongst phosphorescent organisms is sure to wow you.

Day 3: It may be hard to remain on any planned course as you pass breathtaking islands, beaches and the enormous starfish scattered along the white sandy bottoms of this crystal clear water. Next stop, after approximately one hour of cruising, is [Rio Sidra](#) where the village children may be eager to trade beaded bracelets for crafting tools or textiles. Nearly 500 Indians inhabit this island, which seems bustling with energy compared with some of the quieter stops but gives guests a true immersion into the local culture.

Day 4: Stop over in the anchorage of [Cayos Hollandes](#), a magnificent middle ground to your charter experience, where you can hear Indian legends, explore some beautiful reefs and swim with Manta rays. The Hollandes Channel is a hotspot for Yellowfin tuna. There is a great drift snorkel spot here and endless kayaking around the reefs. The main island is inhabited by about 10 Indian families. The most famous local is "Mr. Robinson", who has many a tale to share.

Day 5: On to [Isla Verde](#) ("Green Island") which is deserted but boasts one of the most spectacular reefs in Panama. The colors of the coral and starfish here fill everyone with amazement.



San Blas locals offering their handmade items and seafood.

Day 6-7: It is worth experiencing a Kuna tour of the [Rio Diablo](#) by kayak or one of the local cayucos. The jungle is filled with exotic birds, flowers, monkeys and other small wildlife. A few spots along the way even can be explored on foot. A short flight from Corazon de Jesus will take guests back to most major airports. It makes for a thrilling end to a journey you will want to experience again....one week is just not enough, and the owners of JUST ENOUGH agree!

FYBA's 18th Annual Yacht Sales and The Law Seminar Attracts Near-Record Crowd

FYBA's 18th Annual Yacht Sales and The Law Seminar drew more than 180 attendees for a day of information sharing, networking and education on issues critical to association members. Held Tuesday, October 1 at the Hyatt Regency Pier 66 in Fort Lauderdale, the daylong was sponsored by Alley, Maas, Rogers & Lindsay, P.A. and Willis Marine.

Following an introduction by Lon McCloskey, FYBA president and president of The Marine Group, and session moderator Bob Saxon, president of International Yacht Collection, attendees heard presentations on a number of important topics by industry experts, including:

- **Risks of Ocean Freight for Yachts, Crews and Owners:** Bruce McAllister, Alley, Maas, Rogers & Lindsay, P.A.; Uta Scarlata, Sevenstar Yacht Transport, and Nancy Poppe, Willis Marine
- **Purchasing the LLC or CORP in Lieu of Boat – New Florida LLC Laws:** Steven Lear, Bilzin Sunberg
- **FYBA Code of Ethics – What Does it Mean for You?:** Victoria Bedford, chief of compliance for the state of Florida DBPR; Mike Karcher, Karcher, Canning and Karcher; and Lon McCloskey and Paul Flannery, FYBA Arbitration & Ethics Committee
- **Fraud Risks Paying Closing Proceeds – Risks of OFAC Stopping Wire Transfers:** Bob Allen, Robert Allen Law
- **Like Kind Exchange Taxation for Charter Yachts & Bonus Depreciation:** Glen Stankee, Akerman Senterfitt
- **Limiting Broker Liability:** Carol Waxler and Catherine Kent, Alley, Maas, Rogers & Lindsay, P.A.
- **Commission Laws of Procurement:** Clay Naughton, Moore and Company
- **Compliance with U.S. Customs and the State of Florida – at Boat Shows and the Rest of the Year:** Steele Reeder, Howard S. Reeder, Inc.; and Jeff Cox, The Law Offices of Jeffrey W. Cox, LLC

A cocktail and networking reception followed the seminar series. FYBA would like to thank the event's sponsors, as well as all those who attended. In addition, FYBA thanks Randi Myers, and Shay Loudenslager for their efforts in putting on another successful educational event.



1.



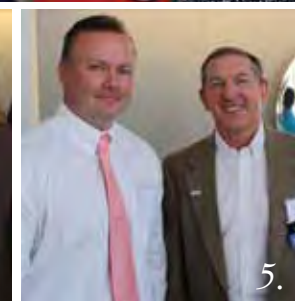
2.



3.



4.



5.

1. Seminar Sponsors Catherine Kent & Bruce McAllister with Alley, Maass, Rogers & Lindsay, P.A. and Nancy Poppe, Rob Carron, Christel Lincoln, Maria Benitez, Diana Fabozzi and Gail Forsyth with Willis Marine
2. Laura Hogle & Marissa Fritz
3. Jenny Wicker, Sara Ingersoll & Nery Berkeley
4. Carol Waxler, Ann Vernon, Blair Brogan, Frank De Varona & Betty De Varona
5. Steve Donnell & Paul Flannery

FYBA CHARTER NEWS

◆ **BARTRAM & BRAKENHOFF** has opened **B&B YACHT CHARTERS, INC.** with Jennifer M. Saia at the "helm." After merging and selling the company she had been with for 20 years (17 as the owner), The Sacks Group Yachting Professionals, to International Yacht Collection three years ago, the entrepreneurial spirit



called Saia back to business ownership. She partnered with Bartram & Brakenhoff Yacht Brokerage Company to form B&B Yacht Charters, Inc. in

Newport, R.I., as president and charter specialist. David C. Lacz, owner of Bartram & Brakenhoff since 1998, will continue to focus on yacht sales

and brokerage.

B&B Yacht Charters and Bartram & Brakenhoff combined their expertise at the recent Fort Lauderdale International Boat Show where they had three brokerage vessels on display, plus the 137' Palmer Johnson Motor Yacht SYRENKA and the 120' Northcoast Motor Yacht SCOTT FREE, offered for sale and charter through their respective companies. "There was great action on all of our Centrals, including an accepted offer on one of David's brokerage vessels," said Saia. "FLIBS was a great kick-off for B&B."

◆ **CAMPER & NICHOLSONS** is pleased to announce that the 46m (150'11") motor yacht GOLDEN COMPASS is now available for charter.



M/Y GOLDEN COMPASS

Built in 1982 by Picchiotti, she sleeps 12 guests in six well-appointed staterooms including an impressive full-beam master suite decorated in magnificent natural onyx marble of rich hues of green, burgundy and gold. The indoor living areas include a generous Jules Verne-themed dining room with exotic stonework, fossil art and collectables, providing a soothing ambiance for guests to unwind. The outdoor space is spread over three decks and provides the ultimate in client recreation. GOLDEN COMPASS is available for charter this winter in the Caribbean. Please contact Camper & Nicholsons for more details.

IT'S A NEW DAY AT NEW RIVER

The Famous New River Marina Is Under New Management



- Full Service Boatyard
- Bottom Painting
- Paint Shed
- Full Mechanic Service
- Dockside Repairs & Service
- Bow Thruster & Stabilizer Service
- 80-Ton Travelift
- Marina
- Waterfront Office Space

954-941-6447

www.MyYachtManagement.com

3001 State Road 84 Fort Lauderdale, FL 33312

Choose Sevenstar Yacht Transport for reliable and safe service

We service the US west coast and the rest of the world



SEVENSTAR
YACHT TRANSPORT

member of
splithoff group

Sevenstar Yacht Transport – USA Agencies

Palm Beach FL: 561 622 7997
Toll Free: 877 744 7287
Newport RI: 603 763 7389
info@sevenstar-usa.com

Sevenstar Yacht Transport – Head Office

Amsterdam, The Netherlands
Phone +31 204488590
info@sevenstar-yacht-transport.com
www.sevenstar-yacht-transport.com

Y a c h t T r a n s p o r t i s a n a r t

BULLETIN BOARD

◆ **YACHT BROKER: BOSTON YACHT SALES** is looking for an experienced, motivated, energetic, successful yacht broker to join our winning team. We represent new Hatteras, Sabre, Back Cove, Vicem, Vanquish and Princess yachts. In addition to our new boat lines, we are very active in brokerage. For a closer look, visit us at bostonyacht.com. If interested, please send email to michael@bostonyacht.com. All inquiries are confidential. Boston Yacht Sales, since 1953!

◆ **ADMINISTRATIVE ASSISTANT: HMY YACHTS** has an immediate opening for an administrative assistant in its West Palm Beach office. The ideal candidate must have experience in the yachting industry and be familiar with the MLS systems Yatco and YachtWorld/BoatWizard. This position requires a strong attention to detail and the ability to multitask with minimum supervision. Must be proficient in Microsoft Office, Word and Excel and have a good knowledge of the internet. Please send your resume to Laura Hogle at lhogle@hmy.com. All resumes will be kept confidential.

ON THE MOVE

◆ **UNITED YACHT SALES** has relocated its corporate offices to a new waterfront facility adjacent to Sunset Harbor Marina in Stuart, Florida. A building of historical significance, the Major Philip B.H. Dudley House was built in 1907 before the town of Stuart even was incorporated. The site has several slips to accommodate selling clients, offices for Affiliate Brokers, a conference room and a beautiful view of the St. Lucie River.

◆ **GALATI YACHT SALES** is delighted to announce the opening of its ninth location at the Los Suenos Marina and Resort in Costa Rica. Designed as a total recreation destination, the resort includes a large marina, retail shops, restaurants, condominiums, and a resort hotel – not to mention world-class fishing!

BUTCH PLISKE
Surveyor

309 Farmington Drive
Plantation, Florida 33317
worldyachtsurvey@aol.com

Call: 305.342.1893
Fax: 954.792.0535
Home: 954.797.5087

STEVEN H. HIBBE

Maritime Attorney

"Guidance in the right direction"



- VESSEL REGISTRATIONS
- OFFSHORE COMPANIES
- MARINE LENDING

*Initial Consultation
without cost or obligation*



STEVEN H. HIBBE

OFFICE: (305) 375-0966 • FAX: (305) 375-0967 • SH@YACHTCOUNSELOR.COM
GABLES WATERWAY CENTER 1390 S. DIXIE HWY. SUITE 1104 • CORAL GABLES, FL 33146

WWW.YACHTCOUNSELOR.COM

RELIABILITY

Since 1956...

Unparalleled
PROFESSIONALISM

International
MARINE SPECIALIST

RPM Diesel Engine Co., are authorized dealers for
MTU 2000 series marine diesel engines and qualified
on the MTU 4000 series marine diesel engines.



- In House Fuel Injection & Turbo Laboratory
- Marine Generator Experts
- Main Engines & Generator Surveys

RPM

DIESEL ENGINE CO., INC.



2555 State Road 84, Fort Lauderdale, FL 33312
954-587-1620 • www.rpmdiesel.com
Information: mike@rpmdiesel.com

Understanding the Marine Survey Process

By Butch Pliske, Word Yacht Survey

I have found over the years that yacht owners, as well as their captains and crew, often don't fully understand the marine survey process. For that reason, they typically find it intimidating. However, simple preparation for a yacht for survey inspection can be critical to ensuring a successful review.

A professional marine survey involves three stages – dockside testing, haul-out/bottom inspection and a trial run. If possible the haul-out should be done before the trial run.

During the survey, a person qualified to operate the yacht and its systems should be on board. A licensed captain is required to move the yacht to and from the haul-out and for the trial run. Generally, the yacht's systems will be operated by the crew and/or owner's representatives, so it is imperative also to have them onboard.

Prior to starting the survey, it's important to inspect the vessel including the following items:

- If the vessel has not been operated for a while, ensure that all onboard systems are in good working order. This includes all of the vessel's running lights. A pre-survey test run often is the best way to inspect these items.
- For insurance purposes, all safety related pumps and alarms must be in good working order, including bilge pumps, fire pumps, bilge alarms, manual bilge pump switches, fire and smoke alarms and door alarms.
- All vessel exterior and interior accommodations, as well as the machinery spaces and bilge areas, should be thoroughly cleaned. The bilge and void spaces also should be cleared of items as much as is practical.

In addition, all vessel documentation should be available for inspection, including but not limited to:

- Ship's document, class and flag state certificates and surveys
- Registration for small boats
- Certificates for life rafts, hydrostatic releases, fixed fire suppression systems, EPIRBs, deviation cards for the compass, and Rules of the Road
- Any construction drawings, manuals, and Ullage tables that are available also are very helpful and should be available.
- All of the U.S. Coast Guard, class and flag state required equipment must be on board, up to date, and in good working order.

THE BUSINESS *of* YACHTS

ROBERT ALLEN LAW
INTEGRATING LAW INTO BUSINESS®

FOR MORE INFORMATION
PLEASE CONTACT
yachts@robertallenlaw.com

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

ROBERTALLENLAW.COM

NEW MEMBERS

OCTOBER NEW MEMBERS

Professional Active

Richard DuBois – InterMarine Yacht Brokerage; Sponsors: John-Henry Falk & Mike Sutt

Rusty Preston – Camper & Nicholson's USA; Sponsors: Cindy Ross & John Hendricks

Professional Associate

Mike Bader – MarineMax
Sponsors: Dan Aultman & Justin Williams

Skip Denison – Denison Yacht Sales
Sponsors: Bob Denison & Ken Denison

Shawn Harris – United Yacht Sales
Sponsors: Peter Schmidt & Bob Denison

Wayne Helms – AK Yachts; Sponsors: Andy Kniffin & Cynthia Kelly

Ron Housman – United Yacht Sales
Sponsors: Peter Schmidt & Neal Morris

Wiley Sharp – Denison Yacht Sales
Sponsors: Bob Denison & Peter Wiersema

Affiliate Active

Kathy Kennedy – Moore Stephens Isle of Man; Sponsors: John Weller & Bruce Schattenburg

Mark Masciarotte – Westport
Sponsors: Alex Rogers & Bryan Long

Charter Active

Lynne Campbell – Carefree Yacht Charters, LLC; Sponsors: Bruce Schattenburg & Kathy Mullen

Charter Associate

Rod Lindor – Worldwide Boat, LLC
Sponsors: Sanaa Vohra & Katja Kukovic

Lee Rosbach – Anything on the Water; Sponsors: Rebecca Riley & Gina Robertson

Support

Colleen Deverteuil – Denison Yacht Sales; Sponsors: Bob Denison & Keegan Garner

Kimberly McMahon – Atlantic Yacht & Ship; Sponsors: Ed Biggie & Stephen Faraldo

NOVEMBER NEW APPLICANTS

Professional Associate

Monty Miller – Anchor Yacht Sales
Sponsors: Dave Lash & Bob Epstein

Shane Demmer – Allied Marine
Sponsors: Jon Burkard & Tom Jenkins

Eric Sass – Galati Yacht Sales
Sponsors: Joseph Galati & Stan Hoynowski

Kelly Sprigg – Galati Yacht Sales
Sponsors: Steve Moynihan & Carmine Galati

Gary Voller – Florida Coast Marine
Sponsors: Dennis Kennedy & Ray Ball

Affiliate Active

Bryon MacDonald – Diesel Services of America; Sponsors: William Deery & Kitty McGowan

Luuk van Zanten – Yacht Marketing LTD; Sponsors: Kevin Ralph & B.Y. Lo

Affiliate Associate

Joseph Dargavage – BWA Yachting Florida & Bahamas; Sponsors: Bruce Schattenburg & Chaney Sabates

Jim Douglas, Jr. – Voyager Maritime Alliance Group, Inc.; Sponsors: David Freeland & Joe Majcherek

Support

Debbie Champlin – Dwight Tracy & Friends Yacht Sales; Sponsors: Michael Tyrrell & Jim Rabenstine

Lisa Correia – Neptune Group Yachting; Sponsors: DJ Parker & Jeff Shaffer

Kate Oakley – Northrop and Johnson Yachts-Ships, Inc.; Sponsors: Kevin Merrigan & Chuck MacMahon

For information on membership and to apply, visit www.fyba.org



ATLAS MARINE SYSTEMS

Mike Prado
Sales Manager
mikep@atlasmarinesystems.com

1801 S. Perimeter Road, Suite 150 • Fort Lauderdale, FL 33309-7140
Tel 954-735-6767 • Fax 954-735-7676 • Toll Free 888-476-8687
www.atlasmarinesystems.com

FURUNO®

ADDING A NEW
DIMENSION
TO 3D



**CONCORD MARINE
ELECTRONICS**

CONCORD MARINE ELECTRONICS
INTEGRATED NAVIGATION, ENTERTAINMENT & COMMUNICATION SYSTEMS

2233 S Federal Highway • Fort Lauderdale, FL 33316 • 954.779.1100 • 954.779.7090 Fax
www.concordelectronics.com • email: sales@concordelectronics.com

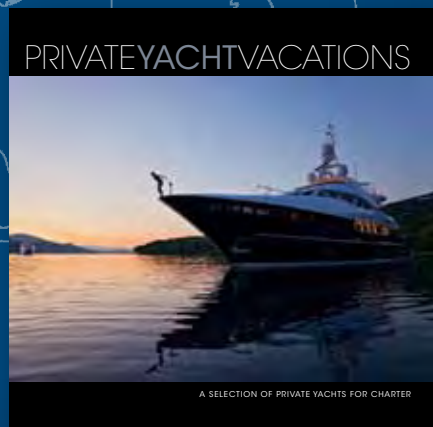
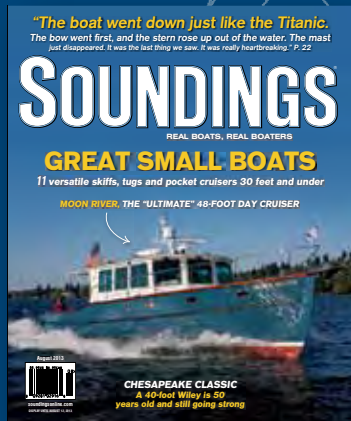
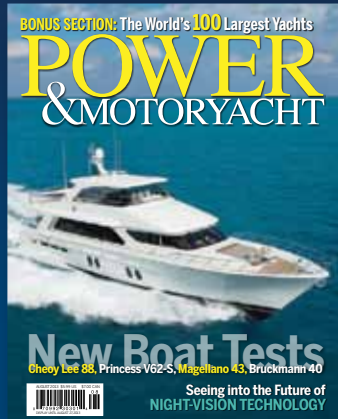
Warm Wishes

FOR THE HOLIDAY SEASON
AND NEW YEAR

FROM THE FYBA BOARD OF DIRECTORS & STAFF

FYBA
LICENSED AND BONDED YACHT BROKERS

AIM MARINE GROUP Delivering the Marine Market



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

www.aimmedia.com/mg.html



YACHTS

BoatQuest.com

PassageMaker

SOUNDINGS

Trade Only

SAIL

POWER & MOTORYACHT

SHOW MANAGEMENT

NOBODY EVER LOST A CLIENT RECOMMENDING HARGRAVE



NEW | 125' HARGRAVE RAISED PILOTHOUSE | 4 STATEROOMS | ASKING \$14,400,000

100% CUSTOMER SATISFACTION RATE

With 50+ builders in our market segment and 500 different models for your client to choose from, how does any broker know what to recommend? At Hargrave, we deliver more than a great boat, we deliver an incredible experience for your client. Since the day we started building we have received a 100% satisfaction rating from every broker we've done business with, and we can prove it.

SEE FOR YOURSELF

HARGRAVE
CUSTOM YACHTS