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# CONTENTS

June/July 2019

- 5 From the Helm: Summer Events**  
*By Paul Flannery, IYBA Executive Director*

## THE MARKET

- 6 Newport Charter Show Kicks Off New England Season**  
**8 Protect the Picasso: Caring for Fine Art Onboard**  
**10 How to Become a Thought Leader for Your Brand**  
**11 Q1 2019 Brokerage Yacht Sales Report**  
**12 Using Leverage to Save for Retirement**  
**13 Online Auction Platform for Boat Sales Gains Traction**

## THE AFTERMARKET

- 14 A Unified Approach to Exhaust Systems**  
**15 IYBA Care Now Open to Other Industry Associations**  
**16 Boatyard on Fort Lauderdale's Marina Mile Expands**  
**18 Telemedicine: The Life it Saves May Be Your Client's**

## THE WORLD

- 20 The Chesapeake Bay: Serene Summer Charter Itinerary**  
**22 New Bahamas Cruising Permit Portal**  
**24 EU Tariffs on U.S.-Built Yachts - Med Season Update**

## THE LAW

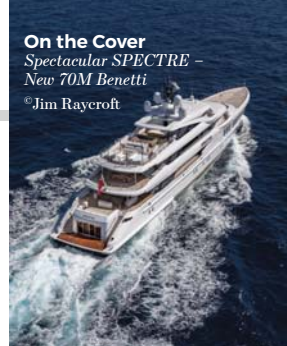
- 26 ADA Enforcement Part 2: Is Your Website a Target?**  
**27 New Deferred Importation Bills Before Congress**  
**28 Boat Registration and Titling - How They Affect You**

## THE MEMBERS

- 30 Meet IYBA Board Member Bob Denison**  
**32 Member News: New Hires, Sales, Listings & More**  
**36 Yachts for a Cause: Boys & Girls Clubs of Newport, R.I.**  
**37 New IYBA Members for April & May, 2019**  
**38 PHOTO GALLERY**  
**IYBA Yacht Engineering Seminar**  
**39 PHOTO GALLERY**  
**Recent Charter & Brokers' Open Houses**  
**40 Looking Back at Benetti's 19th Century Origins**

### On the Cover

Spectacular SPECTRE -  
New 70M Benetti  
©Jim Raycroft



8



16



18



20



36

## EVENTS

### June 4

Annual Golf Scramble  
Jacaranda Golf Club, Plantation, Fla.

### June 19

Yacht Sales Summit  
Bahia Mar Fort Lauderdale Beach

### June 20

Brokers Open House  
Bahia Mar Yachting Center, Fort Lauderdale

### July 18

Brokers Open House  
Bahia Mar Yachting Center, Fort Lauderdale

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New launch: Van der Valk  
Raised Pilothouse

Image by Tom van Oossanen

# AD INDEX

Ocean Service Center	IFC
Churchill Yacht Partners	2
Robert Allen Law	7
TVPX Yacht Escrow Inc.	11
Boathouse Auctions	13
IYBA Care	15
YATCO	19
Chub Cay	23
Moore & Company	25
IYBA.Pro Vessel Portal	27
Marine Data Solutions	29
AMIkids	31
Compass Logistics & Marine LLC	35B
YachtingToday.TV	35C
World Yacht Survey	37A
Simex International	37B
Marina Bay	37C
Atlas Marine Systems	37D
Yacht Management	IBC
Florida Nautical Surveyors	BC

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## FROM THE HELM

by **Paul Flannery**, *IYBA Executive Director*

# SUMMER – TIME TO NOURISH BOTH YOUR SKILLS AND YOUR SELF

With the major boat shows behind us, I hope everyone is busy closing deals and making preparations for a relaxing summer with a balanced mix of work and much-needed family time.

IYBA's annual calendar of educational events continues to be strong. In April, our 5th Annual Yacht Engineering Seminar (yes, five already) brought another great program to the attendees. Our crowd was light, hopefully because everyone was surveying, sea-trialing or closing, but the agenda was filled with great presentations from a wide array of experts in their respective fields. Interesting topics were presented by Northern Lights/Technicold, Seakeeper, AMESolutions, DLBA, and Jessi Blakley of Tavistock gave us a peek behind the curtain with the redevelopment plan at Pier 66. Many thanks to all the sponsors who support our educational agenda. We couldn't do it without you!

Next on the spring calendar is the Golf Scramble at Jacaranda, which is taking place as this issue comes to you. About 100 golfers will spend a day on the links networking and competing for bragging rights, some cash and donated prizes, and maybe even \$25,000 to someone for a hole in one! (How's your Par 3 game, Babb?)

Later in June (the 19th) is one of our signature events, the Yacht Sales Summit, to be held this year at the Bahia Mar in Fort Lauderdale. The East Coast YSS brings relevant topics to brokers, administrative staff, lawyers, insurance professionals, finance experts and virtually everyone else involved in the yacht sales industry. This year we will have a great presenter from Dale Carnegie to help you sharpen your people skills, as well as presentations on the IYBA.Pro MLS, marketing strategies, and boat show marketing advice from some of the best in the business. Don't miss this event; it is an important opportunity to hone your sales skills and stay current on the latest developments in our industry!

June is also the time for the New England charter yachts to gather and strut their stuff at the Newport Charter Show in Newport, R.I., based at Newport Shipyard. The domestic charter offerings will be standing tall and ready for inspection. If you have a client interested in a summer charter, this is the place to be. Remember, 78% of yacht owners have chartered before buying, making "try before you buy" a valuable tool in a broker's tool chest.

As you will see later in this issue, IYBA Care has been a little slow to start, but is gaining traction. This "first of its kind" program is a real

benefit to our members and I can't encourage you strongly enough to take a good look at how it can save you money. There are six plans to choose from, all age-banded, that will give you the benefit of being a member of a large group instead of a small group or individual policy holder. These benefits are available to member companies as well, offering significant monthly premium savings to small groups (under 50 employees) with comparable if not better coverage than you have now. We have extended the Open Enrollment period for a final time to June 15, 2019. Don't let the open enrollment period close without taking a hard look at IYBA Care.

The association-owned MLS, known as the Portal or IYBA.pro, is steadily growing with thousands of member listings live in the system and many more added every day. There is absolutely no question as to the relevance of this product in the marketplace and as time goes on, we strongly believe it will be the leading service available to our members. Our membership has a potential pool of over 20,000 boats to share on this member service and once you have a look, you will be rushing to adopt this elegant technology. The speed, versatility and capability of IYBA.pro is unmatched in our industry, as you will hear from respected members later in this issue. Major companies and small shops alike have seen that this is the future of our industry, and the best part is that it is association-owned so no need to worry about what the future may hold with regard to ownership or agenda on this technology. More benefits are added regularly so keep a sharp eye on what IYBA.pro is doing for you. The entire system, with all of its current abilities, is available to all member firms for only \$250 per month per company, beginning July 1, 2019. Look it over at [www.iyba.pro](http://www.iyba.pro); you'll be glad you did.

You may have noticed that in the last few issues of *Compass*, we have adopted a new look and added some sections. We are very excited to bring a new look and feel to the publication and are always seeking ways to improve our services and benefits to our members. Our intent is to inform the membership on as many pertinent subjects as is reasonable, without offering an epistle on any one topic. You will find that the Tech subjects tend to be a bit more brand-specific than in other areas of the magazine. The presentation of information in those articles is not intended to be an advertisement, but instead to be geared toward a particular solution to a common issue.

Our next issue of *Compass* comes out in early August so in the meantime, prosper in your business, enjoy your family time and find a way to nourish your soul. We are all truly fortunate to be involved in an industry that affords us the opportunity to do what we love and love what we do.

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

Cheers,

*Paul*

Paul Flannery







SHOWS

# NEWPORT CHARTER SHOW KICKS OFF THE CRUISING SEASON IN THE NORTHEAST

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



Clockwise from top: Yachts line the Newport Shipyard docks during the 2018 Newport Charter Show; the Chefs' Competition; evening Yacht Hop.

The Newport Charter Show presented by Helly Hansen Newport takes place on June 17-20 at Newport Shipyard in Newport, R.I. This unique event, which will showcase more than 20 luxury charter yachts ranging in size up to 154 feet, signals the start of the summer cruising season in the Northeast.

"It's the only charter yacht show in the U.S.," said Jeff Shaffer of Superyacht Sales & Charter, co-chair of the IYBA Charter Professionals Committee. "It's a great opportunity for charter agents to check out yachts that are available in New England this season."

The Newport Charter Show has been in existence for 35 years. Since 2016, it has been owned and managed by Newport Shipyard, and takes place at the shipyard's docks. Dedicated to yacht charter professionals, including brokers, owners, captains, and crew, the show features land-based exhibits of products and services for the charter industry in addition its in-water yacht display.

"We get a great mix of yachts in the show every year, and different yachts always participate from year to year," said Veronica Brown, show director. "It is well worthwhile for charter professionals."

## Power and sail

At press date, 21 yachts had registered for the Newport Charter Show so far, including a trio of notable sailing vessels in addition to a wide variety of motoryachts. They include:

- 154' M/Y USHER
- 150' M/Y TIME FOR US
- 141' S/Y COLOMBIA
- 132' M/Y INVISION
- 130' M/Y ENDEAVOUR
- 126' M/Y ODIN
- 124' M/Y ARIADNE
- 121' M/Y NAMASTE
- 116' M/Y RENAISSANCE
- 112' M/Y JOPAJU
- 103' S/Y EROS
- 97' M/Y INEVITABLE
- 96' M/Y CRU
- 87' M/Y MAGICAL DAYS
- 85' M/Y ESSENCE OF CAYMAN
- 82' S/Y RAVENCLAW
- 80' M/Y CARPE DIEM
- 80' M/Y PNEUMA
- 75' M/Y HOYA SAXA
- 72' M/Y HALCYON SEAS
- 63' M/Y ASTURIAS.

## Full program of events

The yachts will be open for viewing with their crew on hand to provide tours and answer questions during the show. In addition, Brown and her team have lined up a full program of educational sessions, crew competitions and social events for the show dates.

"We've really tried to listen to the brokers and captains to see what will make it beneficial to attend – what makes the show successful for them," she said. "We use their suggestions to make the show better every year."

This year, the American Charter Yacht Association (ACYA) will provide guest speakers from Belize Sailing Vacations for the breakfast gathering on June 18th and from maritime law firm Clinton & Muzyka,

***We've really tried to listen to the brokers and captains to see what will make it beneficial to attend.***

P.C., on June 19th. The Annual ACYA Educational Seminar takes place on the morning of June 20th.

The highly anticipated Newport Charter Show Crew Competitions give crew members from the participating yachts a chance to show off their skills at cooking, design and hospitality. This year, they will include the Chefs' Competition, Captains' Competition (with three challenges), Tablescape Competition, Cocktail Competition, and Designer Water Contest. More fun is in store at the show's networking events, which include a Yacht Hop and the Closing Cocktail Party with Crew Competition Awards.

*For the full schedule of events, a list of participating yachts and registration, please visit [www.newportchartershow.com](http://www.newportchartershow.com).*

*Photos by Billy Black*





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# PROTECT THAT PICASSO: CARING FOR FINE ART ON BOARD A YACHT

When a yacht owner incorporates art from his personal collection, the daily responsibility to maintain the collection falls to the crew. Art may be one of the few assets onboard that increases in value over time. Therefore, crew training on the basics of art collection care and management is of vital importance to ensuring the safety of the collection.

Recent examples of damage to high-value works of art highlight a lack of knowledge among crew, which can result in negligence. Such is the tale of a yacht owner's children who threw their cereal at a multimillion-dollar Jean-Michel Basquiat painting because they found it scary, and then the crew who wiped the painting off to clean it up. This is one of several maritime mishaps underscoring the importance of implementing training on industry standards for art collection management on yachts.

## Characteristics of a collection

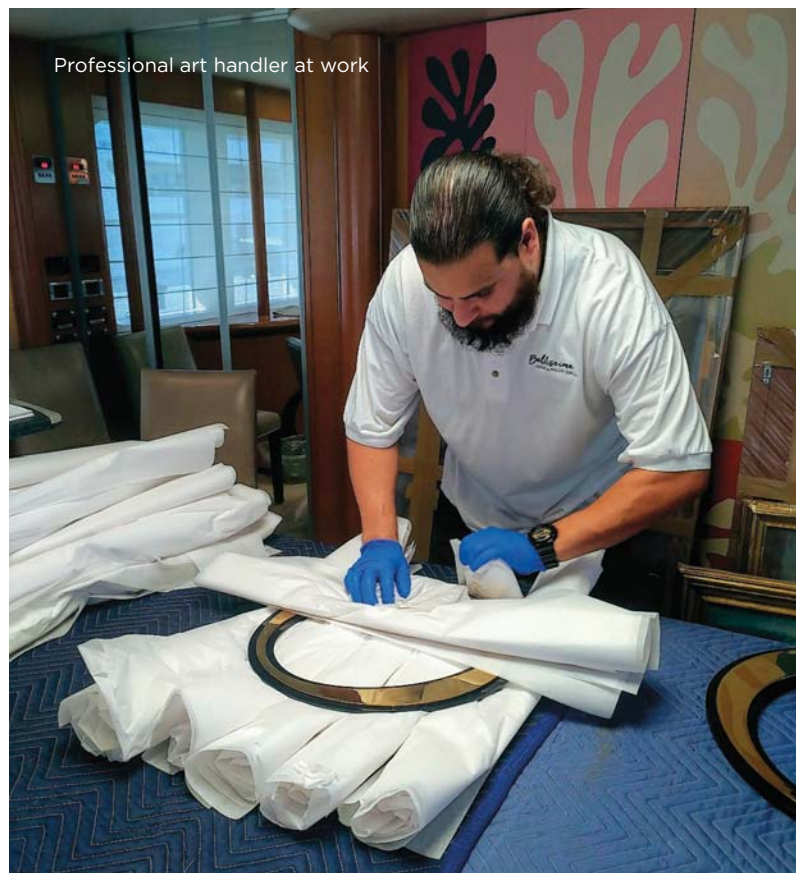
Collections are as diverse as their collectors, and high-value collections typically share characteristics such as: cultural and/or historical importance, limited availability in the marketplace, highly sought-after artists, origin, rarity, or provenance. Understanding the nature of the collection and steps crew can take to protect it will help those responsible to make good decisions and communicate important information when the need arises.

## Know exactly what's on board

The importance of maintaining an accurate inventory of art collection items on board cannot be over-emphasized. At minimum, an inventory includes the following: physical description (medium, year, title, artist's name) photos, condition reports, appraised values, physical location on the yacht, and dimensions. In situations where items are removed temporarily, such as when works are in storage during a refit, this documentation can safeguard the integrity of the collection. When a yacht is sold, it is critical to document what is on the yacht, which objects go with the sale and which do not. Items not specifically identified may unintentionally be included, if not itemized with inventory excluded from the sale. Continuously updating inventory, especially when specific items are added, removed, or damaged is important for accurate records. Insurance policies will require a schedule or inventory.

## Document, document, document

In addition to maintaining an up-to-date inventory, it is important to maintain records of how objects are acquired. Crew should maintain a binder with full documentary evidence of art ownership, provenance,



and tax status, including purchase and export documentation stamped by the relevant tax authorities when art is purchased or transported internationally. The binder may also be used to transfer knowledge during a transition of crew.

The Jaime Botin case illustrates the complexities of transporting art on yachts. The 1906 Picasso artwork, "Head of a Young Woman" was seized by French Customs officers in July 2015 in Corsica when they boarded his schooner, ADIX. The painting had been prepared for delivery and Botin was accused of reportedly attempting to smuggle the painting into Switzerland. Although the €26 million painting had been purchased in 1977 and had been in Botin's possession for more than 30 years, it was declared a cultural treasure by the Spanish National Court in May 2015 and had been refused an export permit prior to the seizure.

## Security is essential

Another important component of protecting valuable artwork is the yacht's security system. A working alarm system is essential and most likely an insurance requirement. High-value works are typically fitted

*When a yacht is sold, it is critical to document which objects go with the sale and which do not.*



with sensors or virtually unnoticeable GPS tracking devices that can be used to recover the works after a theft.

Although art theft from a yacht is rare, it does occur, such as in Antibes when a Picasso was stolen off the 75m superyacht CORAL ISLAND. The vessel was undergoing repairs in a shipyard when the painting, which normally was attached to an alarm, had its alarm disarmed and was deinstalled so painters could work on the wall behind it. The piece was locked in a separate room that had no alarm instead of immediately being removed from the yacht and placed into secure storage. The Picasso vanished; however, an alarm-protected Matisse in the same room was not touched. Coincidentally, the shipyard's video surveillance equipment had been out of action for three months.

*Although art theft from a yacht is rare, it does occur.*

Crew must ensure safety precautions are taken to protect the owner's property both when the vessel is sailing and when it is not. This is especially true during refit or maintenance periods when non-crew workers are working on the yacht.

### Handling art

When art is moved on or off a yacht, crew is responsible for overseeing the care, custody and control of each object. This includes documenting the chain of custody and condition of each work. Handling in and out procedures are critical as art is at the greatest risk of damage or theft during transport.



Boat model professionally packed for shipping



The following procedures for handling in can help to mitigate risk and protect the owner in the event of damage:

- Plan for arrival in advance
- Identify obstacles along the path of access
- Require a condition report from the shipper before art/ furnishings are shipped
- Ship directly to yacht or to another land-based location (i.e. fine art warehouse)
- Open and visually inspect upon receipt
- Condition report & photograph the object while unpacking it
- In the event there is damage and you file a claim, keep all packaging materials (and photos).

When packing and handling out, the following procedures offer the safest method of removing art and fine furnishings:

- Use professional art handlers to pack
- Crate high value or fragile items
- Require a condition report and photographs prior to packing
- Discuss the de-installation, packing and removal process with fine art services company
- Identify obstructions to the removal of oversized works and furniture and note specialty equipment required (i.e. crane).

During both handling in and out, using technicians trained in the packing and transport of fine art will mitigate risk of damage.

### Art placement on board

Superyachts offer a climate-controlled environment that can be as desirable as a museum and highly conducive for displaying art – with some additional precautions required. Sunlight, humidity, sea (salt) air, motion, and temperature are dangerous to fragile works of art. Traffic patterns and human interaction are also potential threats. Therefore, climate control, correct placement onboard, and (artificial) lighting are important to bring out the beauty of art while protecting it from damage. Photography, watercolors and drawings are more vulnerable than oil-based art and sculptures and need to be protected from natural light. Framing using a highly protective anti-glare, anti-reflective glass and hanging works away from direct light sources, vents, or areas that are not climate-controlled will reduce risk of deterioration.

Art should be installed using marine-grade hardware to minimize movement, especially during large swells or inclement weather. The same goes for fixing small sculptures and objects, which is where “museum glue” (also called gel, wax or putty) comes in: a clear product that fixes objects to surfaces (though not permanently) to stop them shifting in a swell.

### Storage ashore

Selecting a proper storage facility for art and fine furnishings extends protection while off the yacht. Consideration should be given to security/controlled access, climate-controlled environment, backup generator during loss of power, hurricane-rated, pest control, availability of private unit or general warehouse.

Basic training on art collection management will assist crew in protecting objects that are important to the owner from both a financial and personal perspective.

*Susan McGregor is CEO of Bellissima Luxury & Fine Art Services, based in Fort Lauderdale. Bellissima provides installation, packing, custom crating, shipping and storage of fine art and furnishings. For more information, visit [www.bellissimafineart.com](http://www.bellissimafineart.com).*

# HOW TO BOOST YOUR SOCIAL MEDIA STRATEGY – AND STATUS – BY BECOMING A THOUGHT LEADER

The day the Miami International Boat Show opened, hundreds of marine professionals flooded Instagram, Twitter, Facebook, and LinkedIn with photos of their displays and messages encouraging customers to come visit. Bert Fowles, the vice president of sales and marketing for IGY Marinas, did something different. He shared an economic-impact infographic about the event on LinkedIn, putting two particular statistics into further perspective:

“The Super Bowl brings in only around \$500 million in economic impact and not continually per year to a single location,” he wrote. “Our industry nearly doubles that every year for Florida with \$854 million, supporting 5,700 full-time jobs.”

Fowles takes a similar approach with most of his LinkedIn posts. He shares news about his employer, of course, but also articles on the LEGO toy company, for instance, and pictures from events like the Miami Open. With each, he points out the economic contributions and/or customer experience, along with how our industry can learn valuable lessons.

More than 800 professionals follow, share, and comment on Fowles' posts. While some companies pay outside social media influencers to promote their products, he is leveraging his own expertise when it comes to his, and his company's, social media strategy.

By following best practices, you too can set yourself apart as a thought leader, according to Julie Perry, a digital marketing strategist and consultant who works with a few prominent brands in yachting. She's also the author of the well-known book, *The Insider's Guide to Becoming a Yacht Stewardess*.

Here are a few tips to help you get started.

**1. Be selective in where you post.** Perry recommends focusing on Facebook, Twitter, and LinkedIn, because the right target audiences are on each of these platforms. Make sure you establish a business page for your posts, she adds, rather than use your personal accounts. “Keep your personal stuff private,” she says, since your clients don't want to (and shouldn't) see your family photos, your beach vacations, or your political views.

Specific to Twitter, don't doubt for a moment that your customers are there. Perry says that many people establish Twitter accounts simply to aggregate news about current events and their favorite pastimes, by following particular accounts and/or hashtags. Pew Research Center findings back this up. In Europe, 26 to 50 percent of residents

rely on social media for news every day. One in five Americans, meanwhile, relies on social media for news, exceeding those who rely on newspapers.

Notably absent from Perry's recommended list: Instagram. “It's hard to establish thought leadership alongside images where people are just scrolling, literally just scrolling and scrolling,” she says.

**2. Don't make every post about your sales.** This will turn followers off, Perry warns. Limit yourself to one post per week about a brokerage or charter listing. “Make sure you **share** more than sell,” she explains. For example, find an interesting story on Monday or Tuesday each week that your clients would appreciate, and make a thought-provoking comment when you share it. Alternately, Perry says, consider asking your followers their opinions on the subject when you post.

**3. The content you share doesn't always have to be your own.** Perry recommends following popular hashtags in yachting and posting about them. A few are #superyacht, #yacht, and #yachtlife. Do the same with trending hashtags. In addition, “Don't just share,” Perry says; be sure to comment or solicit opinions. “It shows you are on top of a subject, who's talking about it, and that gets people engaged.”

Include photos in your posts, too. A variety of free stock-photo resources are at your disposal.

“By including some type of rich media, people will start finding you and engaging with you,” furthering your profile as a thought leader, Perry explains. She points particularly to LinkedIn, saying its algorithms are quite good at elevating image-driven posts; in fact, she says, they garner two times higher comment rates. Be sure to share the same image and post on Facebook and Twitter, if you want to drive even more engagement.

**4. Consider boosting posts.** Boosting means paying to promote a post. “You get it above the noise—and above the noise enough that you start to gain more followers,” Perry says. A boosting strategy, she continues, is easier than, for example, posting five times per week or spending hours trying to target and grow your audience. What's more, she emphasizes, you don't have to spend a lot of money. For as little as \$50 on Facebook, for instance, you could reach a few thousand additional people who fit a demographic profile you specify. Good content will convince those people to like and follow your page.

Speaking of your page, here's where having a dedicated business page is important: Facebook doesn't permit promoting personal page posts.

Above all, Perry recommends, don't succumb to FOMO (Fear of Missing Out). “People think they are falling behind when it seems like everyone is online talking,” she cautions. Instead, come up with a game plan entering the week, to stay on track and build momentum. Real, engaged followers will come.

*Make sure you share more than sell.*





## U.S. BROKERAGE SALES CONTINUE YEAR-OVER-YEAR DECLINE

Sales of brokerage boats in the U.S., including Florida, showed declines in both unit and dollar terms for the Jan. 1 - Mar. 31, 2019 reporting period, according to Boats Group.\* The figures, which are based on information reported to Boats Group's Sold Boat data sources, show that overall U.S. brokerage unit boats sales fell by 20.84 percent (see chart for full details), compared to the same period in 2018. Boats also took about six days longer to sell during the 2019 period.

In Florida, unit sales of brokerage boats fell by 28.14 percent while dollar sales declined by 30.52 percent. The average time it took a boat to sell declined by 4.14 percent – about six fewer days.

Brokerage sales in the European market fared better. While unit brokerage boat sales fell slightly by .92 percent, monetary sales grew by 15.47 percent. Boats also took less time to sell in the 2019 period than a year earlier, as the average days-to-sales figure declined by 6.08 percent or about 20 days.

*\*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 JAN. 1 - MAR. 31, 2019

U.S.	2018	2019	YoY % Change
Boats Sold	7,582	6,002	-20.84%
Value of Boats Sold - USD	\$1,379,991,590	\$1,014,408,202	-26.49%
Avg Boats Value - USD	\$182,009	\$169,012	-7.14%
Avg. Days to Sale	219.1	225.1	2.74%

Europe	2018	2019	YoY % Change
Boats Sold	1,627	1,612	-0.92%
Value of Boats Sold - EUR	€390,101,098	€450,433,639	15.47%
Avg Boats Value - EUR	€239,767	€279,425	16.54%
Avg. Days to Sale	332.3	312.1	-6.08%

Florida	2018	2019	YoY % Change
Boats Sold	885	636	-28.14%
Value of Boats Sold - USD	\$274,003,988	\$190,384,485	-30.52%
Avg Boats Value - USD	\$309,609	\$299,347	-3.31%
Avg. Days to Sale	166.6	159.7	-4.14%

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by Mark Blocker, President, National Affinity Services

# USING LEVERAGE TO MAINTAIN YOUR CURRENT LIFESTYLE DURING RETIREMENT



Retirement is something most people put off talking or even thinking about. When they do, here are some of the common questions they have:

“Do I have enough money to fund my retirement years?”

“How do I make sure I’m protecting my future contributions to my retirement plan?”

“Am I protecting my income in case I get hurt or sick?”

“Can my life insurance fund long-term care in case I need it?”

These are tough questions that should and must be addressed. Most disabilities are from sickness and only 4 percent are from accidents. You can purchase disability insurance for about 1 percent of your income, which will replace lost income should you need it. If designed properly, this policy can pay the contributions to your retirement plan. Most policies pay benefits tax-free.

The biggest question when contemplating retirement is: “How much do I need to save?” For insights, I recommend viewing the Kai-Zen® video at this link: <https://vimeo.com/328463424>.

## Using leverage

Executives often think investing in stocks will provide enough income to maintain their current lifestyle for 22 years (the average retirement timespan). In most cases, contributions are about 9 percent of income. If you want to maintain your current lifestyle during retirement, it would require 33 percent of your income. There’s got to be another way to reach retirement goals without having to use a third of your income.

Using leverage to buy life insurance is common with wealthy

families, because it allows individuals to afford more of the protections they need while maintaining their liquidity. One of the greatest advantages of leverage is that you make contributions for the first five years and the bank matches them. In years six through ten, the bank puts in what you put in and what they put in in years one through five. In other words, if you put in \$50,000 a year for five years, at the end of ten years you would have \$1,000,000 working for you.

This plan gives you retirement income, living benefits if you become disabled, require nursing or long-term care, and will take care of your family if anything happens to you. Even though it is leveraged, you do not have to sign a loan or pledge collateral. We use an indexed life contract so your contributions are protected with a zero percent floor, which means if the market goes down, you do not lose. In a 401k, IRA, or 457 plan, you absorb market losses.

So, although this is new in the supplemental retirement market,

*The practice of premium finance is something that has been used by the wealthy for decades.*

the practice of premium finance is something that has been used by the wealthy for decades. When structured this way, it is extremely unlikely for the lenders to lose their money.

For more information, please contact Mark Blocker at [mark@nationalaffinity.net](mailto:mark@nationalaffinity.net) or phone 954-681-7237.



# NEW AUCTION PLATFORM GAINS TRACTION



**April 19, 2019:**  
86' Stephens 1975 - CHINTA MANIS



**April 3, 2019:**  
106' Broward 2006 - ALTITUDE ADJUSTMENT II



**December 5, 2018:**  
75' Molokai Strait 2006 - HERCULES

Boathouse Auctions' marketing campaigns are short and intensive, using paid digital media in conjunction with leading yachting magazines. Boathouse Auctions also commissions high-end video productions, featuring interviews with owners and captains, running shots, and interior walk-throughs.

Combining powerful marketing with the urgency of an impending auction creates immediate buying interest. The desire to avoid bidding wars drives buyers to move very quickly.

The result: Each of the three boats pictured here sold between 12 to 46 days – *before the auction began*. The average time of sale was 29 days.

Each of the owners was very satisfied with a fair price, a quick sale, and avoiding high carrying costs. The entire industry benefits from accelerated transactions.

Ed Lipton, former owner of HERCULES, writes:

"As a seller, the lack of a pending event, plus the extended due diligence a buyer requires, creates a buyer-advantaged process. Boathouse Auctions has successfully and politely modified the approach to bring this process into the 21st century. I am thrilled with the result."

For more information, visit [www.boathouseauctions.com](http://www.boathouseauctions.com).

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# A UNIFIED APPROACH TO EXHAUST SYSTEMS

Unpleasant exhaust fumes, stains on the hull, particles in the water.... The standard solution to such challenges on a superyacht is to fit a soot filter. What is not always recognized, however, is that filters themselves can have an impact on the way an exhaust system works, leading to silting, backpressure issues, white smoke and cooling problems. An integrated approach to the entire exhaust system is the best way forward.

“An exhaust system is not just a simple pipe that leads exhaust underwater,” says engineer and MarQuip specialist Wiebe Voorneveld. “It’s a finely tuned arrangement of components, each with its own role to play. You cannot just buy a soot filter off the shelf and expect it to be plug-and-play compatible with any existing system. There is much more than simple technical compatibility to a well-functioning exhaust solution. The components are more complex than the sum of their parts, and it’s crucial to ensure they fit together perfectly, with all eventualities accounted for.”

A soot filter has a major impact on an exhaust system due to the mechanism it uses to burn soot and the resulting additional heat,

which must also go through the exhaust pipe. If all heat-generating components are not taken into account in the capacity calculations, the cooling system will be inadequate, leading to issues such as salt blockage in the separator – which is also seen with generators. Other common problems with propulsion engines are caused by an inadequate mix of cooling water and exhaust gases due to suboptimal design of the mixer or scoop. This leads to the infamous black hull effect.

## Cost-effective

“Optimizing an exhaust system is one of the most cost-effective investments owners can make,” Wiebe explains. “Soot is very aggressive on paint, and not just in aesthetic terms. It causes the paint to peel and crack, and as we all know, a new coat doesn’t come cheap. Moreover, no one wants to see soot particles in the water while swimming around their yacht. And hull cleaning is a never-ending and demanding task for the crew. MarQuip is currently involved in many refits and we’ve worked out special scoop and mixer designs to avoid these hull issues.

There are various solutions we can implement, depending on the boat or the type of engine.”

MarQuip is well-positioned to respond to the problems linked to exhaust

systems. “All our solutions are custom-made, and we guarantee the proper functioning of the whole, not just the separate pieces,” Wiebe adds. “If a client asks for a soot filter, we start with the engine outlet and finish with the overboard, making sure everything in-between works perfectly.”

If you buy a pipe here, a soot filter there and a silencer at yet another place and put them all together, who’s responsible for what? MarQuip offers a single-source in order to put together the best possible system for the yacht and guarantee a seamless operation. “We don’t need to provide all of the components: we can build on existing ones, calculate the corresponding needs and add those parts that best complement them,” said Wiebe. We look at whether the cooling system is large enough, whether there is enough cooling water and whether modifications are present or need to be made. It all comes down to understanding the big picture.”

*MarQuip will be on hand at all the upcoming yacht exhibitions, including Monaco, METSTRIDE and FLIBS, to answer questions and provide more information on this subject.*

**Optimizing an exhaust system is one of the most cost-effective investments owners can make.**

Exhaust system on M/Y BELLE DE JOUR





by Paul Flannery, IYBA Executive Director

# ENROLL IN IYBA CARE AND SAVE ON HEALTH COVERAGE BEFORE IT'S TOO LATE

IYBA Care is a "First of its Kind" program specifically designed for IYBA by Blue Cross Blue Shield's Florida Blue division. As most of our members know, it is a program we spent many months designing and fine-tuning with the insurance company and it has the power to **SAVE YOU MONEY!**

If you are an independent contractor or a company with a small group plan, IYBA Care offers more coverage through six different plan descriptions and lower premiums by age-banded pricing for the vast majority of participants. Independent contractors and small companies alike have the ability to move to IYBA Care during our Open Enrollment period and start saving, even if you just renewed with your current provider!

Unfortunately, the members of our association have been slow to adopt this incredible member benefit, and we are at risk of losing this opportunity. With that realization, your IYBA Board of Directors has opted to offer the program to members of other marine industry associations. We have offered this plan to MIASE, ISS, YBAA and YPY

members until we reach our goal of 300 enrollees.

Those members must qualify for IYBA membership and they will be subject to the same scrutiny as our current members, but it is important that **YOU HELP US** to reach our goal. Many of you interface on a daily basis with marine industry professionals who will significantly benefit from IYBA Care health insurance, so we encourage you to ask them to look at [www.iyba.org/iybacare](http://www.iyba.org/iybacare) and find the plan that is right for them.

*If the goal is not met, we will lose this chance.*

We also have been able to secure a final extension on the Open Enrollment deadline to June 15, 2019 and if that goal is not met, we will lose this chance and quite possibly not

be able to pursue it again. The Trump administration is beginning to receive challenges to the modification of the Affordable Care Act (ACA) and since we were in place before any court rulings against Association Health Plan (AHP) coverage, we have the one-time opportunity to make this happen. Let's not miss out on a benefit that has been a desire of our membership for years!

## GET YOUR LOWER HEALTH INSURANCE RATES!

IYBA Care is a revolutionary Association Plan. It includes six plans that deliver health solutions to meet your needs. IYBA members can enjoy vastly lower group rates that they would usually only find as part of a large company or corporation. **IYBA Care has got you covered.**



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## JUNE 15, 2019

The enrollment deadline has been moved for the final time to reach the goal of 300 enrollments.



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# MARINA MILE BOATYARD COMBINES MANAGEMENT AND MAINTENANCE

Owning a yacht can be a complex undertaking with multiple parties involved in ensuring the vessel is properly maintained and its operations run smoothly. Crew agencies, technicians, divers and cleaning crews are only a few of the independent contractors and businesses needed to keep just one yacht in top shape. What if all those services could be delivered in one place by one company? That is the question Captain Joshua Kerrigan aimed to answer when he founded Yacht Management South Florida, Inc.



After growing up in the yachting industry, Kerrigan started his company in 2001 mainly focused on providing premier yacht management services. His team of experienced managers and former crew was responsible for overseeing repairs, providing basic cleaning services and offering reliable crew placement. As Yacht Management South Florida, Inc. grew, Kerrigan recognized a demand among yacht owners for a more streamlined approach to managing their vessels.

"Yacht owners wanted to deal with only one person to handle everything. They didn't want to have to call the diver, the detailers, the mechanic, the air conditioning company, and so on," he said. "Owners wanted an easier and less time-consuming way to enjoy their boats. They only wanted to make one call to one person, and I realized that person was usually me. I quickly expanded my company so that owners would only deal with me and my team, we would handle it all."

## Major acquisition

In 2014, Yacht Management South Florida, Inc. took a major step forward when it acquired a 10-acre boatyard facility in the Marina Mile District along State Road 84. Conveniently located in the yachting hub of Fort Lauderdale and featuring an 80-ton travel lift, the former New River Marina was renovated into a modern full-service boatyard staffed with highly trained and ABYC-certified technicians. With this new facility, Kerrigan finally was able to provide a comprehensive selection of yacht maintenance services all in-house while continuing to deliver the high level of service clients had come to expect.

"When we still depended on outside boatyards to service our clients' vessels, I was in and out of so many different yards from Palm Beach to Miami. So many of these facilities lacked customer service, flexibility, reasonable rates, and a clean environment," Kerrigan said. "When I acquired the boatyard, I knew we had to be different. My team worked hard to ensure our yacht maintenance division delivered the same white glove level of service we provide to our yacht management clients. The client comes first, the client is who we are here to serve, and the boatyard has done very well by living up to that model."

As of today, Yacht Management South Florida, Inc. has more than 200 yachts under its yacht management program. Many of these vessels also take advantage of the monthly and seasonal maintenance plans developed by the company's yacht maintenance department. These yacht care packages include dockside services for boats in South Florida and emergency repairs delivered to boats docked throughout the Caribbean. Custom yacht care packages also encompass services completed at the boatyard from electrical work, installations and repairs to boat bottom cleaning, hull painting, haul outs, refits and major restoration projects.



“We develop customized yacht care packages for our yacht owners. These plans are tailored to meet the clients’ and their vessels’ needs as well as their budget,” Kerrigan said. “We’re able to offer that flexibility because we have our own boatyard. Before, we were subcontracting all our work to various yards throughout South Florida. It allowed us to accomplish our goals but made it very hard to control the quality of work, the timeframe, and the cost for the clients. By having our own location and staff, we can ensure the clients’ boats are always ready, the work is of the highest standards and the cost is at fair market pricing. We control the entire process for our clients, all still with that one call, one point of contact concept.”

### Growth and expansion

Kerrigan’s plan for the yard always has included growth and expansion. The company now has 90 full-time team members, most of whom work at the boatyard’s three-story service center painted an eye-catching baby blue. While the yacht management side of the business remains the largest division, the yacht maintenance department is getting busier with new technicians joining the team every season.

In the upcoming year, a 5,000 square foot workshop facility will be built within the boatyard. This planned space will be comfortably air conditioned and allow the company to take on larger projects and service work. A small boat division aimed at servicing yacht tenders is also in the works and in 2021, and a larger travel lift is set to be installed allowing haul outs and servicing of larger-sized vessels.

***Yacht owners wanted to deal with only one person to handle everything.***

For close to half a decade, the dedicated team at Yacht Management South Florida, Inc. has been providing the best of both worlds to clients. With the continued leadership of Founder and President Joshua Kerrigan, the Fort Lauderdale yacht management and maintenance company stays committed to making yacht ownership easy and enjoyable.

“There was a demand created by yacht owners who were overwhelmed by the time commitment involved in owning a yacht,” Kerrigan said. “We stepped up to the demand by providing the most comprehensive and customized type of yacht care available. Together, our managers and engineers handle all aspects of our clients’ yachts. All so the owners can enjoy their vessels while knowing the operation is being expertly overseen and supervised for them.”

*Yacht Management South Florida, Inc. offers an array of services, including but not limited to, haul outs, bottom painting, fiberglass repairs, marine engine repair, marine generator service, complete refits or restoration, yacht management, and dockside care. For more information, please visit [www.myyachtmanagement.com](http://www.myyachtmanagement.com).*



by Tony Nicholson, Director of Yachting, MedAire

# TELEMEDICINE AT SEA

While on charter off the coast of Belize, a guest onboard a yacht tripped while descending the aft stairs, landing squarely on her wrist. In extreme pain, she called for help.

The captain called the vessel's telemedicine provider for advice. After conducting a trauma assessment, the doctor on the other end of the phone requested images of her wrist and provided recommendations on how to manage the pain. Upon review of the images, the doctor suspected a fractured wrist, and recommended the guest be taken immediately shore-side for a CT Scan. Based on the telemedicine company's experience with medical facilities in Belize, it knew the best one to go to – and called ahead to expedite treatment for the guest.

Now – imagine the scenario without a telemedicine service. How does the guest receive assistance? Who provides the “all-clear” that no serious trauma occurred during the fall or decides if the guest should be seen shore-side? And – if the guest does want to be taken to a medical facility ashore – how does the yacht's captain and crew find an appropriate one?

There are a few medical facilities in Belize. Some have quite impressive websites, with pictures of gleaming new equipment. From a quick Google search, most people would think they would be a great option to go to for care.

But – the reality can be quite different.

***Owners and captains need to trust that when someone on board needs medical assistance, it will be there for them.***

In this case, the telemedicine provider had extensive knowledge of medical facilities at ports around the world. In fact, the company evaluates thousands of facilities so it can assist clients in cases just like this. That's how it knew that the facility with the impressive website, with the gleaming new equipment, would be a poor choice to refer the guest. The provider knew that while the facility has a CT Scanner, there was no radiologist on staff to use it. It had seen the poor storage conditions of the medical supplies, and the inadequate sanitation of the operating theatre. Instead, it referred the guest to a private facility that its staff has toured and knew was capable of providing the imaging and stabilization needed.

In this case, the guest was seen at the private facility. The CT Scan concluded a severe sprain. The private facility immobilized the wrist with a wrist splint, and the guest returned to the vessel. With confidence in the medical team that assisted her, and with no further complications to her injury, she was able to continue her holiday as planned with her family.

That's the value of a quality telemedicine provider. Owners and guests can explore further; travel with their family; pursue adventure; and be confident that – when needed – they will receive the best care possible, wherever their yacht takes them.



## What are your client's options?

Advising your clients is one of the most important aspects of the yacht brokerage business. One area where you may be asked for advice is on telemedicine providers.

The same ailments that affect people at home also occur at sea. The difference, of course, is lack of proximity to traditional sources of medical care.

Charter clients should be encouraged to speak with their captain in advance about the telemedicine services available on board and the protocols in place to engage with the service. Yacht owners should be aware that the services and capabilities of telemedicine providers can vary greatly, so due diligence is always recommended. Owners and captains need to trust that when someone on board needs medical assistance, that assistance will be there for them.

Look over contracts carefully to ascertain differences between telemedicine options. Response times to assistance can vary between minutes and hours. And, delivery of support can vary from a single doctor with a cell phone to 24/7 operations with multi-disciplinary medical staff.

Advise your clients to consider the following when selecting a medical assistance provider:

1. **In-Person Assistance:** What happens if your guest or crewmember needs more assistance than is available on board? Will the provider arrange for shore-side medical appointments, X-rays and other tests? Has the provider personally vetted the referred facilities?
2. **Privacy and Security:** How secure are the provider's phone systems and email servers? What systems are in place to protect the privacy of yacht guests?
3. **Emergency Services:** How capable is the provider in managing emergency services? Can it share specific examples of supporting clients all over the world? Is there clear accountability during and after medical emergencies, evacuations and care reviews?
4. **Pre-Travel Advice and Information:** Does the owner intend to charter the yacht? If so, look for a medical provider that can provide recommendations for charter guests needing additional medical support.

Selecting the right medical provider ensures that owners, crew and guests can enjoy their time on the yacht, confident that – should they need it – they have access to the best support possible.

*For more information about Medaire, please visit [www.medaire.com](http://www.medaire.com).*





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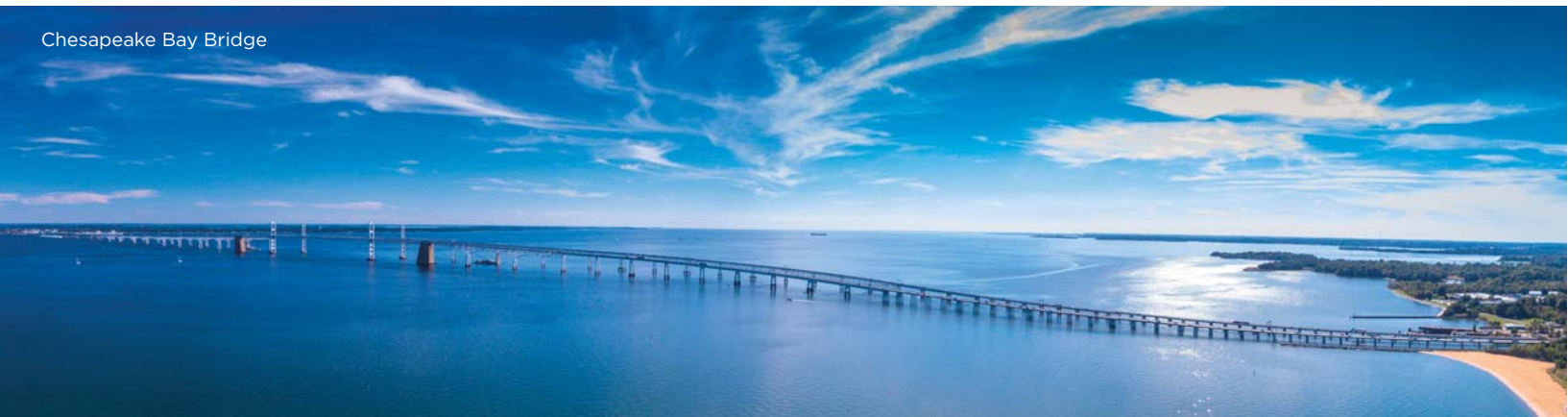
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# CRACK, SHUCK, SAVOR – THE FRUITS OF THE CHESAPEAKE BAY

Chesapeake Bay Bridge



The Chesapeake Bay is a yacht lover's paradise. A body of water where fresh and saltwater mix, the "Bay" is the largest of more than 100 estuaries in the United States and third largest in the world. Stretching from Havre de Grace, Maryland, to Virginia Beach, Virginia, the Bay is about 200 miles of prime cruising ground, perfect for both power and sailing yacht adventures, filled with small towns and numerous anchorages.

Here is a suggested itinerary we provide to clients who are interested in sampling and savoring the fruits of the Bay from a charter yacht, such as the 101-foot Hargrave M/Y *CynderElla*, that spends the summer based in these glorious and historic waters.

## Day 1: Kent Island

Kent Island is the most significant island in the Chesapeake Bay. Beautifully centered between Kent Narrows and the Delmarva Peninsula, Kent Island covers 31 miles and is considered the gateway to Maryland. Depending on your interests, you can hike or bicycle along the island's public trails, taste small-batch spirits at Blackwater Distilling, or take the tour at the Paul Reed Smith Guitars factory, which has handcrafted instruments for Santana and Joe Walsh, among other musicians. Enjoy the beauty this charming island has to offer!

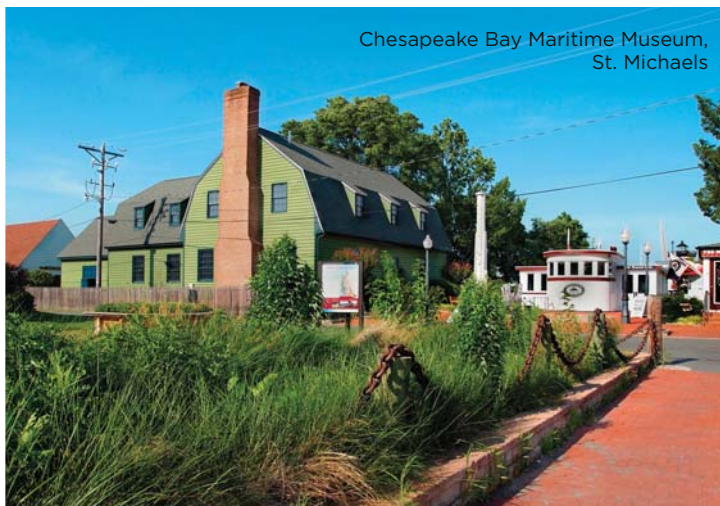
## Day 2: St. Michaels

This picturesque harbor on Maryland's Eastern Shore has been named as one of the Top 10 Best Small Coastal Towns in America. Its harbor and some of its houses date back to the mid-1600s, and it is the home of the Chesapeake Bay Maritime Museum, a must-see attraction filled with skipjacks and other historic Bay craft. The area is perfect for outdoor activities including kayaking, bicycling and golfing. Shoppers will find an eclectic range of boutiques offering specialty foods, jewelry, clothing, home decor and there are art galleries throughout the town.

Kent Island at night



Chesapeake Bay Maritime Museum, St. Michaels







If you like crabs, be sure to stop for lunch or dinner at The Crab Claw, where in season, you can feast on platters of steamed blue crabs spilled out onto a sheet of paper atop a picnic table at the edge of the water.

### Day 3: Cambridge

A charming town on the Choptank River, Cambridge is a great stop for guests who enjoy both outdoor recreation and exploring small towns. The historic district features brick paved streets with parks, marina, museums, and the Choptank River Lighthouse, which was built in the Bay's iconic "screwpile" style. Nearby, the Blackwater National Wildlife Refuge draws nature lovers, birders, photographers, cyclists, and paddlers who revel in its natural beauty.

### Day 4: Solomon Island

This popular summer boating destination is located between the Patuxent River and the Chesapeake Bay. Visitors love both its natural beauty and family-friendly atmosphere. The Calvert Marine Museum covers just about everything about Southern Maryland; don't miss the Drum Point Lighthouse, which is part of the museum experience. If you have kids, be sure to take them to the Discovery Room. There are dress-up clothes and a place to look for sharks' teeth. Also, check out the jaws of the local fossil shark.



Solomon Island

### Day 5: Annapolis

With more surviving 18th century buildings than any other city in the United States, visiting Annapolis is like stepping back in time to the days when the city was a colonial seaport. Known as America's Sailing Capital, the city is located on the shores of the Bay. From the Annapolis City Dock (also known as "Ego Alley" because boat owners like to drive past and show off their craft), stroll up historic Main Street, window-shopping in the many charming boutiques that line the street, until you reach the Maryland State House, the oldest state capitol still in use. If time permits, take a tour of the United States Naval Academy, where the Midshipmen train to become officers in the U.S. Navy.



Annapolis

National Aquarium, Baltimore



*There is a buzz about Baltimore that makes people who visit fall in love with its vibe.*

### Day 6: Baltimore

Get ready to explore a truly authentic American city. There is a buzz about Baltimore that makes people who visit fall in love with its vibe. There's plenty to do in the city's world-famous Inner Harbor alone. If kids are part of your charter party, you'll want to spend some time with them exploring the National Aquarium and the Maryland Science Center. Baltimore also is full of award-winning restaurants, a hot local music scene, and historic neighborhoods. If you are a fan of Edgar Allan Poe, you can visit his grave and learn the legend of the anonymous "Poe Toaster" who leaves a half-drunk bottle of cognac and three roses there on Poe's birthday every January.

### Day 7: Kent Island

Wake up back in Kent Island. If you are ambitious, get up early and take a walk along the Chesapeake Bay Bridge to experience a blissful sunrise. As you eat breakfast back on board your yacht on your final day, prepare to say so long to the shores of your now beloved Bay. Don't forget to get those last-minute souvenirs and gifts for friends and loved ones back home!

*This itinerary is flexible and can be customized. For more information about luxury yacht charters anywhere in the world, visit Neptune Group at [www.NGYI.com](http://www.NGYI.com).*



Kent Island



by **Peter Maury**, General Manager, Bay Street Marina

## BOATING IN THE BAHAMAS – ENHANCING THE EXPERIENCE

The Islands of The Bahamas are known globally as being among the top boating destinations in the western hemisphere. Moreover, recent statistics reveal that over the past three years there has been an increase of more than 60 % in the number of boaters to The Bahamas.

The Association of Bahamas Marinas (ABM), which represents the interests of the boating, sports fishing and marina industries in The Bahamas, works with the country's tourism ministry to promote boating to The Bahamas.

The mission of the ABM is creating and encouraging a national set of standards for marinas, their service levels, their safety and their efforts to conserve the environment.

Specific objectives include establishing educational and training projects, certificate and related programs and research studies in order to improve the skills of marina operators, dock-masters and other personnel, be an information provider of news and trends shaping the industry with hopes of improving customer experiences, improve operations and increase profitability to the industry. For the boater, the ABM looks to educate regarding safe and responsible recreational use of the Bahamian waters and natural resources that make The Bahamas a prized destination.

*The new cruising permit portal will save boaters substantial time with inbound customs & immigration.*

### **New cruising permit portal**

One of the major boating and boater-related initiatives in The Bahamas for 2019 is the introduction of a single electronic/online portal for the application and payment of fees for cruising permits and the yacht charter fee. This will save boaters substantial time with inbound customs & immigration and will streamline the collection of fees for the government.

Bay Street Marina Nassau



Marina Treasure Cay

Currently, boaters need to fill out a number of Customs and Immigration forms. These forms can be found online and filled out prior to arrival. To view and download the forms, visit <https://bahamasmarinas.com/enteringexiting-policies>.

Bahamas entry fees for boaters currently are

- a) For boats up to 35', the fee is \$150.00.
- b) For boats over 35', the fee is \$300.00.

The fees will cover Cruising Permit, Fishing Permit and Departure Tax for up to three persons. Each additional person above three will be charged a \$25 departure tax. This fee is good for a second re-entry within a 90-day period.

### **Voyager cruising club**

The ABM recently launched the Voyager cruising club as one method for bringing in the funds needed to pay for these initiatives. The Voyager membership program offers participating boaters exclusive benefits such as discounts, cruising guides and invitations to special events at marinas and boating related businesses throughout The Bahamas and the U.S.

The Voyager program is geared towards boating enthusiasts and anyone can join by paying a \$75 annual membership fee. A significant portion of this membership fee goes directly to the environmental protection work of the Bahamas National Trust and the Bahamas Reef Environment Educational Foundation (BREEF). The rest is put towards funding ABM initiatives and raising the profile of boating to and throughout The Bahamas. The ABM has opened up the resale of these memberships to any person, company or group that would like to get involved.

*For more information on the Voyager program, call 844-556-5290 / 410-988-3829 or visit [www.voyagermember.com](http://www.voyagermember.com). For more information on the Association of Bahamas Marinas, visit [www.bahamasmarinas.com](http://www.bahamasmarinas.com).*





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# EU TARIFFS ON U.S.-BUILT YACHTS: ONE SIZE DOESN'T FIT ALL, BUT YOU CAN MIX AND MATCH

With a new Mediterranean season looming, the issue of 25% tariffs on U.S.-built vessels entering the EU became hot news. The tariffs had effectively been side-stepped in 2018 since they were not implemented until June 22, allowing yachts to be imported before the deadline.

This year has been a whole new ballgame. Faced with potential declining numbers, French Customs (Monaco is a part of the EU customs territory) got all hands on deck and in April 2019, published new guidelines covering key issues.

## What options are there?

Privately registered U.S.-built yachts may enter the EU under Temporary Admission (TA) without being subject to tariffs or paying VAT. They can remain in EU waters for 18 months. The yacht's flag and owning company must be non-EU and the owner or user must not be EU residents. On the downside, there will be a VAT liability if EU residents cruise onboard without the Ultimate Beneficial Owner (UBO).

MCA-compliant private yachts admitted under TA may conduct limited charter operations under a scheme called YET (Yachts Engaged in Trade). Under YET, owners can offer the yacht for charter for limited periods (up to 84 days per calendar year) in EU waters.

While there are a number of advantages for the UBO adopting the scheme – the UBO can use the yacht without executing a charter contract and no VAT is due on charter fees, just to mention a couple – there are some drawbacks. No EU residents can come onboard. Failure to comply exposes the yacht to payment of VAT. Secondly, charters are currently limited to Monaco and French waters. Spain wants to join the club as does Italy. Lastly, the yacht cannot take on VAT-exempt fuel.

Commercially registered U.S.-built yachts are affected by the tariffs unless they were imported before the June 22, 2018. Even if a yacht left the EU, she may be eligible to re-enter under a Customs relief scheme called Return of Goods Relief (RGR) within a three-year window. Commercial yachts that failed to meet the 6/22/18 deadline may still enter the EU and charter under YET.

U.S.-built tenders are also subject to tariffs. Tenders used independently of the mothership or towed require their own registration; tenders used as “guest shuttles” (“Tender to”) are included in the mothership registration. A “Tender to” is imported under the same scheme as the mothership and is subject to the same restrictions, including use by EU residents.



Yachts moored in Monaco

Tenders used independently can be imported under the RGR scheme, if they qualify, or TA if they do not.

What happens if the mothership qualifies for the RGR scheme and the tender doesn't? The tender can be imported under TA. An oral

declaration that mentions the tender's association to the mothership is filed with customs. All charter contracts must reference the tender's registration and use. In this case, and

subject to further clarification from customs and under certain conditions, EU residents might be allowed to use the tender during a charter.

*Headquartered in Monaco, H&V specializes in customs, tax and VAT planning for large yachts. For more information, please visit [www.hv-yachting.com](http://www.hv-yachting.com).*

**MCA-compliant private yachts admitted under TA may conduct limited charter operations under a scheme called YET.**

## Brokers & Shipyards 2019

On Friday May 10, IYBA in collaboration with Navigo held a seminar in Viareggio, Italy, with the theme Brokers & Shipyards. Around 30 people attended. After the introduction by former Benetti CEO Vincenzo Poerio, IYBA's Hein Velema chaired the meeting and the panel discussion. The seminar was followed by some drinks, snacks and good networking.

On November 27-28, IYBA will add to its European Seminar series with a two-day summit in Monaco. The first day will be focused on New Builds and the second day will be centered on Yacht Sales & the Law. Both of these seminars were successfully held in 2018 and the European membership has expressed its desire for them to repeat in 2019.



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# IS YOUR WEBSITE A LAWSUIT TARGET?



Early ADA focus on access for people with disabilities to companies' physical properties has evolved to increased scrutiny of websites.

*Editor's Note: This article is the second in a series. The first article was published in the April/May 2019 issue of Compass.*

In 1990, President George H.W. Bush signed into law the Americans with Disabilities Act (ADA), a mandate designed to prohibit discrimination against those with mental or physical impairments. Due to this legislation, we have curb ramps on streets, wheelchair spaces in stadiums, van accessible parking spaces, braille signs, and service animals are allowed in most public spaces.

At the time, the ADA did not take into account the internet and websites, and unfortunately has not been updated since. As a matter of fact, there is no government standard to apply the ADA to websites, so this has resulted in nebulous standards and guidelines that gave rise to a multitude of lawsuits, arguably most of them frivolous, with varying results.

The targets are seemingly random; a *60 Minutes* segment from 2018 shows lawyers in California filing ADA complaints after merely searching online. Victims of these lawsuits have ranged from big to small, including neighborhood restaurants. The outcome of these disputes has depended on the district the lawsuits were filed in, with the largest number of federal website accessibility claims coming from the state of Florida.

Plaintiff lawyers have been targeting businesses, industry by industry, from retail outlets to universities to hotels and now yacht brokers. Recently, yacht brokers have been getting form letters urging them to

update their websites and pay anywhere from a few thousand to over \$90,000 to settle the claims.

The sort-of good news in all of this is that the Senate is considering a bill called the ADA Education and Reform Act (H.R.620), which is intended to crack down on the litigious environment by amending the existing 1990 law to require a "notice and cure" period. The legislation will require that any person claiming discrimination must first provide written notice, allowing 60 days for an owner to acknowledge receipt of the complaint, plus an additional 120 days before legal action can be initiated.

## Guidelines for now

Meanwhile, while there is no government standard, what has come out of the lawsuits for the most part is that websites should adhere to what is called Web Content Accessibility Guidelines 2.0 (WCAG 2.0) Level AA. Some of the guidelines of WCAG 2.0 are:

- Text content must be readable by screen-reader software.
- There must be captions in videos for screen-reader software to read to the blind and descriptions for the deaf.
- Sites must include accessible drop-down menus for those who use a keyboard as an alternative to a mouse.
- Website should work properly with larger text sizes and not require unnecessary scrolling
- Images must have text equivalents.

While this still does not guarantee that you will not be targeted, it can help your chances in coming out successful if you do decide to fight any ADA shakedowns that come your way.

To determine if your website complies, you can use Google

***The Senate is considering a bill which is intended to crack down on the litigious environment.***

Lighthouse (<https://developers.google.com/web/tools/lighthouse/>) or check the World Wide Web Consortium's Web Accessibility Evaluation Tools List (<https://www.w3.org/WAI/ER/tools/>). From there you can then determine how exposed you are to an accusation and work with a website software developer to fix anything that is found by these tools.

*If you need further help with your website's ADA compliance, our web development team at Ocean Service Center would be more than happy to help. Please feel free to reach out to us at [help@oceanservicecenter.com](mailto:help@oceanservicecenter.com). Ocean Service Center is an online auction platform connecting the owners of boats in need of repair or refit with the shipyards that bid on the job.*



# NEW DEFERRED IMPORTATION BILL NOW BEFORE CONGRESS

In the continuing effort to permit U.S. residents to purchase foreign flag vessels while in U.S. waters, IYBA thanks Rep. Lois Frankel (D.FL) and Rep. Ted Yoho (R.FL) for their re-introduction of the "Deferred Importation" initiative in H.R. 2269. Our previous bills before Congress "sundowned" with the end of the 115th Congress, and the reintroduction of this legislation is part of the continued effort to reach our goal in the 116th Congress.

H.R. 2269, simply stated, allows vessels to be offered for sale to U.S. residents while in U.S. waters, and have the duty collected at the time of sale instead of when the boat enters U.S. waters.

In addition to H.R. 2269, Rep. Brian Mast (R.FL) is reworking the language for a companion bill that would eliminate the collection of duty on used vessels altogether. In Rep. Mast's research of the duty collection process, Customs & Border Protection (CBP) informed his office that the amount of duty collected compared to the amount spent to enforce the action was out of balance and it should be considered that the duty be eliminated on preowned vessels.

In the third prong of our offensive on this issue, IYBA responded to an RFI (request for information) issued by the Trump administration to identify barriers to commerce in the marine industry. Jennifer Diaz

at Diaz Trade Law responded with an eloquent description of what the barrier was, how it affected the yachting industry and how it could be remedied.

The OMB (Office of Management & Budget) invited Paul Flannery, Staley Weidman, and Omar Franco of Becker Law to present the argument to the Station Chief and a panel of interested parties in Washington D.C. prior to the government shutdown earlier this year. As a result of that meeting, OMB requested that IYBA craft the language to be included in a bill for presentation to President Trump, outlining changes that will positively affect the marine industry as a whole. Jennifer Diaz again showed her prowess with excellent language to be included in the bill. Many thanks to Omar and Jennifer for continuing to shepherd this process and guiding us toward our goal.

At this writing, IYBA is en route to the 2019 American Boating Congress in Washington, in conjunction with NMMA and several other marine associations, to knock on doors on Capitol Hill to further our agenda. Despite the fact that this agenda is working an administrative angle as well as the legislative process, it is important to keep all the fires stoked. Administrative action through Executive Order is helpful, but nothing surpasses the permanency of legislative action.



Carmine Galati -  
Galati Yacht Sales

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## POPULATE YOUR WEBSITE WITH LISTINGS THAT PERFORM

**"Last year, Galati Yacht Sales jumped at the opportunity to be among the first brokerage firms to implement the IYBA Portal to house our listings and populate our new website. The IYBA Portal allows us the opportunity to control our listing data and how our listings appear on our website.**

The best feature of the IYBA Portal is that it can be used "out of the box" or deeply customized for the needs of your business. Some of our favorite features include:

- Private fields that allow you to publish information on your website that is not shared with other brokerage firms. We use unique custom fields for marketing and branding
- Robust broker profiles to create team web pages and contact information on marketing material
- Open-source template code to build tailored marketing material that can update automatically based on the broker and vessel IDs
- News & Events pages that can be used to create news feeds on the website
- A variety of high-speed APIs to increase available search options and deliver more than just boat specs to your websites and marketing material
- Free open-source search and vessel details code to help get your website started.

The IYBA Portal is member-owned and it's easy to use.... It's a win-win."  
-Carmine Galati, Galati Yacht Sales, IYBA Board Member

# BOAT REGISTRATION AND TITLING CHANGES – AND HOW THEY AFFECT YOU

Did you know that every state has a Boating Law Administrator, or BLA, that is responsible for helping develop and shape public policy for recreational boating safety in that state? Collectively, these BLA's form the National Association of Boating Law Administrators, or NASBLA. The U.S. Coast Guard (USGC) is also an integral part of NASBLA and works with the BLA's to ensure their states are following policies and guidelines, using boating grant money appropriately, and know and implement the latest boating safety regulations. NASBLA collectively gets together twice per year.

NASBLA employs a committee structure to identify issues and address needs in the recreational boating safety public policy realm. These committees develop best management practices, model procedures, model acts, position papers and other products. In addition to the state boating agency members, the committees include broad representation from recreational boating professionals throughout the industry, the nonprofit sector, international interests, the boating public, and federal and local agencies. Among them is the Vessel Identification, Registration, and Titling (VIRT) committee.

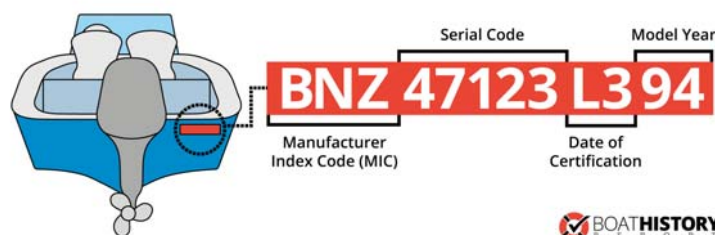
For the past several months, VIRT committee members and USCG representatives

have held monthly or weekly calls to finalize several issues revolving around state assigned Hull

Identification Numbers (HIN's). The first issue was what format to use when assigning a state-assigned HIN. As you may know, in 1972 Federal regulations were passed that required the HIN of a vessel to use a standard format. That format was later updated in August 1984 to the following: Characters 1-3 form the Manufacturer Identification Code (MIC); characters 4-8 are the serial number with the only requirements being the exclusion of the letters I, O, and Q; the 9th character is a letter A-L that represents the month of certification; character 10 represents the certification year; characters 11-12 are the model year of the vessel.

As boats age, the HIN is not always visible or legible due to things such as wear and tear, theft, re-fit, and vandalism. Therefore, a state can issue a new HIN to a vessel so that the vessel can be registered, documented, insured, financed, etc.

Through the work of NASBLA's VIRT committee, and in partnership with the USCG, a standardized state-assigned HIN format has been finalized. All state assigned HIN's will begin with the state



abbreviation followed by the letter Z to form the first three characters – for example, Florida will always be FLZ. States can then assign the serial number portion at their discretion. The 9th position will always be a letter A-L corresponding to the month (Jan-Dec) the HIN is issued, and the 10-12th characters will be the year the HIN is issued.

An example of a Florida state assigned HIN issued in May 2019 would be FLZ12345E919

The next issue was what to do on a registration document when the year of the vessel is unknown for a state-assigned HIN. The VIRT committee and USCG partnered with BoatUS Insurance to determine the best solution for an unknown model year. It was determined that in that case, registration documents will display 1111 as the year.

## How does this impact you as the broker?

In January 2017, new Federal regulations were implemented (USCG-2003-14963) that required all states to verify a vessel's HIN before performing any action against the vessel (such as registration, titling, etc.). Verification could be in the form of a signed affidavit,

pencil tracing, photo, inspection, or however the state deems appropriate.

If the HIN does not comply with the required HIN

format, the state is to email the USCG which would then contact the manufacturer to correct the HIN. If the manufacturer is no longer in business, the state is to issue a state-assigned HIN to the vessel. This means that you, as the expert guiding your clients, should verify the HIN prior to representing the vessel or putting it under contract.

If the HIN is not in compliance, your clients could have trouble registering, titling, documenting, insuring, or financing the vessel as the HIN itself will be required to be updated or replaced. Additionally, if you have registration paperwork that shows a model year of 1111 and a state-assigned HIN, determining the actual age of the vessel or manufacturer of the vessel could be very difficult and create confusion for your clients. You should be prepared to explain to them why their vessel has a state-assigned HIN and what the model year 1111 actually means.

*For any questions relating to hull identification numbers or registration, titling, and documentation issues, feel free to reach out to Caroline Mantel at 1-800-441-7599, ext 199 or Caroline@boathistoryreport.com.*

*If the HIN is not in compliance, your clients could have trouble registering, titling, documenting, insuring, or financing the vessel.*



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# GET TO KNOW YOUR BOARD MEMBERS: BOB DENISON, DENISON YACHTING



Daniella and  
Bob Denison

An IYBA Board member since 2012, Bob Denison, president and founder of Denison Yachting, represents the third generation of a yachting industry dynasty. Bob's grandfather, Frank Denison, founded Broward Marine and his father, Kit Denison, founded Denison Marine. Thanks to this heritage, Bob knows the industry inside out.

After graduating from the University of Miami with a degree in Business Management, Bob worked in the e-commerce and aerospace fields before taking over his father's brokerage business, Denison Yacht Sales, in 2002. Since then, he has overseen the company's steady growth, including adding new yacht sales, charter and crew placement divisions. Today, Denison Yachting has 21 offices across the U.S. and one in Hong Kong.

**COMPASS:** What was it like growing up in the yachting industry?

**BD:** Growing up, my family was in the construction business. My grandparents and uncles were building Browards. My parents were across town building Denisons. Through middle and high school, I worked at the yard mainly sweeping up sawdust and aluminum shavings. The main lessons I learned seemed to revolve around hard work and appreciating the many jobs that building a boat created in the local community.

**COMPASS:** What was your very first boating-related job?

**BD:** Sorting PVC and random hardware in the parts department. I think I was 7 years old. Worth noting: I was never paid. Also worth noting: I just let my attorney know. Hope my dad familiarizes himself with child-labor laws in a hurry.

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

**BD:** It's just so easy. Actually not really, it's a hard way to make a living. Unless your name is Jeff Stanley.

**COMPASS:** What is the biggest challenge?

**BD:** Competing with Jeff Stanley.

**COMPASS:** What advice do you have for new brokers trying to break into the business?

**BD:** Be willing to sacrifice for a client. Good service is really easy to talk about but hard to do. If you're not hurting a little bit for a client, you're likely not offering great service. This might mean waking up before dawn to pick someone up at the airport or maybe showing up an hour before a showing to put every cushion out and turn the A/C on. The best brokers I know suffer a little bit to make sure their clients are well taken care of.

**COMPASS:** Do you own a boat?

**BD:** The last boat I owned was a Cabo with a great friend and broker here at Denison, Justin Onofrietti. Right now, I have a diesel-powered RIB I never get to use. Mainly because my wife and I keep having babies and they're not old enough yet to help tie lines and pay for fuel.

**COMPASS:** What is your favorite boating destination?

**BD:** Bimini. I grew up locally here in Lauderdale and it was always a close place I got to visit with my family. It's changed a lot over the years but still represents a magical place to me and I feel like a kid every time I get to hang out at Honeymoon Harbour or buy over-priced bait at the Big Game Club.

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

**BD:** Being a part of the conversations that may lead to broader changes is really important to me. As a third-generation yachting guy, passing on an opportunity to my kids is a huge deal. The Board has a long view on all issues. The brokers on the Board are very sincere and very serious about making our industry stronger. While we don't agree on all issues, which is what you want with any board, every Board member respects all opinions shared and acts in the best interests of our industry.



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**26 NORTH YACHTS** recently opened two new satellite offices: one in Naples, Florida and the other in Nashville, Tennessee. Including our Miami Beach location at Bentley Bay, we now have three satellite offices in addition to our headquarters at Marina Bay in Fort Lauderdale. We are hiring yacht sales professionals for all locations.

26 North Yachts also is pleased to

announce that Mike Carlson, Nicholas Scherb, Matthew Stone, and Bill Powers recently completed the Certified Professional Yacht Broker (CPYB) program. The CPYB designation has long been the mark of a true industry professional, and we anticipate that all of our eligible brokers will complete the CPYB program by the end of this year. Congratulations to Mike, Nicholas, Matthew, and Bill!

**ALLIED MARINE** has announced a return to the Naples, Florida, market with the opening of a new yacht sales and brokerage location for the company. The new office places Allied Marine back in Florida's Gulf Coast market and provides an opportunity to assist boating enthusiasts who live in and frequent the area.

Allied Marine of Naples is part of The Naples Boat Club development, located at 909 10th Street South, Suite 102 – a prime location on Naples Bay and part of a full-service marina with service on site, transient dockage, and a restaurant. The office will be completely updated and have a large lobby, five offices, a conference room, and four slips.

**AQUA SOL YACHT SALES** is pleased to announce our new office location in the heart of downtown Stuart. We've enjoyed working with many local boaters here already and look forward to growing our presence in this vibrant boating community. With this expansion we're also looking for experienced yacht brokers for both our Stuart and West Palm Beach offices. Please contact Lars Edson at 561-303-5663 or [Lars@AquaSolYachtSales.com](mailto:Lars@AquaSolYachtSales.com)

**B&B YACHT CHARTERS, INC.** has teamed up with the 95' Princess, *M/Y LOVE N LIFE*, to offer charter clients a seamless and attentive charter experience in the Bahamas. Captain



Kevin Bell and his "can-do" crew of three are ready to exceed your clients' expectations of a yachting holiday. Available for charter for the first time, with an array of toys, including a brand new 30' towed Cobia tender with twin 300hp engines, this vessel is ready to play! She is currently available at an introductory weekly rate of \$55,000, plus expenses. For more information please contact Jennifer M. Saia at (401) 619-1210 or email [jennifer@bnbyachtcharters.com](mailto:jennifer@bnbyachtcharters.com)

**BLUEWATER YACHT SALES** would like to congratulate all of this year's award winners following our annual meeting and awards banquet in Virginia Beach, VA. Jud Black took home four of the top



awards, winning Top Sales Overall, Top Broker Overall, Top New Boat Sales and the Paramount Achievement Award. Also coming off a wildly successful year, Chris Hall Jr. won the Pinnacle Achievement Award. This year's Ovation Achievement Awards went to Chuck Meyers and Scott James, with Scott also winning The Top Gun Brokerage Award.

Bluewater would also like to announce the listing of a 2007 Viking 52 Sport Yacht that we have recently taken on trade. This boat is the Hardtop Express model and will be listed at \$875,000.



**ESSEX BOAT WORKS LLC** is expanding its brokerage sales team along the East Coast. Managing Broker Bob Jarrett is pleased to announce the addition of two new members to the Yacht Sales Division, Captain Andrea Gaines, Naples, Fla., and Jack Zacks, CPYB, Coral Gables, Fla.

"We are excited for the continued growth here at Essex Boat Works after record sales in 2018. The need to expand our sales team is a clear sign of the strength of the boating industry. Captain Andrea Gaines and Jack Zacks will help to enhance the overall yacht sales and brokerage offerings we have here in Connecticut and along the East Coast," said Bob Jarrett.



**FIRE WATER MARINE SERVICES** opened its doors earlier this year with a dynamic trio of business partners. Rob Bertolo is an expert and leader in our industry for maritime fire and safety. Jennifer Jiruska has a marine business and marketing background. With her passion and dedication she has established relationships that continue to assist our industry. Sandy Hoekstra-Handrahan has 20 years of marine industry business savvy with her company, Yacht-Mate Products. Together they unite to offer the industry another option, built upon integrity and sustainability for your safety at sea. Please contact +1 954-527-3095, email [info@FireWaterMS.com](mailto:info@FireWaterMS.com) or visit [www.FireWaterMS.com](http://www.FireWaterMS.com).

**FLORIDA COAST MARINE/FCM YACHT SALES** in Fort Pierce, Fla., needs a powerboat salesperson. We have been in the same location and 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@fcm-yachts.com](mailto:dkennedy@fcm-yachts.com) sooner than later!

**GALATI YACHT SALES** is coming off one of its strongest first quarters ever. Our team of yacht brokers sold nearly 100 brokerage vessels and 50 new yachts from Viking, Prestige, Cruisers, Princess and Maritimo between January 1 and March 31. Sales were fairly distributed throughout the 11 locations, and our three full-service marinas were kept busy with the preparation and delivery of these new yachts to customers. To keep up with this growth, Galati increased the size of the sales and support team by more than 10%, including new marketing/sales support positions and a full-time videographer.

**HORIZON YACHT USA** announces success of Horizon's FD series continues in 2019 and beyond – three yachts, FD87 Hull Nine, FD87 Hull 14 and FD102 Hull 2, have sold into the U.S. within the past three months. In production for U.S. inventory are FD87 Hull 11, delivering



this fall, and Hull 12 for early 2020 delivery. Hull 1 of the FD77 model debuted at 2019 PBIBS, while Hull 2 will go to Australia, and Hull 3 is slated for U.S. inventory in early 2020. Horizon is also announcing a brand new model, the FD70, currently in production and scheduled to launch in Jan 2020.

**INTERMARINE** had 50+ boats at the recent Palm Beach Boat Show. We are pleased to announce that Mike Smalley was the selling broker for the 2015 Monte Carlo Yachts MCY 86 and Robert Weera as listing broker just sold a 2018 Princess 49. 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 at 954-665-7138. Employment opportunities available, inquire within.

**LOVE THAT YACHT BROKER** is proud to announce that Robert Kriensky and Captain Bernardo Herzer have joined the company as yacht brokers. Robert Kerensky has over 40 years of boating and sales experience. He is a licensed Real Estate Broker with extensive waterfront property experience, and will focus on yacht buyers and sellers with waterfront properties.

Captain Bernardo Herzer will be joining the Los Angeles office, has “cruised around the world” and is an award-winning inventor and successful businessman. Captain Bernardo brings to the company an extensive network of connections and relationship with yacht owners.

**IYBA** would like to congratulate the following brokers for receiving their CPYB accreditation: Michael Carlson, William Powers, Nicholas Scherb and Matthew Stone of 26 North Yachts; Michael Galati, Andrew Maryott, John McDonald, Jonathan Mitchell, James Nelson, Rob Newton, and Brendon Saporito of Galati Yacht Sales, and Mordy Miltz of United Yacht Sales.

**LUKE BROWN YACHTS** reports that it has three major milestones in the second quarter of 2019:

- It was 50 years ago that Luke Brown came to Fort Lauderdale and established a yacht sales company on SE 17th Street.
- It was 30 years ago, that Lesa Musick left Paola D. Smith & Associates to join the firm in the capacity of administrative assistant.
- It was 40 years ago that our President, Andrew Cilla, at the age of 28, acquired the firm.

While Andrew will remain engaged in Luke Brown Yachts, much of the daily managerial duties will now be handled by Jason Dunbar, a 23-year veteran of the firm, and equity partner. Andrew will be directing more of his time to his new boat project – Outback Yachts.

In other news, Andrew just returned from a trip to Kha Shing Shipyard in Taiwan where he inspected a soon to be launched Offshore 90, being built for an Ocean Reef member and an Offshore 76 for a west coast yachtsman. Both builds are being coordinated by Offshore West, Luke Brown Yachts Offshore Yachts marketing and sales partner. He also was aboard Hull #1 of the Outback 50 series and tweaked the spec of the soon to be built, Hull #2. The Offshore 90 and Outback 50 will be on display at the upcoming Fort Lauderdale International Boat Show.

*Continued on page 34*



**MARINEMAX** announced completed acquisition of Sail & Ski Center, a highly awarded boat dealership operating in the fast-growing markets of Austin and San Antonio, Texas. The merger better enables the combined operations to fulfill the highest needs and experiences of boaters in the Texas market. Sail & Ski Center was founded in 1969 by the late Rod Malone, a well-respected and passionate boating enthusiast. The entire Sail & Ski team will remain with the company and continue to run the day-to-day operations to deliver the best boating experience to its customers.

**MERRILL-STEVENS YACHTS** and **RMK MERRILL-STEVENS** have announced the opening of several new positions at the historic shipyard. The companies currently are seeking applicants to fill a wide variety of roles including but not limited to shiplift operator, marine electrician, project manager, marine mechanic and mechanical trade lead, marine painter, boat detailer, marine carpenter and carpentry trade lead, diesel engine technician, marine fabricator/welder, fiberglass technician, marine gas engine technician, yard supervisor, marine procurement department professional, as well as yacht sales manager, new boat sales agent and yacht broker. Applicants are encouraged to submit their resume to <https://airtable.com/shrIpRehKOBEN9C6l> or call 305-324-5211.



**RPM DIESEL** introduces Brian Curfman, service coordinator. Born and raised in Ohio, Brian started his diesel career in September 1983 at Ohio Diesel Technical Institute. He then moved to Miami in February 1985 and started his career at Key Power, the Detroit Diesel Distributor.

Brian began his employment with RPM Diesel in April 2018 as a field service technician, and in December he became the service coordinator.

With his knowledge of servicing and repairing MTU marine engines, Brian is the perfect choice for service coordinator. We welcome him to RPM Diesel family.

**UNITED YACHT SALES** Charter Divisions Charter Director Nicole Haboush would like to announce two of her charter vessels will

be heading north for the New England/ Sag Harbor summer season to be available for charters beginning June 1. **STRATEGIC DREAMS**, the sleek and gorgeous 2019 Sunseeker Predator will base in Sag Harbor for groups of six overnight (\$39,500 a week plus expenses) and 12 for the day (\$8,500 a day plus expenses) with her awesome crew couple of two.



**KAYLIANNA MARIE**, the lovely and spacious 84' Horizon, with three staterooms and an extra cross bunk, for eight overnight guests (\$39,500 a week plus expenses) and 12 in the day (\$6,583 a day plus expenses), with three crew, will be based in Newport, RI. Please contact Nicole Haboush at 561-558-3113 or at [nicole@unitedyacht.com](mailto:nicole@unitedyacht.com) with your inquiries.

United Yacht Sales also is happy to announce that the Alliance Marine Group, a professional yacht brokerage and management firm operating in the Chesapeake Bay since 2005, has joined UYS as the Alliance Marine Division. Alliance brings with it six brokers and over 25 listings. Since January of this year, 26 professional yacht brokers have joined United. The company also has brought on two new yacht brands, Mares Catamarans and Silent Yachts, the first fully solar-powered luxury yacht. Additionally, we are excited to announce our new listing **ALDENTE**, a Viking 70EB owned by celebrity chef Emeril Lagasse.

**YACHT BROKER INSTITUTE (YBI)** announces that the State of Alabama has approved it as an educational provider, and the State of Washington has enrolled its first student. Eight YBI graduates earn the prestigious CPYB designation. Congratulations to Carmine Galati Jr., Michael C. Galati, Corey Webster, Jim Nelson, John McDonald, and Andrew Maryott (all from GYS). Other graduates earning the CPYB designation include Lt. Col. Matt Howard, USMC (Ret) with United Yacht Sales and Mike Smalley with InterMarine Yachts. YBI thanks Staley Weidman with the Catamaran Co., for proctoring the exam for the GYS Team members. For more information, contact Rae Whitt at [rae@yachtbrokerinstitute.com](mailto:rae@yachtbrokerinstitute.com)



**YACHT CONNEXION** is pleased to announce the sale of the 2019 Horizon FD87 Skyline, christened **BELLA TU**, in conjunction with Horizon Yacht USA. The Horizon FD87 model is extremely popular

thanks to her superior cruising capabilities; 23'3" beam with voluminous on-board living and entertaining spaces; large areas of floor-to-ceiling glass; and a spacious layout featuring an on-deck master, four guest staterooms, and two crew cabins. Yacht Connexion has a selection of pre-owned inventory ranging from 88-120 feet available for immediate purchase; we are also proud to be a Horizon Yachts Preferred Partner. For more information, please contact [sales@yachtconnexion.com](mailto:sales@yachtconnexion.com) or 561-268-2467.





## Welcome Emma Ross

Emma is the new IYBA Marketing and Event Coordinator. She is from Milwaukee, Wisconsin and

graduated from the University of Wisconsin-Madison with a Bachelor of Science Degree in Consumer Science. She moved to Fort Lauderdale after graduation and joined the IYBA Team in May 2019. Some of Emma's greatest memories are of various boat shows she attended with her parents, which developed her love for the yachting industry at a young age. Emma also enjoys tennis, cooking, and spending time with family and friends. Look for Emma at upcoming IYBA events.

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by Erin M. Wood, Boys &amp; Girls Clubs of Newport County

# NEWPORT YACHTING COMMUNITY HELPS TO SUPPORT LOCAL YOUTH PROGRAM



The Boys & Girls Clubs of Newport County in Newport, Rhode Island, is dedicated to the mission of inspiring

and enabling all young people, especially those who need help most, to realize their full potential as productive, responsible and caring citizens. In Newport, one of America's premier sailing venues, many members of the yachting community are involved with helping the organization to further its goal.

The Boys & Girls Clubs of Newport County is pleased to announce the 6th Annual Newport Yacht Rendezvous will be held at Newport Shipyard on Friday, August 9, 2019.

The evening begins with a two-hour yacht hop aboard six to seven vessels followed by dinner and dancing in a beautiful tent overlooking Newport Harbor. This event is the Boys & Girls Clubs' biggest fundraiser of the year and will raise critical funds for programs that give young people the support and guidance they need to succeed.

Participating crew always enjoy the evening. A captain who took part in last year's Yacht Rendezvous said, "It truly was

supportive, caring adult role models at the Club to guide him (and his siblings) throughout his formative years: "90 percent of all homeless and runaway youth grow up without a father; fatherless children are four times more likely to grow up in poverty, nine times more likely to drop out of school, and 20 times more likely to be incarcerated.... those were the odds I was up against, and I beat those odds thanks to the Boys & Girls Club of Newport County."

Jerome's words remind us that while we have an abundance of wealth in our community, we also have staggering poverty and too many young people are struggling to "beat the odds". In Newport, 42% of children live in single parent homes, 32% of high school students are chronically absent, and 65% of all students qualify for free or reduced lunch.

We look forward to honoring at the 2019 Yacht Rendezvous one of our most dedicated friends, Rocky Kempenaar, a former board member and current trustee who has supported the Club and children of our community for more than a decade! Last year we were honored to celebrate one of our most dedicated benefactors and friends, Anne

*I beat those odds thanks to the Boys & Girls Club of Newport County.*

Hamilton, for her longstanding commitment and dedication to the Boys & Girls Clubs and the children and youth of our community.

If Newport is in your plans this August, we invite you to reserve your attendance at this unforgettable party. Last year we had an amazing sell-out of over 400 guests!



a pleasure to join in this event! What a remarkably beautiful night and an especially remarkable cause. We really look forward to joining in the fun next year. We were thrilled at the number of lovely guests that came on board and I'm sure we'll get a trip booked from this event."

The Newport Yacht Rendezvous 2018 was dedicated to an often overlooked population – teens. With the funds raised, the Boys & Girls Clubs was able to complete the renovation addition to our new Teen Center and create the space, facilities and quality programs to serve our teen population.

Jerome, a Boys & Girls Clubs alumni and the 2018 Rendezvous guest speaker, spoke about growing up without a father and finding

Whether our young members dream of becoming a ballerina, an astronaut, or an all-star athlete, The Boys & Girls Clubs of Newport County can help them become their dream by providing a safe, fun experience through which they can reach their full potential as productive, caring and responsible citizens.

*For more information, visit our website at [www.bgcnewport.org](http://www.bgcnewport.org) to take a tour of our Clubhouse and learn more about what we're doing to prove that every kid has what it takes. To purchase tickets to the 2019 Yacht Rendezvous, visit [www.bgcnewport.org/NYR](http://www.bgcnewport.org/NYR) or contact Erin Wood at [ewood@bgcnewport.org](mailto:ewood@bgcnewport.org).*



## New Members

### PROFESSIONAL ACTIVE

**Robert Roscioli** – Waterside Yacht Sales  
**Sean Doyle** – Heritage Yacht Sales  
**Zoe Johnson** – Camper & Nicholsons  
**Roger Mooney Jr.** – Bluewater Yacht Sales  
**David Berard** – HMY Yacht Sales  
**Roberto Damas** – HMY Yacht Sales  
**Tony Hernandez** – Bradford Marine Yacht Sales  
**Elle Conwell** – Jeff Merrill Yacht Sales  
**Michael Kusler** – Kusler Yachts  
**Troy Waller** – Bluewater Yacht Sales

### PROFESSIONAL ASSOCIATE

**John McDonald** – Galati Yacht Sales  
**Jonathan Mitchell** – Galati Yacht Sales  
**Michael Stine** – Galati Yacht Sales  
**Roger Barnhart** – Galati Yacht Sales  
**Douglas Mashke** – SYS Yacht Sales  
**Charles Jones** – Burgess  
**Nicholas Macpherson** – HMY Yacht Sales

### CHARTER ACTIVE

**Sandra Mendizabal** – Prestige Yacht Charters  
**Cahit Korel** – Rendez-Vous Yachts LLC

**Roger Llovet** – Nautal Smart Sailing S.L.  
**Martina Asmus** – DMA Yachting SL  
**Heather Krebs** – AYI

### AFFILIATE ACTIVE

**George Llop** – Llop & Knuttel, LLC  
**Carolyn Birger** – Luxe Staging  
**Chuck Fontaine** – Massachusetts Maritime Academy  
**Kelly Pell** – iCandy Inc.  
**Michael Hanuschak** – American Eagle Underwriting Managers  
**Timothy Hamilton** – Lürssen Yachts America  
**Geraldine Veran** – H&V Yachting  
**Brian Sheridan** – Sheridan Engineering

### AFFILIATE ASSOCIATE

**Scott Villanueva** – Steven H. Hibbe Maritime Attorney  
**Randie Valentine** – Merle Wood & Associates  
**Brett Eller** – San Lucas Yacht Sales Service & Charter  
**Ashley Platt** – GMT Global Marine Travel  
**William Smith** – Acadian Marine  
**Mark Erlewine** – Aquasition Media  
**Gary Beckett** – Turnkey Communications & PR, Inc.

### SUPPORT

**Melissa Pritchett** – Luxury Yacht Group  
**Sharon O'Connor** – Stellar Yacht Sales  
**Anne-Solene Gallerie** – Northrop and Johnson  
**Heather Steele** – Northrop and Johnson  
**Elizabeth Gillespie** – Denison Yacht Sales  
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## YACHT ENGINEERING SEMINAR

Pier Sixty-Six Hotel | Fort Lauderdale  
April 16, 2019

The 2019 edition of IYBA's Yacht Engineering Seminar (YES) included informative presentations by the experts on a wide variety of topics, including Engine Warranty, Reliability-Centered Maintenance, HVAC, Naval Architecture, Tender Security, Stabilization and Fire Safety. Many thanks go to YES Sponsors AMESolutions, Cummins, DLBA, Florida Nautical Surveyors, Pier Sixty-Six, Northern Lights, Robert Allen Law and Seakeeper.





*Photos by Suki Finnerty, YachtingToday.TV*

## APRIL & MAY OPEN HOUSES

Fort Lauderdale, Florida  
March 13 • April 10 • April 18

IYBA's Charter Open Houses in March and April and Brokers' Open House in April showcased a wide variety of vessels ranging up to 213 feet in length. The Brokers' Open House was particularly successful, with 25 yachts at the dock at the Bahia Mar Yachting Center, including the 182-foot Damen SHADOW presented by Superyacht Sales & Charter, priced at \$19,750,000. IYBA's Open Houses give our members a golden opportunity to display current listings, inspect other available charter and brokerage yachts, and mix and mingle with colleagues. Many thanks to Yacht Management and YATCO for sponsoring the April 18th event.





## BENETTI: MOTHER OF MEGAYACHTS

Viareggio, Italy, on the Tyrrhenian and Ligurian seas, has a shipbuilding tradition that dates back to the early 16th century, when it served as the only port for Lucca, a powerful Tuscan city-state. For centuries, local artisans built wooden ships in Viareggio to support the Lucchesi mercantile and fishing trades, as well as to defend the port. Between 1534 and 1541, a tower known as the Torre Mathilde was erected near the water in Viareggio to provide fortification against invasion by Barbary pirates.



Lorenzo Benetti's boatyard and the Torre Mathilde in Viareggio

In 1873, enterprising boat builder Lorenzo Benetti purchased the Darsena ("Dock" in English) Lucca, a yard near the Torre Mathilde, and began building wooden sailing boats for commercial use. Business was so successful that he expanded to a second boatyard in 1910. Before his death in 1914, Lorenzo delivered more than 30 vessels, including schooners, tartans, brigantines, navicellis and cutters.

Like so many of the yachting industry's founding families, the next generation of Benettis, sons Gino and Emilio, grew up in the boatyard learning their father's trade. Upon Lorenzo's death, they inherited the yard and changed its name to Fratelli Benetti – "Benetti Brothers". In turn, Gino and Emilio passed their boat-building skills on to their own sons, and the third generation of the family took over.

### The move to steel

In 1941, the shipyard launched an early innovation – the steel-hulled, diesel-powered vessel MARIA. After World War II, Benetti helped to pioneer the use of steel rather than wood as a construction material for pleasure boats. The success of these vessels led to orders for larger yachts and ultimately, the first megayachts.

In 1980, the shipyard launched NABILA, a 281-foot (85.65M) superyacht designed by Jon Bannenberg for Saudi Arabian businessman Adnan Khashoggi. It was a watershed moment for Benetti Brothers – at the time, NABILA was the largest yacht in the world, and she remained on the "Top 100 Largest Yachts" list for many years to come. (In 1987, she was acquired by now-President Donald Trump, who changed her name to TRUMP PRINCESS.)

### Acquisition by Azimut

Another turning point for Benetti came in 1985, when Paolo Vitelli, Italian owner and president of Azimut Spa, acquired the shipyard. It turned out to be a mutually beneficial

move for both builders – Azimut modernized and introduced advanced technologies to the Benetti yards, while Benetti brought more than a century of boatbuilding artisanship and expertise to Azimut. The Azimut Benetti group soon grew to become a world leader in pleasure yacht construction. Today, the group's website states: "Azimut Benetti is the largest network producing megayachts and the world's leading private group in the luxury boating sector."

The most recent example of Benetti's yacht-building prowess to launch, the 227-foot (69M) M/Y SPECTRE, which the shipyard built for James Bond-obsessed owner John Staluppi, graces the cover of this issue. Featuring a hull by speed-savvy naval architect Frank Mulder, she tops out at 21 knots – fast for a full-displacement superyacht – and features a ground-breaking NALAD Dynamics ride control system.

Lorenzo Benetti would be proud.

*Photos courtesy of Benetti*

AFIFA II, an 81-foot motoryacht launched in 1962



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