

COMPASS

PUBLICATION FOR THE MEMBERS OF THE FLORIDA YACHT BROKERS ASSOCIATION

SEPTEMBER / OCTOBER 2014

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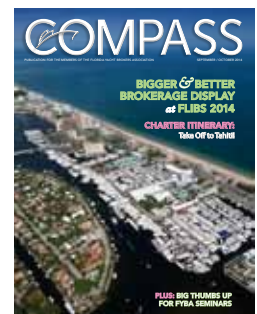
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CALENDAR OF EVENTS

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| OCTOBER | 30 | Fort Lauderdale International Boat Show Begins |
| NOVEMBER | 27 | Thanksgiving |
| DECEMBER | 4 | Saint Petersburg Power & Sailboat Show |
| | 5 | Antigua Charter Yacht Show |



ON THE COVER

Flying high above the Fort Lauderdale International Boat Show, the world's largest in-water yacht show. Photo by Forest Johnson

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*see website for full committee listing

Get Your (Boat Show) Kicks at Pier 66

Easily hanging onto its title of "The World's Largest In-Water Boat Show", the 55th Annual Fort Lauderdale International Boat Show (FLIBS) will feature nearly \$4 billion worth of boats, yachts and other marine products displayed in seven locations totaling more than 3 million square feet.

While in the past, the Bahia Mar Yachting Center show location typically commanded the most attention from show-goers, this year, the newly renovated Pier 66 Marina stands to give the Bahia Mar a run for its money. The venerable Pier 66 Marina, operated by LXR Luxury Marinas, is scheduled to finish its first renovation in 50 years right before the October 27th FLIBS move-in date, creating a stylish new setting for a large portion of the show's brokerage fleet.

The two-phase marina renewal project comprised \$20 million worth of upgrades to the 127-slip Pier 66 Marina yacht basin and its face dock. These include new bulkheads installed by the Shoreline Foundation and Eco Building Solutions, and a new Marinetek floating dock system with more than 3,600 linear feet of parallel and fixed docks. The electrical infrastructure has been replaced with new power distribution, new dock pedestals, and the capacity to provide 480 volt, 400-600 amp, three-phase power to meet the needs of today's superyachts. The project also included opening a new clubroom for captains and crew on site.

Pier 66 Marina now can accommodate 16 superyachts up to 150 feet – up from 6 before the renovation – and is capable of berthing yachts in excess of 300 feet.

"The contractors working on this project bring years of marina construction experience and will deliver a state-of-the-art final product on schedule," said Kevin Quirk, vice president of marinas for LXR Luxury Marinas, which operates the marina. "We're really excited to begin welcoming our friends and clients back very soon."



Pier 66 Marina's extensive "refit" is scheduled to be completed right before FLIBS.

New Seminar, FLIBS Booth and Higher Charter Industry Profile Spell Growth for FYBA

My editorial letter for this issue of Compass is due before the FYBA Yacht Sales & Law and Charter seminars are scheduled to take place, but according to the registrations it looks like both will be well attended again this year! The committees who put these seminars together have done a fantastic job with the programs and it does take months of planning!

In fact, the FYBA's annual seminars are so successful that we will be adding a new one in 2015 – the very first FYBA Yacht Engineering Seminar – which will take place on May 1st at Pier 66. Bob Zarchen, Paul Flannery, and their committee already are geared up with the organizing process and have acquired two main sponsors, Advanced Mechanical Enterprises and Cummins, Inc. It never hurts to continue your education in the area of the yachting industry that is your main focus, and the FYBA seminars always try to address the most current topics!

Boat show season is here, and I'm off to represent the FYBA at the Monaco Yacht Show again this year. I'll be attending another international associations meeting and keeping my ears tuned to any news coming out of the Med, while promoting doing business in Florida with FYBA brokers!

The FYBA booth at the Fort Lauderdale International Boat Show, Oct. 20-Nov. 3, will not be at its usual place on the Sport Fish docks at the north end of the show this year. Instead, it will be protected from the elements in the

Superyacht Builders & Designers tent, #659-660! We encourage all members to use this space to send or receive faxes, use the computer, meet your clients, or just sit and relax with us!

The FYBA Charter Professionals Committee has grown to become one of the largest committees in the association. It has been giving FYBA Charter members more recognition the last several years by supporting FYBA participation in charter shows, mainly Newport and Antigua, with sponsorships and an official presence. The committee already is ramping up plans for the Antigua Charter Show on Dec. 5-11.

As you know, I recently sent an email to the membership announcing the resignation of Randi Myers who has gone on to another challenging position in the yachting industry. The FYBA wishes her well and appreciates the seven years she grew along with the evolution of the association.

The dog days of summer are almost over and as most other parts of the country are going to be gearing up for winter, we will be gearing up for pleasant weather and boat shows!

See you on the docks,

Ann



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Check Before Assuming You Own the Rights to Yacht Photos

When a yacht broker receives a new listing, one of the first orders of business is getting the product out on the market, including the all-important photos and/or videos of the vessel. However, brokers and vessel owners must be aware of potential copyright issues involving the use of these photos and videos. By ignoring these important issues, you may be exposed to unwanted liability due to potential copyright infringement.

You do not own the exclusive rights to photos or videos just because you have hired a photographer or videographer to take images of the boat. In the absence of a written agreement to the contrary, the legal assumption is that the person taking the photo or creating the video owns the copyright. The persons hiring the photographer do not automatically obtain the copyright to the picture(s) or video(s) by merely paying the creator. They only get a license for use of the work. The copyright belongs to the person creating the work and copyright protection is automatic and immediate once the work is fixed in a tangible medium. The person hiring a photographer or videographer will, absent written agreement to the contrary, merely obtain an implied license granting the right to display the photographs or videos.

Courts have stated that a party obtains an implied license to use the photos/videos when "... one party (1) creates a work at another person's request; (2) delivers the work to that person; and (3) intends that the person copy and distribute the work." See *Latimer v. Roaring Toyz, Inc.*, 601 F.3d 1224, 1235 (11th Cir. 2010).

Thus, the broker and/or yacht owner will merely have the non-exclusive right to use the work for the purposes of marketing the vessel. Unless otherwise agreed to in writing, the photographer/videographer retains the copyright to the photos/videos and can grant future brokers and/or owners a similar license to use the work.

The right to use such photos/videos may be limited by the photographer/videographer. Even though the person hiring and paying for the photos obtains a license (non-exclusive or exclusive) to use the photos/videos to advertise the vessel, the photographer/videographer may limit how his works can be used.

For example, the photographer could place limits on the social media in which the photos/videos can be published or limit the sub-licensing of the works to others. If the creator of the work expresses these limitations when the work is contracted for or delivered, there could be liability for copyright infringement to any person who exceeds the scope of the license granted.

KNOW HOW TO PROTECT YOURSELF

When hiring a photographer, obtain an exclusive license in a written contract that provides for use of the photos/videos and guarantees that other persons cannot use the works without authorization. An exclusive license is not valid unless in writing, so any

oral license is considered an implied license, which could still permit the photographer/videographer to grant licenses for use of the work to others.

HOW CAN THE BROKER OR VESSEL OWNER OWN THE COPYRIGHT TO THE PHOTOS/VIDEOS?

You can obtain the copyright of the work through the execution of a written agreement that establishes that the photo/video is a "work-for-hire", thus creating an assignment of ownership of the copyright from the creator to the person who hired and/or paid for the work. If a written work-for-hire agreement is executed, there is no legal requirement that the copyright be registered in the U.S. Copyright Office in order to be valid and enforceable.

Owners should give written permission to the photographer/videographer before he boards the vessel to take



You do not own the exclusive rights to photos or videos just because you have hired a photographer or videographer to take images of the boat.

the photos/videos. Photographers/videographers should not be allowed on board a vessel without the owner's written permission, unless the listing or other related agreement provides otherwise.

In order to avoid any doubt, the owner should execute a release permitting the use of the vessel in the photos or videos. Absent that written release, the owner may also have the right to impose restrictions on the use of the vessel's images.

All of these issues are further complicated by the dissemination of images on Facebook and Twitter. Once posted on these sites, the copyright owner is automatically (according to the terms of use of the site) granting the social media site a license to use the photograph and the right to let others use the images as well. Many of the social media sites have terms of use that grant the site a non-exclusive, worldwide, royalty-free, transferable license. So, brokers and vessel owners beware!

The standard FYBA listing agreement form does not deal directly with the issue of a photographer's/videographer's copyright, or the licensing rights to the photos/videos. These concerns can be addressed in the written "work-for-hire" or licensing agreement with the photographer, and in an addendum to the listing agreement between the broker and vessel owner.

Copyrights, licenses, and restrictions on use of photos and videos have become the subject of more and more legal disputes. When in doubt about your rights, it is best to consult with an attorney.

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

Peggy J. Garcia is a partner at Robert Allen Law in Miami, Florida (www.robertallenlaw.com). Claudia Casalis is an associate at Robert Allen Law. Robert Allen Law specializes in maritime, commercial and international law. For further information regarding this article, please call 305.372.3300 or email Peggy J. Garcia at pgarcia@robertallenlaw.com or Claudia Casalis at ccasalis@robertallenlaw.com.

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◆ **SANLORENZO AMERICAS** will be displaying the SL106 and the SL96 at the Fort Lauderdale International Boat Show. Sanlorenzo Americas' display is located on the face dock at Bahia Mar Marina.

The SL106-592 features five staterooms, including the panoramic owner's suite located forward on the main deck. The four staterooms below deck are each spacious, boasting huge port lights and are completely equitable in size; two convert from twin berths to queens.

The SL96-616 features an on-deck master and four VIP staterooms below deck. It is the first of the 96's to have five staterooms, as the previous SL 96-611 converted a stateroom into a gym. The SL96 is totally customizable, in accordance with the Made to Measure tradition of Sanlorenzo.

Please contact Sanlorenzo Americas at +1.954.376.4794 to arrange a viewing of any of these yachts at the Fort Lauderdale International Boat Show.

◆ **HORIZON YACHTS** is pleased to announce the launch and delivery of the first Horizon V80 motoryacht, THE ONE, to a new owner in Taiwan.

"The launch of THE ONE marks two milestones for us – she is not only hull one of the new Horizon V80 model, but is also the first private yacht over 78 feet that Horizon has delivered to a Taiwan owner," says Horizon Group CEO John Lu.

Horizon Yachts will debut the Horizon PC52 power catamaran POMBOO and showcase the E88 motoryacht MISSING CARD III, PC60 power catamaran SANCTUARY, and

◆ **LAZZARA LENTON YACHTS** will have a full display at the Las Olas docks for the 2014 Fort Lauderdale International Boat Show. We will be displaying several yachts including a 2001 Lazzara 80 Cockpit with dual fishing chairs. In addition we invite you to meet the two newest members of the team, Steven Carlson and Matt Whelpley. Steven has enjoyed a long successful career as a yacht broker, having recently been with ICYS in Fort Myers, Fla. Matt comes to the team with hands-on experience, having recently been a yacht captain on some of the best-known yachts in the world. The Lazzara Lenton team welcomes them and looks forward to a successful boat show.

◆ **ACTIVE INTEREST MEDIA's** Marine Group Active announces that Shannon McCoy has been named publisher of *Yachts International*. McCoy joins *Yachts International* magazine after leading business development and strategic partnerships at the Palm Beach, Fla.-based yacht brokerage and charter firm Worth Avenue Yachts. Previously, she was Director of Worth magazine and National Sales Manager at *ShowBoats International*.

"I have worked with Shannon in the past and know from experience that her knowledge, creativity, enthusiasm and die-hard spirit are going to raise *Yachts* to a new level," said Gary DeSanctis, group publisher and general manager of the AIM Marine Group.

◆ **ALLENBY & ASSOCIATES** is pleased to report the following sales: 90' Sportfish 2012 SATU, sold to a European owner; 80' Hatteras Enclosed Bridge Motoryacht 2006 PROMISE, sold to an American owner.

Advertised in *ShowBoats International* and centrally listed by Allenby & Associates is the 141' Christensen Motoryacht LA SIRENA, asking \$10,995,000. Complete refit



◆ **YACHTZOO** is delighted to welcome to its sales fleet the 147' (44.58 meter) Hakvoort, CRACKER BAY. The Dutch-built beauty originally was launched in 2002 and refit in 2013. The six-stateroom, tri-deck motoryacht will be offered for sale at the upcoming Fort Lauderdale Boat Show. For details please contact: Rob Newton at rob@yacht-zoo.com, 954.478.2136 or Rodd Taylor, rodd@yacht-zoo.com, 954.646.3489. (CRACKER BAY is not offered for sale to U.S. residents in U.S. waters.)

Sanlorenzo Americas also will officially present the newest 2014 model, SD112, to the Americas market at the Fort Lauderdale International Boat Show in October. As of this writing, six SD112 units already have been sold, and the next three hulls are in an advanced stage of production.

the 2007 Horizon 85' motoryacht NINE STARS at the 2014 Fort Lauderdale International Boat Show. All yachts can be viewed at the Horizon Yacht USA display on Bahia Mar F Dock, slips 600-604. For more information, please contact Elise Moffitt at 561.721.4850 or elise@horizonyachtusa.com.



◆ **KILLIAN YACHT & SHIP BROKERS** announces that Joe Killian has been named the Exclusive Central Agent for the Expedition/Explorer/Shadow Yacht GLOBAL, formerly named ALLURE SHADOW. The yacht is offered for sale at its lowest price to date, asking \$12.999 million, and the seller is anxious for best offers. The vessel is located in Fort Lauderdale and is also available for charter at an astounding \$150,000 per week with a \$50K per week discount for multiple-week charters! Contact Joe Killian at Killian Yacht & Ship Brokers for more information, jk@killianyacht.com; +1 954.614.0660 (mobile).

and 10 year ABS inspection in 2013. Shows like new!

New central listing: ULTIMATE TAXI, 80' Hatteras Enclosed Bridge Motoryacht 2007, pristine condition, Caterpillar Warranties, low hours, Yacht Interiors by Shelley design, all-new console, Garmin electronics package, abundance of Hatteras upgrades. A must-see! Asking. \$3,695,000.

◆ **ATLAS MARINE SYSTEMS** announces that its work modernizing the main switchboard and generator controls on 130' Westport PLAN A, has been completed, bringing the electrical power system of this vessel into a new era. Now, generators can operate in parallel and provide seamless transfers between each generator and between the generators and shore, making a much more crew-friendly system. The installation was performed by Bishop Marine Electric.

◆ **PALM HARBOR MARINA** is proud to announce new, state-of-the-art free Wi-Fi connectivity throughout the marina. Palm Harbor Marina offers a superb Wi-Fi performance with over 15 new 802.11n access points added in the summer of 2014. More access points will offer marina guests a stronger Wi-Fi signal even if the marina is full to

capacity and supports the newest devices to connect at full speed.

The finest new yacht harbor in South Florida, Palm Harbor Marina offers advanced engineering, thoughtful design details and comprehensive amenities. For more information please visit our website at www.PalmHarbor-Marina.com.

◆ **OCEAN INDEPENDENCE** is proud to grow its USA team with a new Charter Assistant, Carly Benjamin, joining in October. After several years as a stewardess on yachts 40m+ and previously in concierge service with several high-end resort/spa locations, Carly's vivacious personality and hospitality experience surely will translate well to working with clients and brokers in her new position. We look forward to the continued growth of our North America division and offer a warm welcome to Carly.

◆ **YACHT BROKER INSTITUTE** is pleased to announce the addition of a new Online Course to the YBI curriculum that has been designed especially for office personnel. The Professional Administrative Assistant's (PAA) Guidebook will serve as an educational tool for both new people

wishing to enter the industry and those who may already be engaged in it to gain a better understanding and knowledge base. Upon completion, the graduates will be awarded a "Certificate of Achievement". The course launches prior to the Fort Lauderdale International Boat Show.

Additional courses are forthcoming, including a course for those wishing to sit for the CA. State Yacht & Ship License exam and a course on "Fundamentals and Essentials for Charter Brokers." For more information, contact rae@yachtbrokerinstitute.com and visit <http://yachtbrokerinstitute.com/>.

◆ **CHEOY LEE SHIPYARDS NORTH AMERICA** is pleased to announce the recent sale of the 76 Alpha Express, a new inventory vessel. This boat was sold to an American buyer and is reported cruising in the Washington area. M.S.R.P. was \$3.9M. Cheoy Lee also would like to announce the recent addition to its brokerage fleet of a 72' Cheoy Lee Flybridge Cockpit Motor Yacht and an 84' Cheoy Lee Bravo Motor Yacht. Please contact Cheoy Lee Shipyards for more information on these vessels and new inventory at 954.527.0999 or email inquiry@cheoylee.com.

◆ **GULF COAST YACHT SALES** welcomes Tim Conway. Tim purchased Marine ACR Systems in 1984 and sold it in 1999. He managed a large High & Dry Marine Sales and Service Center, the Harborage Marina, afterwards becoming manager of the southeast division of Marinas and Service facilities. In 2005, Tim advanced to become Operations Manager for Marlow Yachts Limited. Tim's company, TDE Marine, specializes in megayacht diagnostics and continues working with many former Marlow Yachts clients. He is now a welcome addition to the Gulf Coast Yachts Sales team.

Topical Issues Highlight the Agenda of a Successful West Coast Yacht Sales Summit



1.

Judging from some of the comments offered by attendees, the FYBA's West Coast Yacht Sales Summit once again was a rousing success.

"This information helps shape thoughts and plans for moving forward," said Bill Wiard, Massey Yacht Sales.

"This was my first FYBA Summit and I was blown away! Can't wait for next year," said Jay Dee Jackson, Galati Yacht Sales.

"The dedication of the FYBA to keep the yacht brokerage industry innovative and sharp is a testament to their success," added Shane Faunce, Tampa Yacht Sales.

The Summit attracted 103 attendees for a day of important and topical presentations and discussion. Sponsored jointly by Yachtworld.com, Robert Allen Law and Total Dollar Insurance, the Summit was held Thursday, August 14 at the Hyatt Regency Sarasota, in Sarasota, Florida. FYBA President Gary Smith, who also is the senior partner at Sarasota Yacht and Ship, served as Summit moderator.

Following an introduction and welcome by FYBA Executive Director Ann Vernon, attendees received an overview on the state of the yachting industry from Courtney Chalm-

ers, of Dominion Marine Media/Yachtworld.com.

The presentation was followed by an Internet Ethics Panel discussion moderated by Bob Denison, Denison Yacht Sales. Sitting on the panel were Lon McCloskey, Worth Avenue Yachts; Bob Allen, Robert Allen Law; Rich Lazzara, Lazzara Lenton Yachts, and Stanton Murray, Murray Yacht Sales.

Closing out the morning session was Ashok Rajan, who discussed Marketing to the Next Generation.

The afternoon session opened with an FYBA Forms Update, presented by Allen, while David Friedman, of Wealth-X, spoke about Effective Affluent Client Target Marketing. The final session of the afternoon, entitled Everything You Do In Life Counts – 9 Keys to Work/Life Balance & Success

featured Brian Butler of The Allied Group as presenter.

Following closing remarks by Gary Smith attendees were treated to a cocktail reception at the Hyatt Regency Sarasota.

"This was my first FYBA Summit and I was blown away!"

— JAY DEE JACKSON, GALATI YACHT SALES

FYBA wishes to thank all those who attended, especially the hard work of FYBA's staff, including Ann Vernon and Shay Loudenslager, FYBA director of operations.



2.



3.



4.



5.



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7.

1. Speakers, Sponsors and Board Members L to R: Roger Herd, John Posey, Rich Lazzara, Ashok Rajan, Ann Vernon, David Friedman, Stanton Murray, Bob Allen, Bob Denison, Brian Butler, Kerri Trapani, Courtney Chalmers & Gary Smith

2. Thank you to our Sponsors Total Dollar, Yachtworld & Robert Allen Law

3. Christopher Carrere, Jim Nelson & Carmine Galati, Jr.

4. Walter Catalano, Marty Hart & Steve Allen

5. Members networking during the break.

6. John Posey, Kerri Trapani & Frenil Vayalumkal

7. Ellen James, Jarlath Warren, Cindy Sailor & Brett Keating

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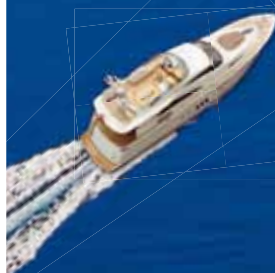
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More than 75 industry professionals attended the August 21st Brokers Open House at Bahia Mar. There were 17 participating yachts ranging in size from 24' to 141'. Attendees enjoyed networking along with food and beverages provided by The Grateful Palate. FYBA would like to thank the event sponsors AIM Marine Group and Yacht Controller for their support.

1. Members enjoying networking.
2. M/Y ROAMIN HOLIDAY
3. M/Y BETSYE
4. M/Y JAYHAWK
5. Holly Abad, Cromwell Littlejohn & Erin Riley
6. Catering by The Grateful Palate



YACHTS IN ATTENDANCE

COPASETIC	DRIVEN
NO NAME 127 IAG	MISS SHUGA
MIMU	BEAUCASTEL
TOTO	VIDA BOA
ROAMIN HOLIDAY	VICTORY
BETSYE	ALEUTIAN
TEMPTATION	INTERACTIVE
DEEP BLU	NO NAME
JAYHAWK	



IN MEMORIAM

In Memoriam: Frank Gary

Frank Gary, long-time yacht broker, industry leader, husband, father, and friend, died on September 19th after succumbing to cancer. Frank's unmatched drive and dedication to the yachting industry led him on tireless national campaigns to find his clients the best boats. He continued to represent buyers and sellers even as he battled cancer in the hospital. His vast product knowledge of power and sailing vessels made him the "go-to broker" for those in the know.



Frank established Bristol Yacht Sales and transitioned to Walczak Yacht Brokerage Service in 2006. A licensed Florida Yacht Broker, he was an active member of the Florida Yacht Brokers Association (FYBA). His many accomplishments also included serving as president of the Yacht Brokers Association of America (YBAA). In this capacity he helped to create a national standardization examination for yacht brokers, known as the Certified Professional Yacht Broker, or CPYB, designation. Frank served on YBAA's Ethics Board and was a guide and mentor to many in the industry.

Frank leaves a loving family – Gina, Skylar, David and Frank – and a legendary legacy of professionalism for others to follow.

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More than 75 industry professionals attended the September 18th Brokers Open House at Bahia Mar. There were 17 participating yachts ranging in size from 37' to 141'. Attendees enjoyed networking along with food and beverages on the host boat LA SIRENA, an 141' Christensen Motoryacht. Event sponsor Yacht Controller hosted the iPad drawing and Kevin Ralph with Skywater Yachts was the lucky winner! FYBA would like to thank The Grateful Palate for catering the event and sponsors AIM Marine Group and Yacht Controller for their support.

1. Jennifer Myers, Jeff Cox, A.J. MacDonald & Raleigh Watson
2. iPad winner Kevin Ralph with Sponsors Yacht Controller & FYBA Staff
3. M/Y J.W.
4. Bruce Schattenburg & Gary Goldman



YACHTS IN ATTENDANCE

LA SIRENA	NIGHT MOVES
JW	TRILORY
SANS SOUCI	PORDAVINO
TOTO	RING-N-WET
BLUEWATER CAT	INTERACTIVE
BETSYE	ELYSIUM
ENCHANTED LADY	CARBON 54
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Tahiti and French Polynesia: A Hollywood Paradise



Tahiti and French Polynesia are on the “bucket list” for many adventurous travelers. Lush, green volcanic peaks, black sand beaches, vivid blue waters and fringing reefs ... the South Pacific scenery looks like something right out of a movie. By far the best way to see these spectacular islands is from the deck of a private luxury charter yacht. Here is a sample itinerary from the captain of the 108-foot explorer M/Y ASKARI, which operates in French Polynesia year-round.

Day 1: Join ASKARI in its slip downtown in colorful Papeete, capital of Tahiti, just a short car ride from the airport. After the crew welcomes you aboard with a glass of Champagne, you may choose to shop at the local market for black pearls, pareos or other native goods. Once you are back aboard, the yacht heads for the island of Moorea just 12 miles away.

Day 2: ASKARI anchors in Cooks Bay, one of the most beautiful bays in the island chain. You may spend the rest of the afternoon marveling at the scenery with a coconut drink in hand or paddling on a kayak or SUP. The evening dinner is served al fresco in the gentle island breezes.

In the morning, it's time to feed the stingrays. This



interaction is quite an experience as these creatures gently cuddle you. Circling, but at a distance, are shy yellow-tip sharks. A short tender ride away, you'll be snorkeling over coral gardens. Scuba diving also can be planned for outside the reef. For those who prefer a land-based adventure, ATV tours of the island teach you about the flora and fauna and take you to the highest point for an outstanding view.

Returning to ASKARI, you can admire the scenery from a hammock on the sundeck with a cool drink in hand.

Day 3: We raise anchor very early and head out for our passage to Huahine Island, some 75 miles away. The trolling lines are set as soon as the sun is up as these are good fishing grounds. A typical catch would be mahi mahi or yellowfin tuna, which the chef will filet and serve for either lunch or dinner.

ASKARI anchors mid-day, in time for lunch. Afterward

is a good time to soak up the scenery and sun; the water toys also will be in the water, ready and waiting.

Dine ashore this evening on a private motu (reef islet), hosted by a Tahitian family with an authentic local experience including local foods, a live band and traditional games.

Day 4: Wake up to a divine breakfast on the aft deck surrounded by fantastic vistas. A full day is planned ashore. Huahine, known as the Garden Island, is exceptionally green with coconut plantations, vanilla orchids, banana groves, breadfruit trees and watermelon fields. You also can see ancient fish traps dating back 400 years that are still used by the natives. Visit the local museum to learn about the ancient archaeological remains that have been uncovered in the area. Known as the cradle of Polynesian culture, this island has the largest concentration of ancient marae (temples) in French Polynesia. Some are believed to date back to around 700 AD.



ASKARI anchored in Cooks Bay. Morning on the aft deck. Hotel in Bora Bora.

Day 5: ASKARI gets underway for a three-hour passage to Raiatea, the second largest of the Society Islands after Tahiti. Raiatea shares an expansive lagoon and surrounding coral reef with sister island Taha'a.

Raiatea has the only navigable river in all of French Polynesia. Since there are no rapids, a very tranquil way to explore is by kayak, paddleboard or tender. Tropical flowers line the river banks and it provides a lovely, calm anchorage for ASKARI. Scuba divers can explore the NORDBY, a three-masted schooner built in the 1900s that sank inside the reef. We recommend a visit to the local pearl farm to learn how the pearls are cultured. Choose your pearl directly from the farmer.

Day 6: Another fishing opportunity! Our cruise will take us through the sheltered lagoon waters of Taha'a and out the western pass towards Bora Bora. This remarkable island

is a memorable sight as we approach from the ocean. We have a selection of several anchorages in different parts of the Bora Bora lagoon. Diving is very good here outside the pass and there are also good areas for snorkeling in the shallows. The town of Vaitape is interesting and boasts many good restaurants and boutiques.

Day 7: On our final day you can go on safari around the island either by bicycle or jeep. There are many spectacular viewpoints that allow you to see the exquisite lagoon and spectacular mountains from different angles. There is also more time for diving, swimming or simply relaxing aboard admiring the view before heading to Bora Bora's airport, which has frequent flights to Papeete that take only 45 minutes.

For more information, visit www.fraseryachts.com/charter.



◆ **BARTRAM & BRAKENHOFF YACHT CHARTERS, INC.** (B&B Yacht Charters) is delighted to announce the one-year anniversary of its Thames Street location in Newport, R.I., in October 2014.

Jennifer M. Saia, president and charter specialist, said "I am very pleased with the retail charter activity this year and particularly grateful for the owners and captains who have joined B&B in our Charter Marketing program!"

B&B Yacht Charters currently has seven vessels chartering from the Caribbean and the Bahamas, New England and the Mediterranean. The firm recently launched an exciting Fishing and Cruising, yet Luxury and Adventuresome package with M/Y MS B HAVEN, 98' Knight & Carver, and S/Y CHERIN III, 66' B&D, based out of Flamenco Marina in Panama City, Panama, for the next three years or more!

B&B Yacht Charters, along with Bartram & Brakenhoff Yacht Brokerage, will be at B-Dock during the Fort Lauderdale International Boat Show onboard RENA, 145' Jack Hargrave. RENA now is offered for sale with Central Agent, David C. Lacz, but will continue to charter with B&B's "boutique" charter marketing program until she is sold.

◆ **ALLIED MARINE**, a division of the Ferretti Group, is delighted to announce that the Ferretti 800 Motor Yacht *Alter Ego* has joined its Luxury Charter Yacht Fleet. The 81' (24.71m) *Alter Ego*, which accommodates up to eight guests in four ensuite staterooms, served by a professional captain and crew, is available for charter in Florida and the Bahamas year-round, as well as in New England in the summer.

"*Alter Ego* is a beautiful, late-model Ferretti 800 with impeccable living and entertainment areas and outstanding service, and we are proud to have her as a Central Charter Agency Listing," said Bruce Schattenburg, Allied Marine Director, Super Yacht Division & Charter. "The fact that she is a Ferretti Group-brand yacht also gives our customers the opportunity to try out a Ferretti flybridge yacht on a fun charter vacation before buying a similar model."

Alter Ego is available for charter at a rate of \$35,000/wk + exp., presenting an outstanding value for a bespoke luxury vacation. For more information, contact Allied Marine Charter at 954.376.4836, or email charter@alliedmarine.com.

◆ **SELECT YACHTS**, a well-known yacht charter and yacht sales company, has moved its main office and corporate headquarters to Fort Lauderdale. Crew Solutions, a well-established, highly successful placement service, headed up by Beverly Grant, will share space and services with Select Yachts.

Select Yachts Corporate Director, Ann E. McHorney, who has resided in both Sint Maarten and Fort Lauderdale for decades, says the move is a logical progression. She states that the Sint Maarten office remains as a support entity, however, now more of the online activity, banking, and marketing functions take place in Fort Lauderdale.

"When it comes to vacations, people love the Caribbean, but for getting things done we can't beat the ease of the U.S.!" she says.

Along with its charter sales to clients worldwide, Select Yachts has actively managed a rapidly expanding fleet of both sail and power yachts for over 10 years. Contact: Ann E. McHorney, Select Yachts, www.selectyachts.com, +1 954.246.3815.

◆ **OCEAN INDEPENDENCE** is excited to announce two new additions to the charter fleet.

The 86' LILLY, a 2012 Sunseeker Predator, is based in Curacao year-round. She has a charter-minded captain and crew with excellent exterior guest spaces, four comfortable staterooms for eight guests and assortment of toys. LILLY's charter rate is \$35,000/wk + exp., and she is available starting Nov. 3, 2014.

Also joining the fleet in November will be the 80' Lazzara M/Y LADY COPE. This skylounge model features an extended aft guest deck, accommodates six guests in three staterooms, has two WaveRunners and a towed tender. She is available in Florida/Bahamas this winter at a rate of \$27,000/wk + exp.

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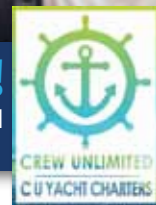


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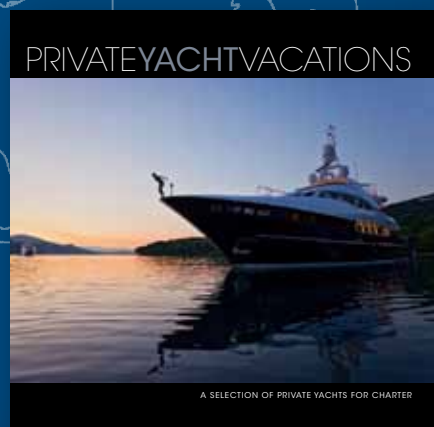
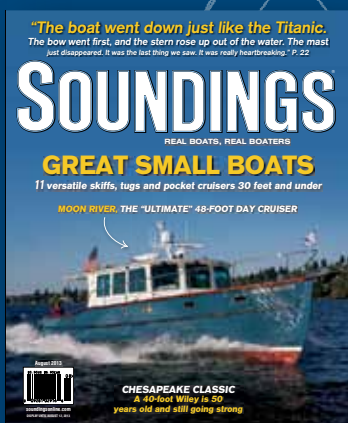
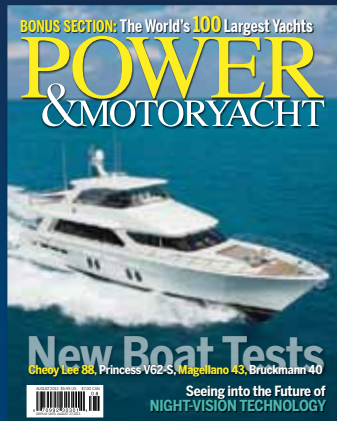
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