

COMPASS

PUBLICATION FOR THE MEMBERS OF THE FLORIDA YACHT BROKERS ASSOCIATION

JANUARY / FEBRUARY 2014

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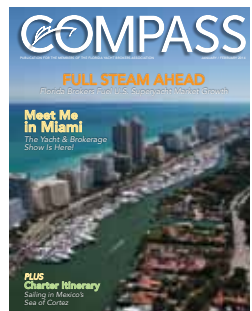


CALENDAR OF EVENTS

FEBRUARY

12 Yacht & Brokerage Show Kickoff Party

13-17 Yacht & Brokerage Show in Miami Beach



COMPASS EDITORIAL TEAM

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ON THE COVER

*The 2013 Yacht & Brokerage
Show in Miami. Photo by
Forest Johnson*

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A Full Slate for the New Year

Where does the time go?? It's 2014 already! This year, like many of the years past, the FYBA has lots of exciting projects on the table. It is also the time of year when FYBA membership dues invoices are sent out. When you receive your invoice, you will notice that it includes an optional \$25 contribution to the FYBA PAC Fund.



FYBA at the Antigua Charter Show

If you are not aware, our Political Action Committee (PAC) Fund was set up to provide the FYBA with the ability to make contributions to any candidate, political committee, affiliated party committee or political party that could help push through the various legislative projects endorsed by our association. A great example of this was the

successful enactment of the Florida \$18,000 Sales Tax & Use Cap for boats. The Public Affairs Committee is an integral part of any professional trade association, and especially so for the FYBA. This committee also works closely with state and federal lobbyists who support our association.

When you see this item on your invoice, you may choose to donate \$25 or even make your contribution larger by changing the amount in your payment box. Of course, you can elect not to donate this time; it's up to you. The federal government closely monitors and controls the regulations of PAC Funds and the FYBA must send in an Annual Report every year.

Our Board of Director elections have just taken place. A warm welcome to the new Board, especially those new directors who will soon learn how much work there is to do,

beginning with the annual Planning Session! At the beginning of every year, the BOD (Board of Directors) and FYBA staff spend an entire day setting out the agenda for the year. Once projects have been identified, they are then prioritized and we are off and running!!!!

The Annual Dinner has passed by the time you read this, and I hope everyone who attended had a great time! Along with Moore & Company we had a new sponsor this year, Yachtworld! Many thanks for stepping in to help reduce the cost of this big event for our members, along with Michael Moore who continues with his generous loyalty to FYBA.

The big news right now is that the FYBA will soon have new offices!!! The new FYBA headquarters will be located in the Harbor Shops off of SE 17th St. in Fort Lauderdale. Our target date for the move is March, depending on how quickly the renovations take place. We will send out an official announcement with the address change once the date is firm.

Last but not least, the 26th Annual Yacht & Brokerage Show in Miami Beach is here and once again the FYBA will have a booth with fax/copier and a helpful staff!!! We are located in the main exhibitor tent this year: Booth #59-60. This is FYBA's show, and despite the huge amount of walking it always entails, I am always excited to be there. However, for those FYBA members who prefer a nice ride down Indian Creek Waterway, the Zeelander tenders will be available again this year.

The next Open House will not take place until April due to the Miami and Palm Beach shows in February and March respectively.

So, before we find ourselves in 2015, let me wish you all a Healthy, Happy, and Prosperous New Year!!!

Ann



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Attendance Strong for First FYBA Candidate Meet & Greet

FYBA held its first-ever FYBA Board Candidate Meet & Greet on January 14 at the new Events by The Grateful Palate in Fort Lauderdale. FYBA members enjoyed complimentary drinks and delicious food while networking with each other and the candidates. Towards the end of the night, each candidate was introduced and gave a short speech about themselves and why they hope to be elected to the FYBA Board of Directors.

Events by The Grateful Palate is a new special event venue with superb food and service, event planning and a waterfront location. The waterfront location offers the option for indoor and outdoor settings. Events by The Grateful Palate is part of a trio of new culinary establishments on the site of the former Shooters Waterfront Café and Bootlegger. The old Shooters restaurant is undergoing a complete interior and exterior re-design, including an expanded outdoor dining area.



Top: Clayton Swart, Cynthia Wummer, Roy Sea & Grant Henderson

Bottom: Charles Verner, Gary Smith, Bob Zarchen & Frank De Varona



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On-Board Injuries and Maritime Jurisdiction

It's often thought that any injury aboard a vessel on navigable waters automatically endows a court, and subsequently a plaintiff, with maritime jurisdiction. However, this is not always the case. The injury must have also occurred in connection with a traditional maritime activity to give a court maritime jurisdiction over the plaintiff's claim.

This issue becomes even more complicated when a contractor, working aboard a vessel, is injured. Unlike passengers enjoying cruising or crewperson working directly for the purpose of cruising and navigation, contractors are sometime doing activities only marginally related to a maritime activity, which can make the argument more difficult.

"A party seeking to invoke federal admiralty jurisdiction pursuant to 28 U.S.C. § 1333(1) over a tort claim must satisfy conditions of location and of connection with maritime activity." *Jerome B. Grubart, Inc. v. Great Lakes Dredge & Dock Co.*, 513 U.S. 527 (1995).

A two-part analysis is used to determine whether admiralty jurisdiction exists. The first part is known as the locality or "situs" test and determines whether the tort occurred on navigable waters. Typically if the injury occurred on navigable waters this element will be satisfied.

The second part is trickier. Known as the "nexus" test, it determines whether there is a sufficient connection to maritime activity. The nexus test is comprised of a two-pronged analysis.

- First, the court must evaluate the general features of the incident to determine whether it can have a "potentially disruptive effect on maritime commerce".
- Second, is the question of whether "the general character of the activity giving rise to the incident shows a substantial relationship to traditional maritime activity."

Let's say a contractor is injured while rearranging faulty live electrical wires that were exposed on the vessel at the pool deck, where passengers were intended to gather and watch bands play music. On the one hand, surely there is a

dangerous condition that could cause injury to passengers onboard and has the ability to disrupt maritime commerce. However, is stage set up aboard a vessel related close enough to a maritime activity so as to have a substantial relationship to a traditional maritime activity?

In other words, is the construction of a stage distinct in its maritime character or is it just as related to a land based activity or even more so. The way and manner the activity is pleaded in the complaint may make all the difference.

Such was the case in *Penton v. Pompano Construction Co. Inc.*, 976 F.2d 636 (11th Cir. 1992) where a Plaintiff was injured while moving a crane from a barge, located in waters off of Key Biscayne for purposes of constructing a jetty into the Atlantic Ocean. After determining that the injury occurred on navigable waters, the Court nevertheless denied maritime jurisdiction because "moving a crane from the deck of a barge to land, had nothing to do with a traditional maritime

activity." In *Penton*, although the Plaintiff was injured on navigable waters on a vessel; a barge, the act of moving a crane to land being used to construct a jetty was not deemed a maritime activity.

In the context of cruise lines, the cruise line industry is held, almost without question, to be maritime commerce. Therefore, injuries and dangerous conditions onboard cruise ships are found to have the potential to disrupt maritime commerce so much so that shore excursions and injuries during an aerobics exercise class have been found to have had a sufficient connection to maritime activity. But these cases have dealt with passengers, not contractors and workers; an important distinction in some the eyes of some courts.

An open question exists as to whether injuries to workers and contractors give rise, without question, to maritime jurisdiction. As in *Penton*, it may largely deal with what the worker was doing and how that activity was related to the navigation of the vessel, as well as its disruptive effect on maritime activity.

Benjamin Chiriboga is a litigation attorney practicing with the full service maritime art and aviation boutique law firm of Moore & Company, P.A. in Coral Gables, Florida.





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◆ **UNITED YACHT SALES** announces the Egg Harbor Group has chosen it to represent the company's full product line. The Egg Harbor Group, which builds Egg Harbor, Buddy Davis, Predator, Topaz, Ovation and Silverton yachts, has partnered with United Yacht Sales to extend its product offerings throughout the country. There are tentative plans for United to host a "factory store" at its new corporate location in Stuart, Fla., for year-round sea trials.

United Yacht Sales also has rolled out a new website at www.unitedyacht.com. It is state of the art, aesthetically pleasing, and redesigned with ease of use for the user in mind. With our new inventory search, your results appear almost instantly after you type, much faster than other yacht search databases.

◆ **YACHTCLOSER** is delighted to announce that Galati Yacht Sales, one of the largest privately held yacht dealerships in the world, has selected its web-based contract management system to make the process of buying and selling a yacht easier and more

efficient for its brokers and their clients. YachtCloser's online application enables Galati Yacht Sales brokers to have contracts signed and returned instantly by clients in other parts of the country or the world, letting them close deals without ever having to leave the dock. YachtCloser provides the most accessible and robust transaction and administrative tools available – managing more than \$2 billion in active boat and yacht contracts nationwide. To learn more about YachtCloser, visit www.YachtCloser.com.

◆ **NAUTICAL VENTURES GROUP** has purchased a 51% stake in LukFuel, a South Florida direct-to-dock fuel delivery company. LukFuel's fleet of four tanker trucks will double over the course of 2014 and they will be expanding into new market segments tailored to select, hi-usage bulk fuel clientele. For more information, please call Roger Moore at 954-926-5250. www.nauticalventures.com

◆ Andrew Cilla of **LUKE BROWN YACHTS** reports that 2013 proved to be a highly successful year for the firm.

In December, Pam Barlow represented the Buyer and Seller of WALRUS, the 76' St. Augustine Marine Trawler, and Jason Dunbar's 100' Broward CHRISTINE was sold by Henry Morgan of S&S. In addition, Luke Brown Yachts secured a number of new listings. Bob Offer has listed MARATANI X, the 147' Sensation Yacht, along with NIRVANA, the 68' Uniesse. Dana Cambon listed the 95' Astondoa, HOLYCOW! Andrew Cilla listed DOLCE VITA, the 75' President, 2009. Pam Barlow listed FIREFLY, the 73' Outer Reef. Phil Annunziato listed VOYAGER, the 65' Pacific Mariner, 2001. Steve Deane listed MANY WATERS, the 2013 Offshore 62, with Ron Morgenstein of IYC, and TURTLE II, a 58' West Bay Sonship. Ron McTighe listed FAITH, the 55' Fleming. Michael Hartman listed LICKETY-SPLIT, the 32' Jupiter, 2007.

◆ **GILMAN YACHTS** of Fort Lauderdale will be participating at the 26th Annual Miami Yacht & Brokerage Show. We are located on Ramp 16, Slips 219-224, looking forward to another successful boat show!

Price Reductions: SHEKINAH GLORY, 78' Hargrave 2003, now asking: \$1,925,000; PISCOLA, 77' Hatteras 1986/87, major price reduction to \$540,000. Contact Jeff Stanley.

Sold Vessels: MAYAN PRINCESS, 68' Hargrave 2003/04, Jeff Stanley; BEECHWOOD DAYS, 78' Hargrave, Jeff Stanley represented the Buyer and Wayne Cannava the Seller.

New Listings: MY WAY, 40' Cabo 2013, asking \$849,000, located in Lighthouse Point, contact Joe Majcherek; TABLE 4 SEVEN, 56' Neptunus 2004, \$525,000, located in Fort Lauderdale; PURA VIDA, 55' Sea Ray 2007, \$869,000, located in Miami.; AMITY, 54' Offshore 2007, \$900,000 located in Boca Raton; A LAZY DAY, 62' Neptunus 2004/05, asking \$975,000, and 56' Neptunus, 2010, for \$1,273,000, contact Jeff Stanley. Also, a new 56' Neptunus 2010, asking \$1,273,000, located in Fort Lauderdale.



◆ **YACHTZOO** is delighted to announce the sale of its central agency listing, the 147' 2009 Timmerman Motor Yacht, LATITUDE. Sold in conjunction with Camper & Nicholsons/London, the high quality, five-stateroom yacht was previously asking \$19,500,000. Another recent sale is the 100' Azimut Jumbo CAROBELLE, built in 2000. She was both listed and sold by YACHTZOO to an American buyer. The previous asking price was \$2,100,000.

◆ **BRADFORD MARINE YACHT SALES**

reports the following recent activity:

New Central Listings: MAGIC CARPET 70'11", 1991 Hatteras, CA Tucker Fallon CPYB; EMERALD ISLE, 66', 1979 Burger, CA Chris Surprenant; FINN MCCOOL, 62' 2006 Pershing, CA Chris Saumsiegle.

Price Reductions: KALEEN, 110', 1983 Broward, reduced to \$1,200,000, CA Whit Kirtland CPYB; ABSOLUTELY NOT, 66' 2009 Grand Harbour, reduced to \$1,245,000, CA Shaun Mehaffey; RAY OF HOPE, 52' 2007 Sea Ray, reduced to \$559,900, CA Carlos Navarro; CHAIRMAN, 85 1989 Broward, reduced to \$724,950, CA Whit Kirtland CPYB; MY RAKELA, 72' 1991 Viking, reduced to \$695,000, CA Carlos Navarro; HONEYMOON, 66' 2003 Symbol, reduced to \$749,000, CA Tucker Fallon CPYB.

Sold Vessels: SHOOTING STAR 124' 2011 Danish Yachts, Joint Listing Brokers, Whit Kirtland CPYB & Parker Bogue; *CAROBELLE, 100' 2000 Azimut, Joint Listing Broker, Whit Kirtland CPYB; MIA 100' 1981 Broward, Listing and Selling Broker Parker Bogue; MILLY LOU, 40' 2004 Mainship, Listing Broker and Selling Broker Carlos Navarro; NINE OF HEARTS, 52' 2008 Regal, Listing Broker Carlos Navarro; INFINITAS 64' 2002 Sunseeker Manhattan, Listing Broker Tucker Fallon; CHAZMANIA, 50 2001 Sunseeker, Listing Broker Carlos Navarro.

Bradford Marine, Inc. also is pleased to announce that it has been selected to be the exclusive dealer for Venture Boat Company in Broward County, Fla., and the Bahamas. Venture builds a semi-custom line of high quality boats including a 23' bay boat, a 27' center console and the legendary 34' & 39' open fishermen that will be completely customizable at Bradford Marine. For information, contact Dean Stuhlmann, Venture Boats Sales Manager, at 954.830.5070 or dean@bradfordmarineyachtsales.com.

Bradford Marine, Inc. also proud



◆ **HORIZON YACHT USA** will showcase an E88 motoryacht, E56 motoryacht, PC60 powercat OHANA, and PC60 skylounge powercat at the upcoming Miami Yacht & Brokerage Show, Feb 13-17. This will be the U.S. debut for the new PC60 skylounge version. We invite you and your clients to view Horizon's luxury yachts at our display on Ramp 15, slips 410-413. For more information, please contact Elise Moffitt at 561-721-4850 or elise@horizonyachtusa.com.

to announce its appointment as the official manufacturer's representative for Camper & Nicholson's Yachting in the Americas, the Bahamas and Caribbean. Two vessels are currently located at Bradford Marine in Fort Lauderdale: ENDEAVOR 42 and VALSHEDA 50. For information, contact Carlos Navarro at 954.465.4501 or carlos@bradfordmarineyachtsales.com.

◆ **FERRETTI GROUP** is delighted to announce that well-respected yachting industry professional and FYBA Board member Bruce Schattenburg has joined its Allied Marine Charter Division. In conjunction with this appointment, Ferretti Group has opened a new Allied Marine office, strategically located in the Bahia Mar Yachting Center at 801 Seabreeze Blvd. Schattenburg, who leads the team at the new office, will serve a dual role by expanding Allied Marine's Luxury Yacht Charter Division and re-opening the Allied Marine-Ferretti Group Superyacht Division, focused on sales of new and pre-



owned yachts over 100 feet in length. Schattenburg brings more than three decades of experience in the yachting industry to his new position with Allied Marine. A past president of FYBA (2009 term), he has served on its Board of Directors since 1999, and is a Founding Member of the U.S. Superyacht Association. To contact Bruce, email Bruce.Schattenburg@alliedmarine.com or call 954.328.4329.



1.

The first open house of the year took place January 16 at the Bahia Mar in Fort Lauderdale. Sponsored by Yacht Controller, Scott Financial Services and AIM Marine Group, the open house featured 29 boats ranging from 150' to 39'. About 100 industry professionals attended and enjoyed delicious hors d'oeuvres and cold drinks provided by Events by The Grateful Palate.

1. Brent DeSellier, Marc Welch, Paul Burgess, Brian Rasmussen & Rob Carron
2. Staff from Events by The Grateful Palate
3. Participating yacht MINISKIRT
4. Dave Johnson, Joe Landrie, Richard Glazer & Kit Denison
5. Joe Landrie, Jenny Wicker & Dave Johnson



2.



3.



4.



5.

YACHTS IN ATTENDANCE



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FORTALEZA
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◆ **THE MARINE GROUP** of Palm Beach is pleased to announce two new Central Agent listings in its Charter Fleet. LADY LEILA, the 132' Horizon Motoryacht, will be based in the Caribbean for winter 2014 and Bahamas for summer 2014, with a weekly price of \$110,000/wk plus all expenses. NORDEFJORD, the 82' Offshore Motoryacht, also has joined the fleet and will be based in the Caribbean for winter 2014 and in New England for summer 2014, with a weekly price of \$27,500 plus all expenses. Please contact Marian Walker, Charter Manager at The Marine Group, at 954-646-4793 (Cell), or 954-463-4300 (Office) or email mwalker@marinegroup.com.

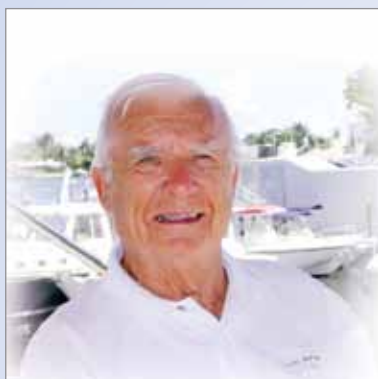
◆ **LUXURYDAYCHARTERS.COM** is pleased to announce co-brokerage of the 70' S/Y SPIRIT. Currently

available for Day/Term Charters based out of South Florida, SPIRIT was recently refit in 2013. She is the flagship of the highly regarded Hylas series. Whether relaxing at anchor or sailing at 10 knots to your next destination, this yacht and her toys will make your day on the water a truly extraordinary luxury yachting experience.



◆ **NEPTUNE GROUP YACHTING (NGY)** is proud to announce the launch of its new, completely redesigned and updated website at www.NGYI.com. The new website, which showcases Neptune Group Yachting's new company color palette, offers a wealth of information and

educational articles for clients seeking a holiday of fun on the water. In addition, the website gives viewers information on Neptune Group Yachting's other divisions, including Neptune Crew, which provides recruitment and placement services for yacht crew, and the company's Brokerage Division, specializing in fine pre-owned yachts.



"Gone yet not forgotten, although we are apart, your spirit lives within me, forever in my heart."

— AUTHOR UNKNOWN

In Memoriam: Harold M. "Hal" Jones

Harold M. "Hal" Jones, Jr., legendary Yacht Broker and Grand Banks aficionado, passed peacefully at home with family on December 27, 2013 in Texas at 89 years old.

After serving his country in the U.S. Army Air Corp. (later U.S. Air Force), Hal Jones left his hometown in Indianapolis and moved to Palm Beach, Florida. After moving to Florida, Hal worked in the car business before being drawn into the boat business. Already an avid sailor, Hal began as a yacht broker and started his company, Hal Jones & Co., which became a Grand Banks dealer in 1977. Hal was Commodore at the Lauderdale Yacht Club, as well as an active Member in many other marine industry organizations.

Hal Jones became a well-recognized name representing Grand Banks Yachts in North America and helped to create a tight-knit family within his organization. Close relationships were formed at Hal Jones & Co. with brokers, employees, technicians, Grand Banks enthusiasts and all who passed through the doors of HJC.

Hal is greatly missed by his wife, Ann; daughter, Carol; son, Harold M. "Jay" Jones III; daughter-in-law, Laura; and grandchildren, Natalie & Adam; and so many of his loyal friends and followers who had the opportunity to enjoy Hal's knowledge and passion for boating and friendly conversations, along with the many that reached out to him every day for his knowledge and advice.

Harold M. "Hal" Jones, Jr. Memorial Services will be held on Feb 22nd, Saturday at 12:00pm. Calvary Chapel Boca Campus, 1551 West Camino Real, Boca Raton, FL 33486; [click here for map](#). There will be a light snack afterwards in the courtyard.

IN MEMORIAM

In Memoriam: Joe Bartram

Former FYBA member Joe Bartram of Bartram & Brakenhoff died peacefully at his home in Fort Lauderdale, Florida, on Christmas Eve, December 24, 2013, aged 79 years.

Born in New York City, New York, on July 12, 1934, he attended Choate School in Wallingford, Connecticut, and served in the US Navy from 1953 to 1955. After leaving the the Navy, he joined the Stamford, Connecticut, office of Northrop & Johnson where he worked with Bruce Brakenhoff Sr in what was to become a lifelong friendship. In 1967, he and Brakenhoff opened the doors of a new brokerage house called Bartram & Brakenhoff.

Bartram & Brakenhoff celebrated many superyacht sales over the years, and Bruce and Joe sold Bartram & Brakenhoff to David C. Lacz in 1998, but continued working in harness. Joe Bartram is survived by his wife, Barbara Hart Bartram, and his sister, Nina Bartram Griswold, along with many nieces and nephews. Joe Bartam's nephew, Alex Clarke at Denison Yacht Sales, adds a personal note: "I was introduced to yachting at an early age thanks to 'Unkie' Joe working on FORTUNATE SUN run by Len Beck, one of many captains, along with the likes of AJ Anderson, who have leaned on Joe for advice and guidance over the years. The list can never be measured as his ethics, good nature, giving spirit, and love have been passed on to generations and will continue to reverberate through the industry long into the future."

In lieu of flowers, cash contributions are encouraged to the Carpenters Boat Shop, 440 Old Country Road, Pemaquid, ME 04558, attention: Robert Ives.



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

◆ **SALES EXECUTIVES: FERRETTI GROUP** is looking to expand its team of senior sales executives in its new yacht division in South Florida. The Group is confident that its current sales momentum, order intake for 2014-2015, and expanded distribution structure in the Americas will further consolidate its position as an industry leader in the American market. A solid team of professional senior sales executives is essential to accomplish continued growth, and Ferretti Group already has some of the best talent in the business; however, it is looking for more. If you have a proven track record of success in yacht sales, contact Ferretti Group today to join its successful sales team. Email: Careers.USA@ferrettigroup.com.

◆ **SALES PROFESSIONALS: SARASOTA YACHT & SHIP**, a 28 year-old company located in Sarasota, is seeking to add two sales professionals to our team of highly experienced brokers. The ideal candidate should have experience and a proven track record in the industry for either brokerage or new boat sales and be located on the east or west coast of Florida. SYS is a dealer for Riviera, Belize, Marquis and Vicem Yachts and advertises brokerage listings worldwide. Full-time marketing as well as closing support is offered. Call Jason Mashke or Gary Smith at 941-365-9095 or email info@sarasotayacht.com. All inquiries remain confidential.

◆ **NEW OPPORTUNITIES: AMERICAN MARINE** – "Globally Local" – first in boat and yacht exports with an enviable 20-year reputation for 100% customer satisfaction. Our International Marketing and network of brokers led to 75% growth in 2013 and we continue to seek to expand our territories and offices. If honesty and Integrity are the benchmarks of your professionalism and you are looking for new opportunities to meet your goals in 2014, please directly contact the owner, Gordon Burgess, at 941-356-4522 or email Gordon@exportAMERICAN.com for an informal conversation in the strictest of confidence.

U.S. and Florida Brokers Enjoyed a Good Year in 2013

Overall U.S. unit sales of brokered power and sailboats increased by 6 percent to 31,451 boats from 29,730 in 2012, according to the latest YachtWorld Market Index. The numbers are based on member brokers' reports to Yachtworld's Soldboats.com data collection system.

Boat values rose by 21 percent to \$4 billion from \$3.3 billion in 2012, thanks to strong growth in the 80-foot-and-over category. (The YachtWorld Market Index with full 2013 U.S. and European results is available at: <https://s3.amazonaws.com/dmm-cdn-test/yachtworld/YW-US-Q4-Market-Index.pdf>)

Florida's yacht brokers shared in the gains reporting solid increases in unit and dollar sales. Total sail and powerboat unit sales grew by 9 percent to 5,938 boats from 5,439 in 2012. Dollar sales increased by a whopping 40 percent to \$2 billion from \$1.4 billion reflecting strong brokerage sales of superyachts 80 feet and longer. In fact, Florida's brokerage dollar sales in 2013 accounted for nearly half of the value of all U.S. brokerage sales, while total unit sales in Florida made up about 19 percent of all U.S. brokerage boats sold. Meanwhile, of the 191 brokered yachts 80-feet and up sold in the U.S. last year, 123 were sold by a Florida yacht broker.

Statewide, powerboat unit sales rose by 10 percent to 5,153 boats from 4,694 in 2012. Dollar sales reached \$1.8 billion, a gain of 40 percent from the \$1.3 billion in sales reported by Florida brokers in 2012. The average number of days required to complete a sale fell by 3 percent to 244 from 250.

The number of sailboats sold rose by 5 percent to 785 from 745 a year earlier, while sales values increased by 39 percent to \$121 million from \$87 million. The average number of days to sale declined by 13 percent to 260 from 298.

Nationally, the number of brokered powerboats sold in 2013 rose by 6 percent to 25,706 from 24,274 in 2012. Powerboat dollar sales rose by 21 percent to \$3.5 billion from \$2.9 billion a year earlier. The number of days to close a sale held steady at 255 in 2013. Meanwhile, sailboat unit sales increased by 5 percent to 5,745 boats from 5,456 in 2012. Sailboat sales values rose to \$484 million from \$411 million in 2012. The total of number of days to sale fell slightly to 290 from 297.

Again, superyachts over 80 feet posted the strongest results as the recovery in that segment gained strength last year. The total number of superyachts sold increased by a healthy 22 percent to 191 from 156, while the total value of all sales grew by an incredible 75 percent to \$1.2 billion from \$702 million in 2012.

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The World's Aquarium



While it lies “off the beaten path” for most charter clients, the Sea of Cortez is an exciting yachting destination for adventurous guests. Also known as the Gulf of California, this long finger of water separating mainland Mexico and the Baja California Sur peninsula is known for its warm, salty waters and rich diversity of sea life. In fact, Jacques Cousteau, the famous French diver and filmmaker, called it, “The World’s Aquarium.”

Day 1: Arrive at La Paz, Mexico, and meet your yacht in the marina. Cruise to Puerto Balandra, just eight miles away; en route, pass by Roca Lobos to see the basking sea lions. The afternoon’s delights may include a trip to the beach for a swim or snorkel, wakeboarding or riding a towable toy behind the yacht’s tender, or scuba diving with a local company on the wreck of the SALVATIERA (a sunken ferry 60 feet deep). Visit the famous “El Hongo” mushroom rock formation. Dinner is served on deck at anchor, surrounded by views of low reddish mountains dotted with cactus, white sand beaches and the turquoise waters of the Sea of Cortez.

Day 2: Head across La Paz Bay to swim with whale sharks (October through March only). Sail 20 miles to Ensenada Grande, enjoying lunch underway. Take an afternoon hike up the hills overlooking the bay, then ride

the tender around to next bay (Las Cuevitas) to see the blue-footed booby colony. Later, relax with a book on deck or enjoy a swim in the clear waters.

Day 3: After breakfast, move on to Los Islotes where there is a large colony of friendly sea lions that are used to people and will play with snorkelers and divers. Very safe, this is one of the biggest local attractions for tour groups from La Paz. Later, sail 20 miles to Isla San Francisco and spend the afternoon on its beautiful white-sand crescent beach, hiking the trails, or paddleboarding, snorkeling or swimming.

Day 4: Sail five miles to anchor off Isla Coyote and take the tender ashore to see one of only few inhabited islands in Sea of Cortez. A local guide will welcome you to the



small fishing village and show you the sights of Isla Coyote, including the whale bones that have collected there. You can buy fresh-caught fish from the local Pangueros and beautiful bead and shell necklaces handcrafted by the women of the village. Move on to Bahia Amortajada and take a thrilling tender ride through the mangroves where you will see white egrets and herons. Fish of all sizes dart in and out of the mangrove roots while rays glide over the bottom. On the other side of the lagoon, stop for a snorkel and see the eel gardens where the eels sit with their tails in the sand and their bodies swaying in the water. In the afternoon, sail 10 miles to San Everisto. Hike to the lighthouse on the point or visit the salt evaporation ponds. Enjoy a Sundowner in the very local 'bar' while watching the day's catch being brought in.

Day 5: Cruise 44 miles to Bahia Agua Verde through the Canal de San Jose with its dramatic backdrop of the Sierra de la Giganta mountain range, which appears to rise straight from the sea. This is a wonderful place for watching whales as they migrate through the narrow channel. After anchoring at Bahia Agua Verde, meet the friendly locals in the village and visit the ancient cave paintings nearby. Taste the very fresh "queso fresco" (goat's cheese), a local speciality.



Clockwise from above: S/Y CLEVELANDER under sail off Isla Espiritu Santo; El Hongo rock, a famous natural attraction in Puerto Ballandra; a friendly sea lion colony at Los Islotes; a map of the region.

Day 6: Sail 37 miles to Puerto Ballandra on Isla Carmen, enjoying lunch underway. Spend the afternoon swimming, snorkeling, paddleboarding, or do a rendezvous dive with a local company.

Day 7: A 10-mile sail takes you to Loreto. Tender ashore for look round the beautiful, historic town with its cobbled streets, local shops selling crafts, shady open plazas, impressive churches, museums, wonderful restaurants and taco stands.

This itinerary can be reversed, starting in Loreto. Transportation to and from La Paz and Loreto as well as to and from San Jose Cabo and La Paz/Loreto can be arranged. For more information, visit www.churchillyachts.com.



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



WE INVITE PASSION

With double digit growth for the third consecutive year, 2013 was another very strong year for the Ferretti Group in the Americas. As one of the largest yacht manufacturers in the world, the Ferretti Group produces boats from 27ft. to 240ft. and through our direct sales organization in America we have the most substantial investment of any yacht manufacturer in terms of factory owned sales locations, service operations, and inventory.

Over the last 18 months we have expanded into new locations at Worth Avenue, Palm Beach; Miami Beach Marina, and Newport Beach, California. Our flagship sales center in Fort Lauderdale, on 16th Street, is a 45,000 sq. ft. retail facility that houses inventory of all of our brands for the Americas. We also have offices in Naples and Stuart, Florida, as well as in Sag Harbor, New York, and Newport, Rhode Island. We will be opening a new factory direct sales office in Mexico City in early 2014. This is supported by a US based service team made up of 30 factory service professionals and 35 authorized service centers across the country to meet client needs 24/7. We pride ourselves on our client retention ratio, with over 40% of annual sales coming from repeat clients.

We are confident that our current sales momentum, order intake for 2014-2015, and expanded distribution structure in the Americas will further consolidate our position as an industry leader in the American market. A solid team of professional sales executives is essential to accomplish our continued growth, and we already have some of the best talent in the business; however, we are looking for more.

If you are a high achiever with a proven track record of success in yacht sales, contact us today and tell us how you will make a difference as part of our winning sales team.

Yours sincerely,



James Henderson
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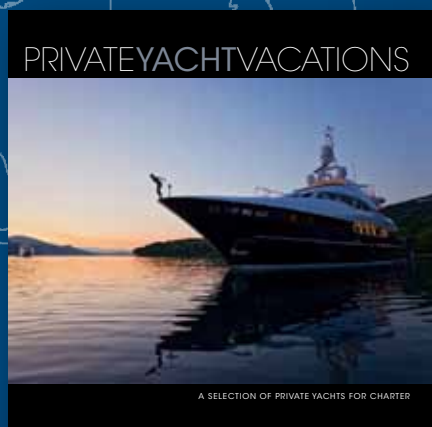
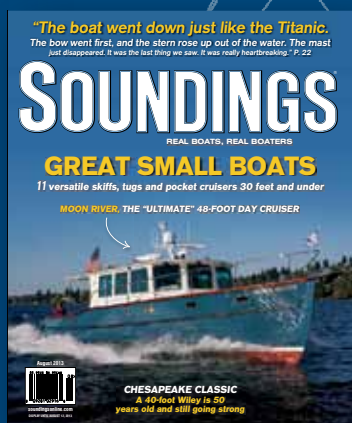
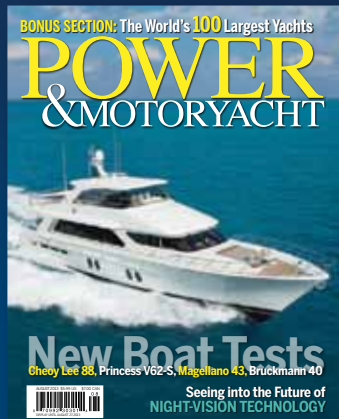


The Yacht & Brokerage Show in Miami Beach has added a location that will showcase the event's largest yachts. Show Management, the company that co-owns and produces the show, and the Florida Yacht Brokers Association, which co-owns and sponsors the show, announced the addition of Superyacht Miami for yachts over 47 meters in length (more than 154 feet) at the Miami Beach Marina. The new show location was added to accommodate yachts too large for the Indian Creek Waterway. The Miami Beach Marina accommodates superyachts as large as 250 feet and is at 300 Alton Road, adjacent to Government Cut, with no fixed bridges and plenty of deep water. Luxury transportation will be provided between the marina and the Yacht & Brokerage Show on Collins Avenue.



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