

2004

FYBA News

A Monthly Publication for the Members of the Florida Yacht Brokers Association

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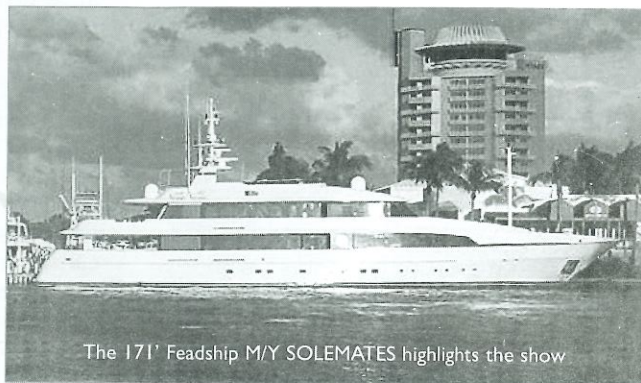
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FYBA CHARTER YACHT OPEN HOUSE

NOVEMBER

The 2nd Wednesday Charter Open House on Nov. 10th was held at the Pier 66 with the largest participant being the 1999 Feadship SOLEMATES - measuring in at a whopping 171 feet. (more on page 12)



The 171' Feadship M/Y SOLEMATES highlights the show

photo courtesy of Mike Whitt - FORT LAUDERDALE

Fort Lauderdale International Boat Show

STATISTICS

Here are some eye-opening stats from the largest boat show in the world:

- UTOPIA at 236 feet was the largest superyacht at the show
- \$600M was the estimated sales of boats and marine accessories generated by last year's show.
- \$1.6B was the value of boats and marine accessories on display at the show.
- Last year's show attracted over 129,000 from all over the world. Final attendance figures were not available at the time this went to print, but show producer, Kaye Pearson of Show Management reports that attendance the first two days of the show was higher than last year.
- There were 1600 boats on display - including more than 200 superyachts and megayachts.
- Although there was skepticism that with elections coming up that people would not be willing to spend their money, reports indicated that it was merely a speculation as opposed to reality - people WERE willing to buy.

Interesting "Superyacht" facts

- There are more yachts over 80 ft "Superyachts" at the FLIBS than anywhere else in the world and there are many vessels that are just shy of 80'.
- More "Superyachts" are bought and sold at this show than anywhere else in the world.

(more on page 9)

Officers
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MARITIME LAW COLUMN

The Relationship between Maritime Liens and Vessel Closings

By Danielle J. Butler

Nothing in the maritime world is more illusive than a maritime lien. It may be recorded or not, it comes in many different varieties and worst of all it attaches to a vessel like a remora to a shark.

The historical purpose of maritime liens was to encourage necessary services to ships whose operators were unable to make contemporaneous payment. Maritime liens are a non-possessory property right of a non-owner in a vessel and its appurtenances, giving the lienholder the right in court to have the property sold and the proceeds distributed to the lienholder to satisfy the debt of the property.

A maritime lien arises the moment the service is rendered. Nonetheless, for a maritime lien to attach to the vessel, it must be established that the vessel is not still involved in new construction before delivery (which, however, may give rise to a non-maritime lien under state law) or has not been permanently removed from navigation. However, a vessel that has been inactive and pending sale is not permanently removed from navigation and is still subject to maritime liens.

There are several events which give the right to maritime liens, such as failure to pay maintenance and cure, collision liabilities, tortious injury to property due to the negligent operation of the vessel, failure to pay seamen's wages, breach of contracts of carriage and towage, breach of charter party obligations, salvage services, wages of stevedores hired directly by a vessel, general average contributions and statutory liens for "necessaries" known as 46 USC §31341. (This list is not an exclusive list of events which give the right to maritime liens).

A vessel broker should be knowledgeable about maritime liens because if they exist, then they will have an affect on your transaction. This is because maritime liens may be good against the bona fide purchaser/buyer of a vessel, even if the purchaser/buyer had no notice of the existence of the maritime lien when they purchased the vessel. In order to protect your client's interests, you should request the vessel's transcript from the flag state. The vessel's transcript should be requested from the flag state and reviewed twice - once prior to your client entering into a purchase and sale agreement and then again five days prior to the vessel's closing. The vessel's closing should only occur if the vessel's transcript is without recorded liens. Nevertheless, remember this does not mean that the vessel in question is lien-free, as maritime liens do not have to be recorded with the flag state. Therefore, prior to the vessel's closing, the purchaser/buyer should acquire from the seller a "Warranty of Title." In short, this document holds the vessel's seller responsible for all maritime liens in existence prior to the vessel's closing.

Unfortunately for the brokerage community, there are NO maritime liens for brokerage commissions due to a broker from the sale of a vessel. Cry not my brokerage friends as the law treats us attorneys as equals because there are also NO maritime liens for attorney fees.

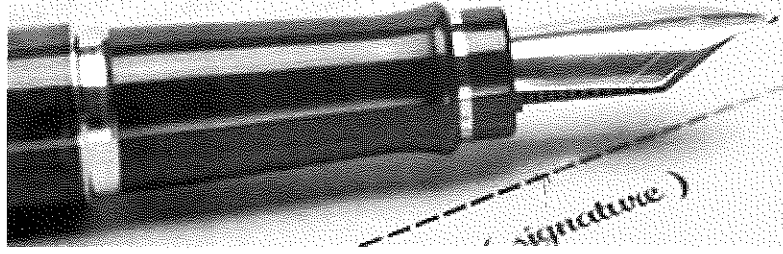
*The information offered in this column is summary in nature and should not be applied to specific cases or situations.

**Danielle J. Butler is a maritime attorney at Hill Betts & Nash LLP in Miami, Florida. Miss. Butler handles both litigation and transactional matters within the pleasure boating community. She may be contacted at 786-425-9900 or dbutler@hillbetts.com.

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Yacht Insurance: Gone with the Wind

Hurricane Season is a difficult time on the East Coast of the U.S. for boat owners as well as the marine industry in general. Officially, this period of time runs from June 1 to November 30 with peak activity between August 15 and October 15th. An excellent example of this is the 4 hurricane landfalls in August/September this past season causing billions of dollars in property damage.

Each year, the marine insurers keep a wary eye toward hurricane & windstorm activity. Carriers will routinely issue a moratorium on writing new policies or making changes to existing contracts when there is a named or numbered windstorm developing in the Caribbean Basin. Since there is no fixed time span on a moratorium, keep in touch with your insurance agent for updates. Those individuals that are purchasing, selling, brokering, financing & insuring boats find themselves in a holding pattern, unable to complete their transactions until the storm passes. This past September I witnessed a complete market shutdown for over three weeks causing a backlog of closings. Buyers can't buy, sellers can't sell, brokers & banks cannot close their deals until the market for insurance reopens.

Insurance companies manage risk. When they see the high risk of a windstorm on the horizon, they seek to limit the exposure that they already have by freezing any new liabilities. Today, most of our yacht insurance premiums are based on the fact that most losses and claims are of a partial nature with very few total losses. For the most part premiums are affordable under this premise.

When you throw in a large amount of total losses this formula breaks down quickly. Hurricanes cause total losses and the insurers will move to limit their exposure as quickly as possible. The best thing to consider when buying a boat during Hurricane season is that the insurability of a yacht is not a sure thing and one should consider this in the contractual obligations of a yacht purchase. Ask that an insurance clause be put in the contract that would allow you to postpone a settlement in the event of a hurricane moratorium on insurance.

For current owners of private vessels, here are a few good preparation tips for Hurricanes:

1. Make & continually refine a hurricane plan for the protection of your boat. Have an alternative plan as well.
2. Keep in mind that your insurance company requires due diligence in your care & maintenance of the yacht.

3. Keep in mind that the general consensus of insurers is that you should take steps to protect your property as if you did not have insurance.

4. Take photos or video of your boat & equipment before you prep it for a storm. Do the same after you prepare it, to document your efforts.

5. Find your policy & read it (most people don't). Make sure you have your agent's telephone number & that of the claims department for the carrier and write those numbers on your policy jacket and take it with you OFF of the boat.

6. Understand that most carriers have a separate WINDSTORM deductible that applies. This is generally but not limited to 3% of the agreed value of the vessel. This deductible applies to all losses, even total loss.

A small amount of physical & clerical preparation in advance of a hurricane or windstorm will greatly reduce your stress in the event you suffer a loss. This preparation will also enable you to streamline the claims process.

Scott C. Stusek, Yacht Insurance Specialist
Jack Martin and Associates - Ph: 800-257-5111

Mark Your Calendar!

Mark your 2005 Calendar for the
upcoming FYBA Event

Annual Dinner Meeting
January 28, 2005
Location & Sponsors: TBA

-watch your fax/email for more details-

www.argonautica-yachtinteriors.com



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on the move

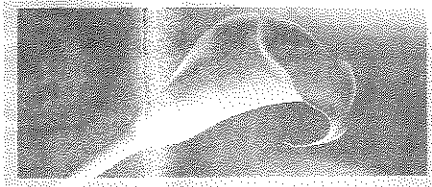
Andrey De Biaggi, previously with Florida Yacht Charters & Sales, Inc is now with Florida Yachts International. He will help with the selling of Riviera and Ocean Sport Fishing boats as well as the new line of Possillipo (Italian) MY for the USA market and open a sail-boats division; which didn't exist before. 12550 S. Bayshore Dr., Coconut Grove, FL Ph: 800-537-0050 Ext 114.

Gail M. Harrison, previously with SonShip Yacht Sales of Florida, is now with Cheoy Lee Shipyards at the Bahia Mar Yachting Center, 801 Seabreeze Blvd, Ft. Laud., FL. Ph. 954-527-0999.

Dirk Johnson, announces the formation of Churchill Yacht Partners, opening an office at Newport Shipyard in Rhode Island. Johnson along with Murray Lord will share the overall managerial duties, while Sandy Carney will act as charter manager. Churchill Yacht Partners, One Washington St., Newport, RI 02840. Ph: 401-849-7850 Fax: 401-849-7854. Website: www.churchillyachts.com.

Steve Stiglbauer, announces the opening of Palm Harbor Yacht Brokerage Services, a new yacht brokerage, located at the 650 slip Home Port Marina in Palm Harbor. The new brokerage firm will represent clean, quality pre-owned yachts, both power and sail. For more details call: 727-772-9580 or visit: www.homeportmarina.com.

Ships International have moved their offices to 777 SE 20th St., #270, Ft. Laud., FL 33316. Phone number is the same.



In Memoriam...

It is with great sadness that Koch, Newton & Partners announce the sudden passing of our dear friend & colleague, Bruce A. Bales. Bruce died quietly in his sleep on October 25th of a massive heart attack.

At 48 years of age, Bruce enjoyed a distinguished career in yacht sales, both with KN&P and with Nigel Burgess/Amels USA. Earlier in his career, he founded Bruce A. Bales & Company and was the dealer for Ocean Yachts. Bruce will be deeply missed at our offices and throughout the industry.

Bruce was a devoted husband to his wife, Arlene (his high school sweetheart) & a dedicated father to their two sons, Kevin and Steven.



DEBRA HIERYS

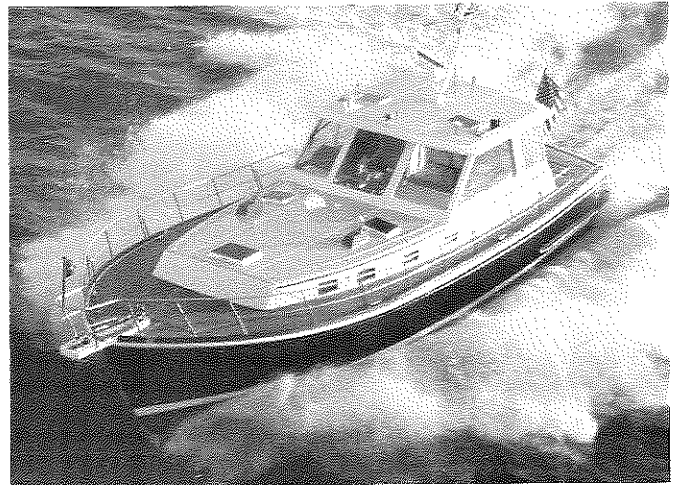
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CONGRATULATIONS TO NEWLY CERTIFIED PROFESSIONAL YACHT BROKERS.

Congratulations are in order for the following FYBA members who have taken the exam and completed the requirements to become Certified Professional Yacht Brokers (CPYB). This designation is conferred upon them by the National Yacht Brokers Certification Program.

The newest CPYB yacht brokers are:

Bob Anslow, ALLIED RICHARD BERTRAM

Jonathan Burkard, ALLIED RICHARD BERTRAM

Brian L. Dekkinga, ALLIED RICHARD BERTRAM

Tom Horvath, ALLIED RICHARD BERTRAM

Richard Kniffin, THE MARINE GROUP

Kevin Merrigan, NORTHROP AND JOHNSON YACHTS SHIPS

Daniel P. Moogan, ALLIED RICHARD BERTRAM

Yolanda V. Phinney, THE MARINE GROUP

If you are interested in becoming certified and/or would like to attend a study session please call the FYBA office at: 954-522-9270.

The Yacht & Brokerage Show

February 17-21, 2005

Indian Creek Waterway alongside Collins Avenue
Miami Beach, FL

Hours	Thurs., Feb. 17	10am - 7pm
	Fri., Feb. 18	10am - 7pm
	Sat., Feb. 19	10am - 7pm
	Sun., Feb. 20	10am - 7pm
	Mon., Feb. 21	10am - 7pm

INFORMATION

FYBA MEMBERS & EXHIBITORS

New for 2005 are two air conditioned pavilions that will house all of the exhibitors who had booths last year. If you have any questions or need assistance in planning your exhibit please call: 954-764-7642.

MINI-OFFICE

As always, access to email & fax capabilities will be offered during the show to FYBA Members.

-Watch your email/fax for details-

There's a New Standard when choosing a Yacht Broker



When you work with a Certified Professional Yacht Broker, you may do so with the confidence that they have the experience and knowledge to handle every facet of a sale. A Certified Professional Yacht Broker has passed a rigorous exam, testing their knowledge on tax laws, ethics, closings, co-brokering and numerous other important details which are integral to a smooth transaction.

To find out more about the Certified Professional Yacht Broker program or to locate a CPYB designated broker near you, visit www.cpyb.net.



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The official site of the International Yacht Council Limited



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954.578.8363
info@yachtcouncil.org



Allied Richard Bertram Marine Group (ARBMG) announces another successful Ft. Laud. Boat Show. Preceding this year's show, ARBMG was named the number one dealer worldwide for both Tiara and Azimut Yachts. This marks the 12th year in a row that Tiara has awarded ARB with this honor and the 4th consecutive year that Azimut has done the same. Exe. VP of Sales & Marketing Nick Bischoff was on hand at the Tiara Dealer Meeting in Holland, MI to accept the award, while ARB President George Jousma collected the trophy from Azimut at their worldwide dealer meeting at the Villa D'Este located in Cernobbio, Italy. At this year's Ft. Lauderdale Boat Show ARB had its largest display ever, with more than 30 boats on hand. Continuing its winning tradition, ARBMG sold a mix of both new & brokerage product during the show. The weekend following the show ARB hosted its annual VIP Day, where clients interacted with both their broker and the product. More than 20 sea trials took place during the day with many leading to sales. For more info. call: 954.462.5527.

Bradford Yacht Sales ' Bill Clifford has been appointed central agent for 2003 60' Hatteras Cnv, ERIK; 2003 58' Bluewater, SPECIAL ISSUES X, 1982 52' Midnight Lace, ANHINGA, 43' Chris Craft Continental, PLAYMATE. Brad Hunt has several new sportfishing centrals: 1983 46' Post, TROPIC VENTURE, 1993 40' Luhrs, MANANA and 1985 46' Bertram SHOOTER. Mike Todd has sold the Shambhala, 85'GFT. Reaction was very favorable to this new line of boats, the "GFT" series at the Ft. Laud. Int'l Boat Show. They are building four boats (85'-90'-93'-98') all these to be Cat equipped (the V12-C32 series 1650 HP). These boats will be very fast and yet still able to achieve 3000m range. Bradford Yachts is the dealer exclusive for the company. Full specs & photos for all these listings are on YachtCouncil or by calling: 954-791-2600.

Churchill Yacht Partners announces they received an overwhelming response to their flagship, Whisper, during the Ft. Lauderdale Boat Show. With her mast standing 165' above the water and flying the Churchill Yacht Partners' banner, Whisper was highly visible on F dock and attracted a great deal of attention. Available for charter in the Caribbean this winter and the Mediterranean the summer of 2005, Whisper's charter management is overseen by Churchill Yacht Partner's in-house broker, Sandy Carney, out of their offices in Newport, Rhode Island. Churchill Yacht Partners offers a complete package of large yacht services including brokerage, charter yacht management, crew referral, and new construction support. For more info. call: 401-849-7850.

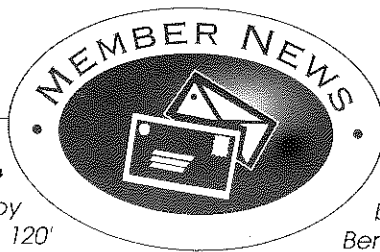
Eastern Yachts is now the South Florida dealer for Hunter Marine. "By adding the Hunter line to the Beneteau and Catalina lines, we are now in the unique position to offer the south Florida sailing yacht buyer all three major U.S.-built yacht lines in one location. Our Palm Beach 'Sailboat SuperCenter' facility will stock all the 30'-47' Beneteaus, Hunters and Catalinas for the customer to see which has never been possible before", said Gary Fretz, an owner of Eastern Yachts. Eastern had 23 "deals-pending" going into the Ft. Lauderdale Boat Show so business is rebounding. For more details call: 954.828.9071.

International Yacht Collection announces the sale of MY BON BON in 'first of its kind' auction. On the eve of the world's largest boat show, a new way of selling megayachts earned its stripes when the 122-foot BON BON sold at auction for \$4.95 million. Bidders and observers gathered at Lauderdale Marina, sipping champagne and enjoying such exotic hors d' oeuvres as kangaroo while taking a last look at the yacht, which was sold by the newly formed Yacht Auction Group. Partners in the venture include Ft. Laud. yacht broker Kelly Drum, Show Management President & FLIBS producer, Kaye Pearson, and Craig King, president of J.P. King Auction Co. The idea for yacht auctions began to develop 3 yrs. ago when J.P. King and Drum's real estate brokerage worked together on the sale of a Ft. Laud. mansion. "There are so many similarities that it made a lot of sense. The price range for mansions and megayachts is similar. The cost of ownership is comparable. And in both cases, ordinary sales channels can often be frustratingly slow," said King. "An auction sets a date on which the yacht will sell, and that's attractive to a lot of people." For more details call: 954-522-2323

Northrop and Johnson of Ft. Lauderdale is pleased to report another successful Ft. Laud. Boat Show with the sales of: KALIKOBASS, the 76' Frers/CNB sailing yacht by Ann Avery, LADY SAM, the 63' Viking MY by Gregg Child and TITAN 7, the 88' U.S. Yachts sailing yacht by Kevin Merrigan. In addition, N&J had a very exciting afternoon on October 27th, as a long time client of Kevin Merrigans purchased BON BON, the 124' Flagship, at auction. BON BON available for charter in the Bahamas and Caribbean this winter. New listings include: Ann Avery's TOO REJOYCE, the 73' Donzi SF and GODSPEED, the 80' Dashew sailing yacht. Ann also has a U.S. Central on APHRODITE 2, the 140' Vitters sailing yacht. Gregg Child has listed SCOOT II, the Nauset 42 Cruiser and Kevin Merrigan has listed AUSTRALIAN GOLD the 92' Broward MY. Price reductions to their inventory include: Kevin Merrigan's listings BALLYMENA, the 124' Swiftships MY and INGOT, the 70' Hatteras MY; Michael Nethersole's POINT BLUE, the 65' Point West SY; Gregg Child's TIETA, the 74' Sunseeker MY; and Ann Avery's listings PHOENIX, the 74' Little Harbor SY and DREAM VOYAGER, the 70' Southern Wind SY. For more details call: 954-522-3344.

United Yacht Sales reports that overall traffic was light at the Ft. Lauderdale Show, but the quality was good. Bi-lateral contracts were written on 2 out of the 9 boats displayed at the show and there was good interest in several other boats. United, Bartram & Brackenhoff, Merrill Stevens, Sacks Group, Sparkman Stevens and several other brokerages share the north end of the show (Los Olas Docks). For more information contact Peter Schmidt at United Yacht Sales at 772-463-3131.

Affiniti Yacht Brokerage is proud to announce their appointment as Central Agent for the 1985 96' Broward Cockpit Motor Yacht known as TERE J and the 1998 67' Buddy Favis Custom Sportfish known as GRACE. Additionally, Affiniti is the selling agent for 1996 58' Neptunus Sedan MY MAGGIE. For more info. call: 954-943-1722.



Allied Richard Bertram Platinum Yacht Collection reports recent charter activity by John Weller of the following: 116' Feadship, 120' Broward, 205' Codecasa, 138' Heesen and an 80' Hatteras. Also, Scott French closed on the new 100' Benetti Tradition "Mariah II. For more details call: 954-467-8405.

Fairline Boats of North America kicked off the 2004 Ft. Lauderdale Boat Show with their annual sales meeting and awards dinner at The Capital Grille on October 27th. Mike Hansen, Broker of Record at Fairline Florida, received top honors as the 2004 North American Salesman of the Year. In addition, Hansen received the Pacesetter Award and the Repeat Customer Award. This is the second year that Hansen has earned the Top Salesman and Pacesetter award and the third consecutive year that Mike has received the Repeat Customer award. Fairline Florida is located at the Quay in Ft. Lauderdale. Mike Hansen can be reached at 954-328-7365.

Koch, Newton & Partners have just closed two sales of yachts over 47 meters. The 2002 156' Sensation Motor Yacht "ARIA" was sold at the Monaco Yacht Show. The 2004 170' Amels "LADY IN BLUE" was recently sold by Rob Newton to a U.S. businessman. The firm has also signed a new construction project with CMI (Custom Marine International) for the building of a 127' Tri-Deck MY. Newest Central Listings include: BIG PLAY 142' Christensen; DAYDREAM 140' Christensen; ABBRACCI 134' Lurssen; LADY EVANGELINE 108' Westship; MAN OF STEEL 92' Mangusta. For more details call: 954-525-7080.

Atlantic Yacht and Ship and Mack Carroll is proud to announce the sale and delivery of a new 130' Westport to an American client. For more details call: 954-921-1500.

Fraser Yachts Worldwide announces recent sales that include Penny Parrot's 147' Hakvoort CAMPBELL BAY and John DeCaro's fourth 90 Series Inace Explorer Yacht. For more details call: 954-463-0600.

Burger Boat Company announces the opening of its new European office, located in Monaco directly in front of Port Hercules. Visit www.burgerboat.com for more information.

Robert J. Cury & Associates is proud to announce the recent sale of the 86' Hatteras CNV, FREEDOM and their 103' Broward MY, LADY FRANCES IV, during the Ft. Laud. Boat Show. David Wiest has obtained his newest central agency, the 2003 112' Broward MY, LACY NANCY, the latest Broward on the market and is currently cruising the Gulf of Mexico. Bob Cury recently listed the 91' 1990/91 Burger MY, SEA-QUEL, and the 75' 2001 Hatteras CMY, JALI. Both vessels are located in Ft. Laud. and available for inspection. The 75' 2002 Hatteras, LACEY K and the 82' 2001 Monte Fino, A-TEAM, are now located in Ft. Lauderdale for the winter. For more details call: 954-525-7484.

Passage Maker Marine has announced that Rex Yachts will be the builder's new sales representative. Passage Maker Marine specializes in long-range yachts. The firm recently launched the new Seaton 85', which made its debut at the 2004 Ft. Lauderdale Int'l Boat Show. For more info. call Rex Yachts at: 954-463-8810.

Fraser Yachts Worldwide announces it has been acquired by Italian Yacht builder, Azimut-Benetti and V. Ships Leisure, the world's leading provider of ship management services. This joint-venture will preserve Fraser's independence and its relationships with yacht owners and builders, while allowing Azimut-Benetti to offer Fraser Yachts services and preferential management support to its clients. For more details call: 954-463-0600.

Vicem Yachts USA announces it is building a 58' Vicem Express MY at Lauderdale Marine Center for demonstration purposes. For a limited time there will be a demo 54' and 65' in Ft. Lauderdale available for preview. New listings include a 2004 Vicem 52'; 2003 Vicem 65'; and the 2004 Vicem 52'. This Vicem 52' is loaded with optional equipment and upgrades and has only 40 engine hours. Brokers fully protected. Offices located at 2015 SW 20th St., #200, Ft. Laud. Call: 954-713-0737, or email: info@vicemusa.com.

The Catamaran Company announces that Lagoon America recently presented the company the third consecutive Lagoon Dealer of the Year award for the most Lagoons sold in the United States in 2004, marking its highest sales revenues since inception in 1989. The awards reflect The Catamaran Company's status as the leading meeting place for catamaran buyers and sellers in North America. Staley Weidman again emerged as 2004's top selling Yacht Broker for the most Lagoon Catamarans sold in a calendar year in North America. For more details call: 954-727-0016.

First New England Financial is pleased to announce the hiring of Cathie Morelli to their Ft. Lauderdale Team. Cathie is a Sales Manager and will assume the responsibilities for loan sales in Southeast Florida, as well as the West Coast of Florida. Call 1-800-BOATLOAN for more details.

Yachting Magazine unveils new design this November. The November issue was unveiled at the 2004 Ft. Laud. Boat Show. Highlighted editorial changes include: Best New Superyachts: a look at this year's finest fleet of yachts from around the world ranging from 100' to 295'. The Yachting Life: Focused on personalities, destinations, diversions and "essentials." For more details call: 954-463-4004.

ShowBoats International announces the addition of the following executives to its marketing and advertising sales staffs: David Morris as Director of Marketing; Emanuele De Mari as European account representative based in Genoa, Italy; Christine Axel as national account representative for charter/brokerage and custom publishing services; Troy Renneberg as Real Estate/Design Advertising Representative for Florida and the Caribbean regions. For more details log on to: www.showboats.com.

Southern Boating Magazine recently received an APEX award in the category of "Most Improved Magazines and Journals". This year almost 5,500 entries were submitted for consideration. The magazine's redesign includes an improved layout, better photography, and enhanced editorial content. Southern Boating will begin its 33rd year of publication in Sept. 2004. For more info. call: 954-522-5515.

New Applicants

Please review the list of new applicants carefully and submit any comments pro or con in writing to FYBA, P.O. Box 460044, Ft. Lauderdale, FL 33346. All comments will be treated on a confidential basis.

Professional Associate

John Zohn - International Yacht Collection
1850 S.E. 17th St., Ft. Lauderdale, FL 33316
954-522-2323 Fax: 954-522-2333
Jim Eden & Andy Down

Andrea L. Spires - Bradford Marine
3051 State Road 84, Ft. Lauderdale, FL 33312
Ph: 954-377-3900 Fax: 954-377-3901
Bill Nelson & Jim Eden

Affiliate Active

Ami G. Williams - CU Yacht Charters
2067 S. Federal Hwy., Ft. Lauderdale, FL 33316
954-653-0569 Fax: 954-523-6712
Donna MacPhail & Frank Herhold

Sally G. Dane* - First American Transportation
510 Bienville S.E., New Orleans, LA 70130
Ph: 786-417-7139 Fax: 305-531-4166
Mike Bussaca & Tom Glass

James A. Graham* - Reverse Osmosis of South Florida, Inc.
150 S.E. 29th St., Ft. Lauderdale, FL 33316
Ph: 954-462-4114 Fax: 954-467-6080
Larry Saylor & Stuart Donaldson

William R. Hodgens* - W.R. Hodgens Marine Insuran
2019 S.W. 20th St., #104, Ft. Lauderdale, FL 33315
Ph: 954-523-6867 Fax: 954-523-6488
Brad Hunt & Nick Stanley

Hugh C. Patrick* - The CKIM Group, Inc
409 2nd Ave., Melbourne Beach, FL 32951
Ph: 321-777-1707 Fax: 321-485-0244
Terry Hines & Penny Parrot

Charles J. Younger Jr.* - EGlobalYachts
101 Olde Towne Road, Savannah, GA 31410
Ph: 912-898-4835 Fax: 912-898-4835
Larry Bonenberger & Peter Lenton

Virginia S. Robertson - Yachtstore, LTD
757 S.E. 17th St., #500, Ft. Lauderdale, FL 33316
Ph: 954-791-1737 Fax: 954-584-1754
Rags Weldon & Terry Hines

Affiliate Associate

Solenn De Braux - Fraser Yachts Worldwide
1800 S.E. 10th Ave., #400, Ft. Lauderdale, FL 33316
Ph: 954-712-7118 Fax: 954-467-0766
Terry Hines & Penny Parrot

Support

Gene Douglas - Bradford Marine
3051 State Road 84, Ft. Lauderdale, FL 33312
Ph: 954-791-3800 Fax: 954-583-9938
Bill Nelson & Jim Eden

New Applicants

Please review the list of new applicants carefully and submit any comments pro or con in writing to FYBA, P.O. Box 460044, Ft. Lauderdale, FL 33346. All comments will be treated on a confidential basis.

Support

Linda J. Gustas - MarineMax
700 S. Federal Hwy., Pompano Beach, FL 33062
Ph: 954-691-0186 Fax: 954-946-1661
Peter Woods & Robert J. Cury

Aaron C. Klimek - Galati Yacht Sales
1010 8th Ave. South, Naples, FL 34102
Ph: 239-430-2833 Fax: 239-430-2832
Tony Kordowski & Diane Stigall

Elizabeth Messenger - International Yacht Collection
1850 S.E. 17th St., #301, Ft. Lauderdale, FL 33316
Ph: 954-522-2323 Fax: 954-522-2333
Jim Eden & Kent Chamberlain

Kimberly D. Schweitzer - International Yacht Collection
1850 S.E. 17th St., #301, Ft. Lauderdale, FL 33316
Ph: 954-522-2323 Fax: 954-522-2333
Jim Eden & Kent Chamberlain

Eve D. Surdin - Hal Jones & Co.
1900 S.E. 15th St., Ft. Lauderdale, FL 33316
Ph: 954-527-1778 Fax: 954-523-5153
Steve Fithian & Jane Evans McCuiston

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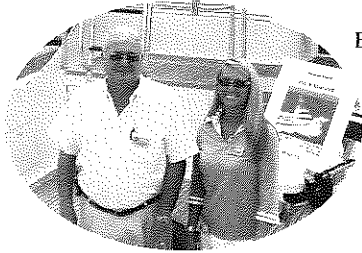
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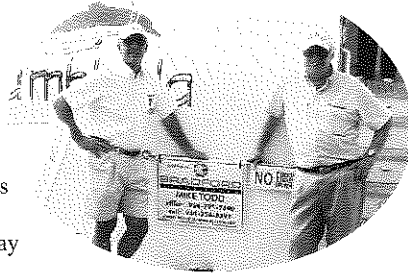
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TICKETS**

❖ **PRIVATE
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WORLDWIDE**

Fort Lauderdale International Boat Show



Bill Nelson and Co. from
Bradford Marine Group



Mike Todd (L) shows
off his listing at the
Bradford Yachts display

Westport Yacht Sales' booth was packed
with "potential" buyers.



Trinity Yachts display
was busy throughout the show



Stuart Yacht Sales'
HUNT 36 was looking
to go home with a
new owner.

COMMENTS

I was surprised to meet several buyers of trawlers at the show who had lost their boats in the hurricanes and were actively looking to spend their insurance money on an immediate purchase. I suspect that there will be more immediate sales than usual.

-Brian Jackson-Pownall
Victoria Investments

Koch, Newton & Partners had a very good Ft. Lauderdale show. The quality of the clients, particularly on Thursday and Friday, were excellent. We signed one contract on a large yacht and are expecting three others.

-Judy Apicerno
Koch, Newton & Partners

They report that their Egg Harbor / Predator booth had unusually high volume and was very successful. The traffic in the new boat section of the Ft. Lauderdale International Boat Show seemed very enthusiastic and with good product and two boats in stock, it was all in all a very good show.

-Mack Carroll
Atlantic Yacht & Ship

Dragon Powerboats, Inc announces that the The Dragon was on display in the Yacht section of the Ft. Lauderdale Boat Show near the Swimming Hall of Fame. The

boat in the show Sold with in 4 hours of the opening on Friday. We now have 5 orders for the new Dragon. The comments were all positive as to the appearance, construction, performance and safety.

-Craig Barrie
Dragon Powerboats, Inc.

YACHT COUNCIL AND FLIBS

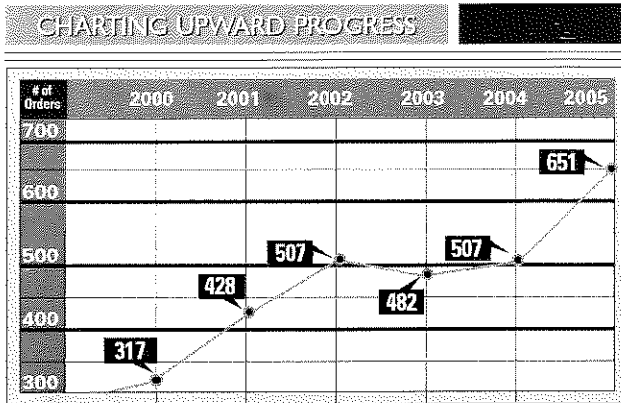
The Yacht Council List of yachts in the show was invaluable. I didn't count the number of times that I referred to it. The most frequent comment we hear on the docks is how overwhelming the show is. While the size of the show is a compliment to our organizational skills, it can frustrate clients who are shopping for a boat. I used the list to help steer my clients to the yachts that were are interesting in seeing. For example, I had a couple arrive from Seattle who had planned to spend all five days at the show. We met first thing Thursday morning, went over their search criteria, identified the yachts that they should see, and off we went. Within four hours they had seen every yacht in the show that interested them. That left them with the opportunity to spend the next four days exploring, and having fun in our beautiful part of the world. And it left me with ample time for other clients and their search. Thank you Yacht Council!

David Tomen
The Marine Group

2005 Order Book

- LUXURY YACHT ORDER BOOK UP 28.4%
- 14 MILES OF YACHTS UNDER CONSTRUCTION
- ITALIAN INDUSTRY CONTINUES TO SURGE
- US & ASIAN ORDERS UP DRAMATICALLY
- 80-89 FOOT SEGMENT UP 59%
- OPEN MARKET UP 256%

The 2005 Order Book compiled by ShowBoats International features an annual report detailing the level of yacht-building activity around the world. Some key excerpts from the Order Book 2005 appear below.



The increase reported in the 2005 Global Order Book over the 2004 Order Book represents an estimated U.S. \$1.22 billion jump in the value of the industry's new-yacht construction.

SBI editors report "VICTORY AT SEA"

From a historical point of view, Showboat's International's 2005 Global Order Book is nothing short of staggering. Consider that since 1997, the year that 80-foot to 90-foot yachts were added to the database, the global market for luxury yachts has more than tripled. This year's 144-yacht increase over 2004 is almost the same size as the entire global yacht market of 1992. The increase alone represents an estimated U.S \$1.22 billion jump in the value of the industry's new yacht construction.

ORDERS BY LENGTH & YEAR

Length	Sailing Yachts					Motor Yachts				
	'01	'02	'03	'04	'05	'01	'02	'03	'04	'05
100-149'	16	17	18	18	13	103	141	114	122	194
80-99'	5	10	8	8	8	36	44	46	59	63
60-79'	17	14	14	9	16	95	103	100	103	129
40-59'	16	16	15	13	12	68	74	69	70	103
20-39'	10	15	14	14	10	62	73	84	91	103
Under 20'	64	72	69	62	59	364	435	413	445	592

The editors of Showboats International indicate that some of the reasons behind the dramatic increase is the continued economic growth in the U.S., Europe and Asia plus the new large-yacht orders from the Russian market. Perhaps the most important factor, however, is the stability of the Euro/US dollar exchange rate. Though it has stabilized at a level higher than many European builders would wish, its predictability has allowed companies and consumer on both sides of the Atlantic to adjust their expectations and pricing.

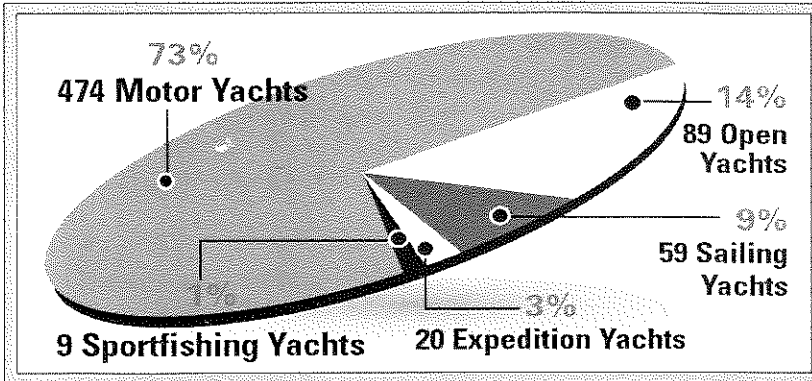
TOP 10 BUILDER NATIONS

Yard Name	Number of Projects	Average Length
1. Italy	249	113'
2. US	97	114'
3. Netherlands	48	158'
4. UK	58	94'
5. Taiwan	39	94'
6. Germany	17	204'
7. New Zealand	22	138'
8. China	23	109'
9. Denmark	15	103'
10. France	10	142'

TOP 10 CUSTOM BUILDERS

Yard Name	Number of Projects	Average Length
1. Benetti	34	182'
2. CRN	27	120'
3. Lurssen	10	234'
4. ISA	14	135'
5. Feadship	9	197'
6. Trinity	10	165'
7. Sensation	7	169'
8. Amels	6	195'
9. Perini Navi	6	191'
10. Palmer Johnson	8	124'

TYPE OF YACHTS BEING BUILT



IN 1992, AZIMUT AND BENETTI WERE SEPARATE COMPANIES WITH A TOTAL OF FIVE YACHTS UNDER CONSTRUCTION. TODAY THE WORLD'S LARGEST BUILDER, THE AZIMUT-BENETTI GROUP HAS 64 YACHTS OVER 80 FEET UNDER CONSTRUCTION AND ON ORDER, UP 14% (BY UNIT PRODUCTION) OVER 2004. BACK IN 1992, FERRETTI WASN'T EVEN ON THE LUXURY YACHT RADAR SCREEN. TWELVE YEARS LATER, THE FERRETTI GROUP (INCLUDING FERRETTI, PERSHING, CUSTOM LINE, RIVA AND CRN) IS AHEAD OF AZIMUT-BENETTI IN UNIT PRODUCTION WITH 69 YACHTS, THOUGH IT REMAINS IN SECOND PLACE IN OVERALL BUILDER RANKINGS DUE TO 291 FEW LINEAR FEET OF YACHTS UNDER CONSTRUCTION

TOP 10 BUILDERS BY AVERAGE LENGTH

Yard Name	Number of Projects	Total Length	Average Length
1. Lürssen	10	2,341'	234'
2. Oceanco	3	682'	227'
3. Feadship	9	1,775'	197'
4. Amels	6	1,167'	195'
5. Perini Navi	6	1,146'	191'
6. Delta Marine	3	560'	187'
7. Proteksan-Turquoise	3	532'	177'
8. Royal Huisman	4	691'	173'
9. Sensation	7	1,180'	169'
10. Codecasa	3	498'	166'

Asia on the Rise

Perhaps the most dramatic increase in the builder nation rankings is in Asia with Taiwan rising one notch from sixth to fifth place and China, in eighth place, making its first top 10 placement. China's 2004 production increase totals 217%, calculated by linear feet. Taken together, the China/Taiwan order book would place them third in the rankings based on unit production, and fourth on the basis of linear feet.

Sailing is Soft

The only segment of the market showing weakness for 2005 is sailing yacht construction. Overall, the segment fell 5%, a total of three orders off from 2004. Sailboats from 90 feet to 99 feet stayed even at 8 orders, while sailing yachts from 100 feet to 119 feet increased 77% to 16 orders.

Expedition-style yachts remain constant

Expedition-style yachts, which had enjoyed a steady increase in popularity in recent order books, remain constant in 2005 at 20 orders.

THE PURPOSE OF THE REPORT IS TO PROVIDE A BODY OF DATA - COMPILED IN A SYSTEMATIC FASHION AT THE SAME TIME EVERY YEAR. THE CUTOFF FOR THE ORDER BOOK IS SEPTEMBER 1 EACH YEAR.

FOR A COMPLETE REPORT SEE SHOWBOATS INTERNATIONAL JANUARY 2005 ISSUE. THANKS TO SHOWBOATS FOR SHARING THIS INFORMATION WITH FYBA MEMBERS.

TOP 20 BUILDERS

Yard Name	Number of Projects	Total Length	Average Length	2004 Rank
1. Azimut-Benetti	64	7,346'	115'	1
2. Ferretti Group	69	7,055'	102'	2
3. Rodriguez Group	53	5,678'	107'	3
4. Sunseeker	52	4,659'	90'	4
5. Lürssen	10	2,341'	234'	5
6. Feadship	9	1,775'	197'	7
7. Westport	13	1,650'	127'	15
8. Trinity	10	1,645'	165'	16
9. Royal Denship	15	1,550'	103'	6
10. Kha Shing	16	1,525'	95'	-

Yard Name	Number of Projects	Total Length	Average Length	2004 Rank
11. Horizon	15	1,420'	95'	10
12. Hatteras	15	1,322'	88'	12
13. Sensation	7	1,180'	169'	13
14. Amels	6	1,167'	195'	9
15. Perini Navi	6	1,146'	191'	14
16. Palmer Johnson	8	993'	124'	-
17. Christensen	6	937'	156'	-
18. CMI	8	903'	113'	-
19. Heesen	7	882'	126'	-
20. Burger	7	868'	124'	-

FYBA CHARTER OPEN HOUSE

NOVEMBER

Other Boats on display included:

Camper & Nicholson's

110' 2004 Broward MY ENTREPRENEUR

Priscilla Yacht Management's

92' 1997 Westship MY BRAVO ZULU

85' 1991 DeVries ANACONDAS

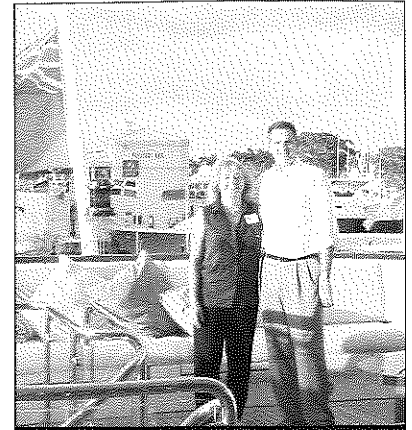
81' 1937 Consolidated SEA SPRAY

70' 1985 Hatteras BARONESS II

Thanks to all the participants & attendees who help make these shows a success in its infancy stages - see you again in January 2005!



Denise Baker (L) and Priscilla Finley (2nd from far R) share a photo opp. with crew



Robin O'Brien of Fraser Yachts and Steve Johnston of Luxury Yacht Group



Charter Professionals enjoy a glass of wine aboard SOLEMATES



SOLEMATES crew member with Luxury Yacht Group's Taff Weaver & Rupert Connor

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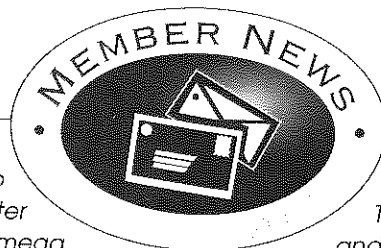
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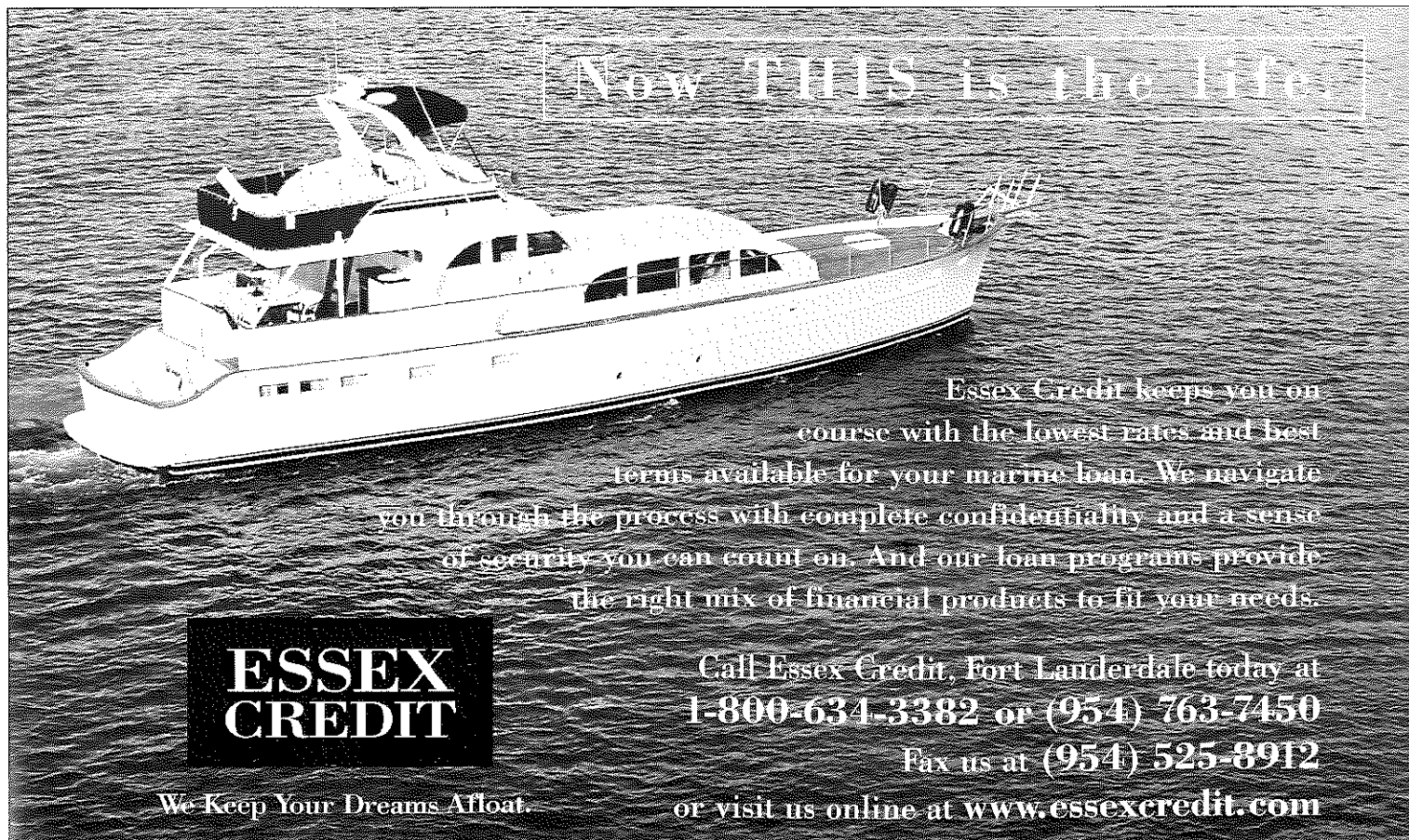
International Yacht Collection is pleased to welcome Kim Vickery to their retail charter team. She brings 10 yrs. of experience in the mega yacht industry, and an enthusiasm for excellence in arranging the finest customized charter vacations for discriminating clientele. Kim has held positions in both retail and charter marketing with reputable brokerage firms. She operated her own agency for the last two years before joining IYC. For more information on chartering world class yachts contact kvickery@yachtcollection.com or 954-522-2323.

Frank Gary Yacht Brokerage announces the listing of "Shangria-La" the 65' Custom Luxury Catamaran. This charter sailing vessel was launched in 1999, and was built by Caribe Yachts in St. Kitts. "Shangri-La" was designed by Alex Simonex, and the Kevlar-reinforced GRP hulls are engineered by SP Systems in London. She features carbon fiber spars; two 100 Yanmar diesels; and two 10.5 kw gensets. She charters in the USVI and BVI's. The yacht is currently in St. Croix and is in bristol condition. For more info. call: 410-280-6611.

Koch, Newton & Partners announces the addition of 2004, 170' Amels "LADY IN BLUE" to their charter fleet. For rates and availability call: 954-525-7080.

Emerald Yacht-Ship announces that the 172' Taipan III will be available for charter all winter and all next summer out of Golfe Juan near Cannes, France. She is chartered for the GSM conference in Cannes Feb 13 - 17, 2005 and from July 28 - Aug. 25 beginning and ending in Cannes. The 64' Taipan IV will be available for charter out of the lovely island of Langkawi at the border of Thailand and Malaysia. All Taipans viewable on the broker friendly website at www.taipan.org. For rates and availability call: 941-639-4442.

Nicholsons Yachts announces the following yachts available for charter: KALIKOBASS II, 104' Fauroux Sloop. KALIKOBASS II is departing for the Caribbean; available for a charter Nov. 21st thru Thanksgiving and is open for Christmas week up until Dec. 30th. ZINGARO, 112' Sparkman & Stephens Sloop is available for Christmas & New Years. DOUCE FRANCE, 138' Luxury Catamaran is presently undergoing a refit and will be available for the winter 2005. DOUCE FRANCE is in the Caribbean thru March and has secured all permits for Galapagos charters and is available April thru May 2005. CIAO BELLA, 64' Custom Swan Sloop is available Dec. 16-26 due to a cancellation. For more details call: 401-849-0344.



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Flag States Chartering

Following is a summary of the information presented at the FYBA Charter Yacht Seminar in October

By: Peter Baker of Superyacht Technologies

Definitions:

Open Registers or "Flags of Convenience"

Shipping registers operated in third party countries, that is, from countries other than the nation of the yacht's beneficial owners. Advantages are zero taxes, easier labor laws, less restrictions and for some registers lax safety enforcement.

Examples: Bahamas, Barbados, Belize, Bermuda (UK), Cambodia, Cayman Islands (UK), Gibraltar (UK), Honduras, Luxembourg, Malta, Marshall Islands (USA), Panama, St. Vincent, Sri Lanka, Vanuatu.

Port State Control

Every country agrees to inspect visiting vessels to ensure their certificates, condition and safety equipment meet international (IMO) rules. They enforce SOLAS, MARPOL and STCW conventions. The Paris MOU required each party to inspect a minimum of 25% of all foreign ships entering its ports in a year. There is agreement not to re-inspect ships in any participating port within 6 months.

Detention

If a vessel is found to contravene the conventions, it will be detained, or prevented from leaving or sometimes entering a port. The Flag State will be informed and must then answer to the local maritime authority, such as the USCG in the US.

Load Line Certificate

This is a older cargo ship regulation established to prevent ships being overloaded, and places the "Plimssole Mark" on the ship's side. In the 60's when this convention was agreed there were no commercial yachts over 24m in length. Commercial yachts now come under this rule, which dictates stability and watertight integrity. Load Line certificates are generally issued by class societies. A problem if the yacht is not "in Class".

MCA Code of Practice

This set of equipment, construction and manning standards for commercial yachts became law for red-flagged vessels in 1998. There is one set of rules for yachts over 24m Load Line length (about 90') and another set of rules for yachts under 24m, therefore it applies to all yachts large and small. Difficult for older yachts to comply with, all newer large yachts built by the reputable yards are built to this code. The MCA is attempting to get this accepted as an international code and already some other countries are using it.

Useful Websites

Marshall Islands: www.register-iri.com

Cayman Islands: www.caymarad.com

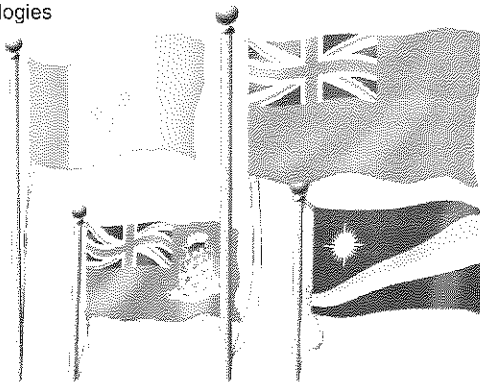
Saint Vincent/The Grenadines: www.svg-marad.com

BVI: www.bvifsc.vg/fsc_shippingregistry.php

UK-MCA: www.mcga.gov.uk/c4mcga/mcga-home.htm

USCG: www.uscg.mil/USCG.shtm

Superyacht Technologies: www.super-yachts.com



Commercial Yacht

There is not an internationally accepted definition. The MCA defines it strictly as a yacht which is taking money from the client. The Marshall Islands believe yachts are only commercial if they charter as a major activity, that is, more than 12 weeks in a year. Saint Vincent & The Grenadines make no differentiation between commercial and private, except when over 500 tons when it comes under SOLAS rules. If a yacht is to be "Commercially registered" it will require a Load Line Certificate (if over 24m) and a Certificate of Compliance for the Code of Practice.

IMO

The UN of the maritime world who agree safety, manning and anti-pollution standards for ships trading internationally.

SOLAS (Safety of Life at Sea)

IMO rules for construction, firefighting, lifesaving, distress communications, and safety management. The MCA Code is a simplified version of SOLAS specifically for yachts.

MARPOL (Prevention of Pollution from Ships)

IMO rules related to carrying oils, harmful substances, discharge of sewage and garbage. Any yacht private or commercial over 400 tons must have an International Oil Pollution Prevention Certificate.

STCW (Standards of Training and Certification for Watchkeepers)

IMO rules for education and experience standards, so that all officers' certificates, deck and engineering are based on the same international standard. The MCA has produced special yacht based standards, equivalent to STCW levels, such as the Class 4 Master's License, now called "Master (Yacht)".

Superyacht Technologies, Inc.

A team of yacht managers and consultants located on 17th Street. We are independent of any brokers therefore present no threat to the client/broker relationship. We assist owners, captains and brokers on regulations, surveys, financial and technical management. We manage a small number of yachts, including the over 500 ton yachts, which require ISM and ISPS Code Certification. We produce all types of documentation, such as Safety Training Manuals, Safety Videos, Safety Drawings and Plans, SOPEP's, Security Plans and Procedures. There are SYT offices in Fort Lauderdale, Brisbane, Sint Maarten, and Palma.

Charter Booking Ends in World Peace and Unity of Religions

Jim Jones, was an up and coming charter broker, charming, handsome and up to his masthead light in debt. Jim was cautiously optimistic when representatives of each of the major religions of the world called him independently about yacht charters. The leaders of Buddhism, Judaism, Christianity and Islam each wanted a mega yacht charter for the first week of the New Year, and although Jim wondered at the coincidence, his Amex bill encouraged him to just get the deals done. Interestingly enough, Jim also got a call from the Scientologists, but they wanted a cruise ship experience so he referred it out.

Things went smoothly until the morning of the first day of the charter. For simplicity sake, and fearing that giving some sort of preference to one religion over another would eternally damn him to the fires of hell if he got it wrong....Jim had booked each of the 4 religious parties on the Gallant Lady series of yachts. At 7:30am the phone rang, and what Jim heard sent chills to the core of his being. Gallant Lady 1 had mistakenly filled her fuel tanks with a tanker-load of molasses, and the engines were hopelessly gummed up. They were canceling the charter. Gallant Lady 2 had an inexplicable and simultaneous failure of all her ships' blenders, and, with no way to make frozen drinks, they too were canceling the charter. Gallant Lady 3 had been caught out in thick weather in the Indian Ocean and had run onto the fringing reef at Keeling-Cocos. Jim briefly wondered how they had planned to make Bahia Mar by morning, but that didn't change the fact...charter cancelled. And the worst part was yet to

come - All four parties were at this moment converging on the one remaining Gallant Lady, number 4, thinking that was their charter. To top it off, the Scientologists, lost on their way to the cruise ship port, and thinking they were missing out, were also trying to get on board.

Jim hung up the phone, grabbed a few clothes and ran for the airport, wondering whether Baffin Bay was far enough to escape the fallout of the clash of the world's religions. After 3 days and 15 flights, he stopped running long enough to grab a paper somewhere on the south coast of Chile. And was shocked at the headlines: World Peace and Unity had been realized in our lifetimes - the world's religious leaders, forced together on the smallest of the Gallant Lady yachts, had reached a momentous unified Theory of Religion, Science and the Meaning of Everything which would end world war, hunger and crime and also put gasoline at the pumps at under \$1 a gallon. The world was looking for the charter broker responsible for getting the parties together, to honor, praise and generally shower him with wealth.

And you may ask, how could Jim have utilized a lawyer's advice here? Surely Jim is now under the protection of a higher power? Well, you're right...there was absolutely no need for a lawyer in this hypothetical story. And with the end of dishonesty, unfairness and crime, there would be no need for lawyers in this world. So, no need to give me a call.

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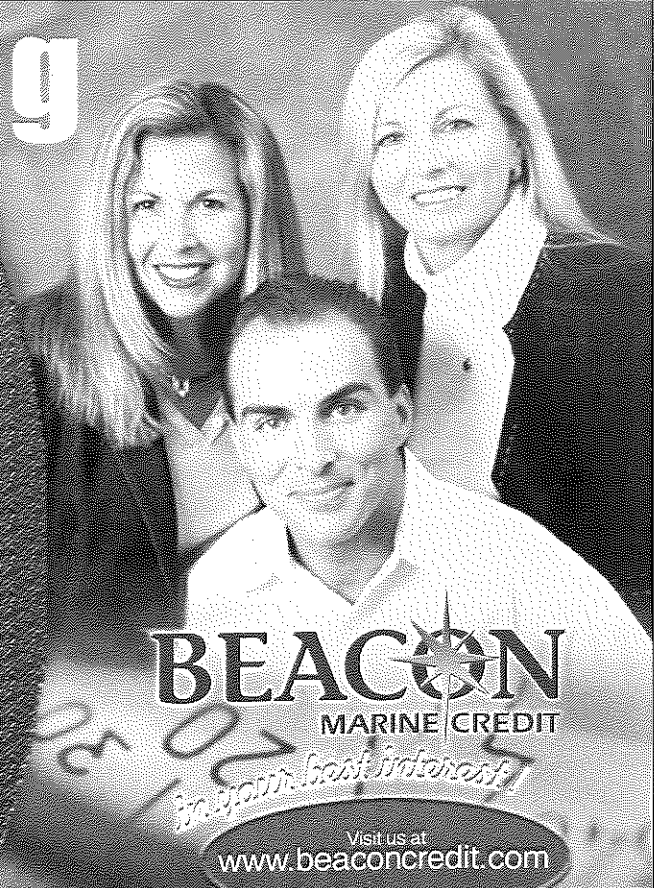
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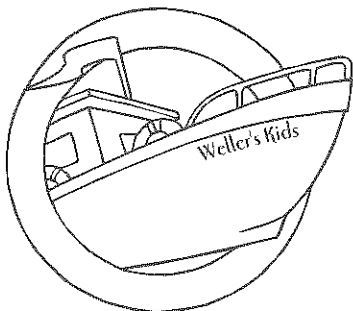
Visit us at
www.beaconcredit.com

Cancer Kids Go Yachting

What happens when a yacht broker wants to give back after his own personal battle with cancer - well, ask John Weller of Allied Richard Bertram Platinum. He has partnered with the Tradewinds Foundation to take children with cancer and their families on personalized yacht outings, for pure enjoyment and relaxation.

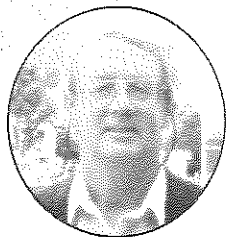
John is recruiting yacht owners, captains and other brokers to supply the yachts to be used for the individual outings. Tradewinds is working with Social Workers, Cindy Zehnder and Trish Lira, of Joe DiMaggio Hospital to identify and recruit patients and their families to participate. Tradewinds will supply lunches, activities and surprise packages for each of our guests.

Although Weller's Days is starting out on a small scale - it is John and Tradewinds hope to have many yachts serving and delighting many children and their families throughout the year.



If you are interested in sharing your yacht or your yacht connection for Weller's Days, please contact John Weller at 561-379-5431 or Debra Frankel at 954-561-7004.

re-print from Tradewinds Foundation
newsletter Fall 2004



Jeff Eaton, founder and president of Eaton Yacht Works

With over 25 years experience in the yachting industry, Jeff Eaton has the knowledge and experience to assist you with any marine project. Backed by excellent engineering skills, Jeff has a strong understanding of yacht operation, yacht construction, maintenance & repair. His outstanding reputation is built on skills and integrity, as well as long term relationships with yacht owners, yacht brokers, subcontractors and builders.

Eaton Yacht Works offers a range of expertise in areas including engineering, surface refinishing, woodwork, fiberglass repair, electrical, electronics, and plumbing.

We handle all aspects of your project:

- Planning & Organizing
- Budgeting
- Financial Management
- Liaising with your Shipyard
- Hiring & Supervising Subcontractors
- Project Coordination

Services offered:

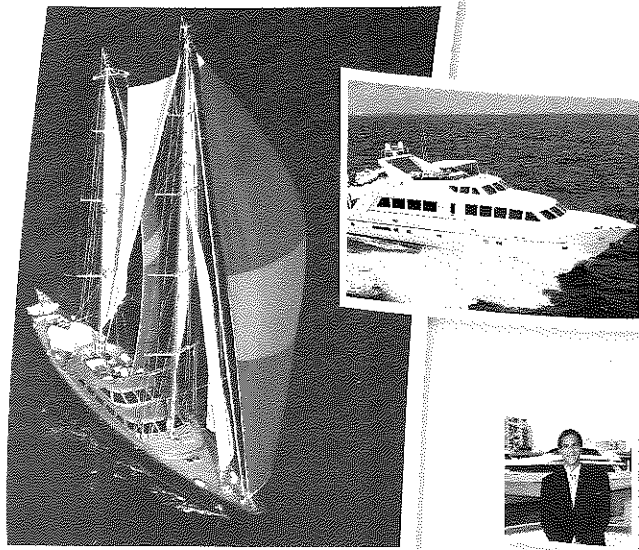
- Project Management
- Commissioning
- Refits
- Repairs
- Construction

Eaton Yacht Works, Inc.

808 S.W. 8th Terrace,
Fort Lauderdale, Florida 33315
Tel: 954-467-7851 • Fax: 954-728-8207
Email: eyworks@bellsouth.net

First New England Financial

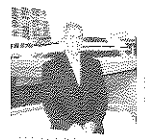
The 1st source for megayacht financing ...from \$100,000 to \$25 million and more



Jim Velez



Mike Scallin



Frank Ramos



Doreen Kline



Jackie Alvarez

The strength of First New England, the oldest major yacht loan originator in the financial industry, plus the power of our parent company North Fork Bank - a commercial bank holding company with assets of over \$50 billion - combines to provide megayacht owners with the prime source for loans.

- an expansive range of financing options
- loans for U.S. and foreign registrations
- lending officers with 95 years of experience

First New England Financial has originated more megayacht loans in the \$100,000 to \$25+ million category than any other bank or financial institution. We know how to navigate the waters of major yacht financing. Call Jim Velez, Mike Scallin or Frank Ramos at 1-800-BOAT LOAN and put the First New England Financial team to work for you.



Bahia Mar Yachting Center
801 Seabreeze Blvd.,
Ft Lauderdale, FL 33316
www.firstnewengland.com

Donate Your Cell Phone!

If you have just upgraded to a new model or have a couple of phones gathering dust on a shelf, we will be happy to take them off your hands. Through a partnership with Shelter Alliance, Seafarer's House receives up to \$25.00 for each cell phone you donate. What an easy way to do some house-cleaning and help us secure funds to support our mission to improve the lives of seafarers and their families. For more information about this program, or to donate your phone, please call us at 954-467-7330 or e-mail Nancy Gastaldi at nancy.g@seafarershouse.org



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F-04 \$270,000

Soverel Harbour Marina/Palm Beaches

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- 24/7 Security
- Floating Dock
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Call us at 1-772-465-0025 or visit our website to learn more at www.thedockminiumgroup.com



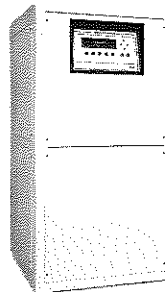
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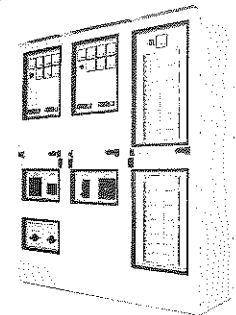


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Calendar OF EVENTS

NOV

18-21 St. Petersburg Boat Show
Bayfront Center Yacht Basin, St. Pete.

25 Thanksgiving Day

DEC

1-2 CPYB Annual Meeting -
Lago Mar, Ft. Lauderdale

1-6 Antigua Charter Yacht Show
Antigua

7-11 St. Maarten Charter Yacht Exhibition
St. Maarten

18 Winterfest Boat Parade
Ft. Lauderdale, FL

Office Space

FORMER YACHT BROKERS OFFICE. 2100 sq.ft free standing office building in Downtown Fort Lauderdale. Near Hospital and Courthouse. Good for Doctor, Lawyer or other professional. Beautiful architecture. Nicely landscaped. Contact: Iris Riley/Broker Trans State Commercial Realty Inc. (954) 760-7006.

Office suite for rent off of 17th Street in Fort Lauderdale. Five offices, reception and waiting areas, kitchen, storage room. Rent all or part of the suite, furnished and equipped if desired, phone system. Nice view, great location, covered parking, secure building. Approx. 1300 sq. ft. \$2,500/month to rent entire suite, OR individual offices. Call (954) 452-0116 or (954) 647-1211.



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www.nauticaintl.com

Winterfest Boat Parade

December 18
2004

ROCK 'N ROLL FANTASEA

The Parade will travel up the Intracoastal from Port Everglades in Fort Lauderdale to Lake Santa Barbara in Pompano Beach.

*Intracoastal Waterway will close at 5:20pm

*Parade Line Up Time: 5:30pm, SHARP

*Parade Start Time: 6:30pm, SHARP

Grandstand Viewing Area: The best seats on land to view the Parade. All reserved and assigned seats are located inside Birch State Park.

For more info. and boat entry form: Winterfest Boat Application, 512 N.E. 3rd Ave., Ft. Lauderdale, FL 33301 or fax: 954-767-0665. Call 954-767-0686.



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Bulletin Board

1. **Experienced brokers/salespeople** needed in several key areas by United Yacht Sales. Find out why over 30 brokers have joined the United team in the past 2 yrs. Call Peter Schmidt 772-463-3131.

2. Stuart Yacht Sales is seeking **experienced yacht sales people** immediately for expanding yacht brokerage office and inventory. Applicants must have solid communication skills, attention to detail, the willingness to work hard and be a team member. Great work environment and proven successful sales toolset. Two locations in Stuart. Contact Bill Watson at 772-215-0736 or email: bill@stuaryacht.com.

3. **BROKER/SALESPERSON:** Palm Beach Yacht Brokerage office looking for self-motivated & experience (preferred) broker/salesperson (40' & up). Immediate opening. All inquiries kept confidential - Submit resume to - pbyachts@ix.netcom.com

4. Sailing Yacht dealership in Ft Lauderdale seeks **experienced "Top Gun" broker/salespeople** to sell new and used Beneteaus, Catalinas, and Hunter. The manufacturers send us many leads that a "regular" brokerage does not get. We have a SE 17th Street location, a boat yard/sales office in the Port of Palm Beach and an office in Miami. We have limited space so take action now...Call Gary Fretz @ 954.609.6282.

5. WE ARE MOVING!!!! Our office is for sale and we are moving to a larger, cooler, building which allows us to EXPAND! We are looking for fun people skilled in **yacht management and yacht sales**, SO ... if you are looking for either a great 2100 square ft office or a great job at a really nice place to work, call or e-mail Kevin, in complete confidence at Northrop & Johnson 954-522-3344 kevin@njyachts.com.

6. Coastal Yacht Brokerage is expanding and has two immediate openings for **experienced yacht salespersons**. Great commission package available for proven producer; good track record, great attitude, and high integrity a must. East or West Coast of Florida. Also a marina office is opening in March just south of Baltimore. If you want to work with a great team, call Gary Smith @ 941-358-3005 or email Gary@CoastalYacht.net.

7. **Salesperson** - Listings provided. No 80/20 rule...everyone makes Top Money!! Extensive yacht & sales experience required. Join an International Company. Call George Coggeshall - The Moorings at 954-462-3075 Ext. 105.

Bulletin Board

8. **Part time Receptionist/Listing Assistant.** Flexible hours. Computer skills and prior marine brokerage experience a plus. Call: Dianne Ammons - The Moorings at 954-462-3075 Ext. 100.

9. **Broker Asst.** wanted for large Yacht Brokerage Co. Requires excellent organizational, written, verbal & computer skills, Great attitude, self-starter, yacht industry skills plus. Compensation package. Fax resume to Vivian at 954.462.5563. All inquiries confidential. EOE/DFWP.

10. Hal Jones & Co., dealers for Grand Banks has a position for a **salesperson with new/brokerage experience** for Stuart office. Contact Linda at 772-419-0418.

11. SonShip Yacht Sales is looking for **experienced Broker** with good client base to expand brokerage business in FL office. New boat sales potential/excellent benefits. Must have good communication skills, highly motivated & strong team player. E-mail/Fax resume: andy@sonshipyachtsales.com or 954-522-2324.

14. **Yacht Sales Associate** Wanted at Dwight Tracy & Friends: Looking for motivated, honest, hard-working sales person to join group of seasoned marine exes. Join a platform based on honesty & integrity. Learn from the best! Work with the best! Call 954.767.0007. All inquiries will be treated confidentially.

15. Galati Yacht Sales is searching for **Executive Asst.** and a **General Admin. Clerk.** Candidates for the Exe. Asst. position must have excellent organization skills, problem solving ability, be pro-active & highly proficient with numerous software programs; prior corp. experience with senior mgmt plus. Candidates for the General Admin. Clerk must have ability to perform a variety of clerical/office skills with a high level of accuracy- previous admin. experience in vessel/vehicle sales desired. Send resumes to fran@galatiyachts.com All resumes kept confidential.

16. Luxury Yacht Group is looking for **experienced retail charter and sales brokers.** Successful applicants must have a positive reputation within the industry & have proven closing skills. Excellent opp. to join this rapidly growing Co. Send resumes in confidence to - rc@luxyachts.com

17. Yacht Brokers at Halifax Harbor Marina is searching for an **experienced salesperson/broker.** Immediate opening. Located in a high traffic, 650 slip marina. Call Ron Stokke at 386-255-0744



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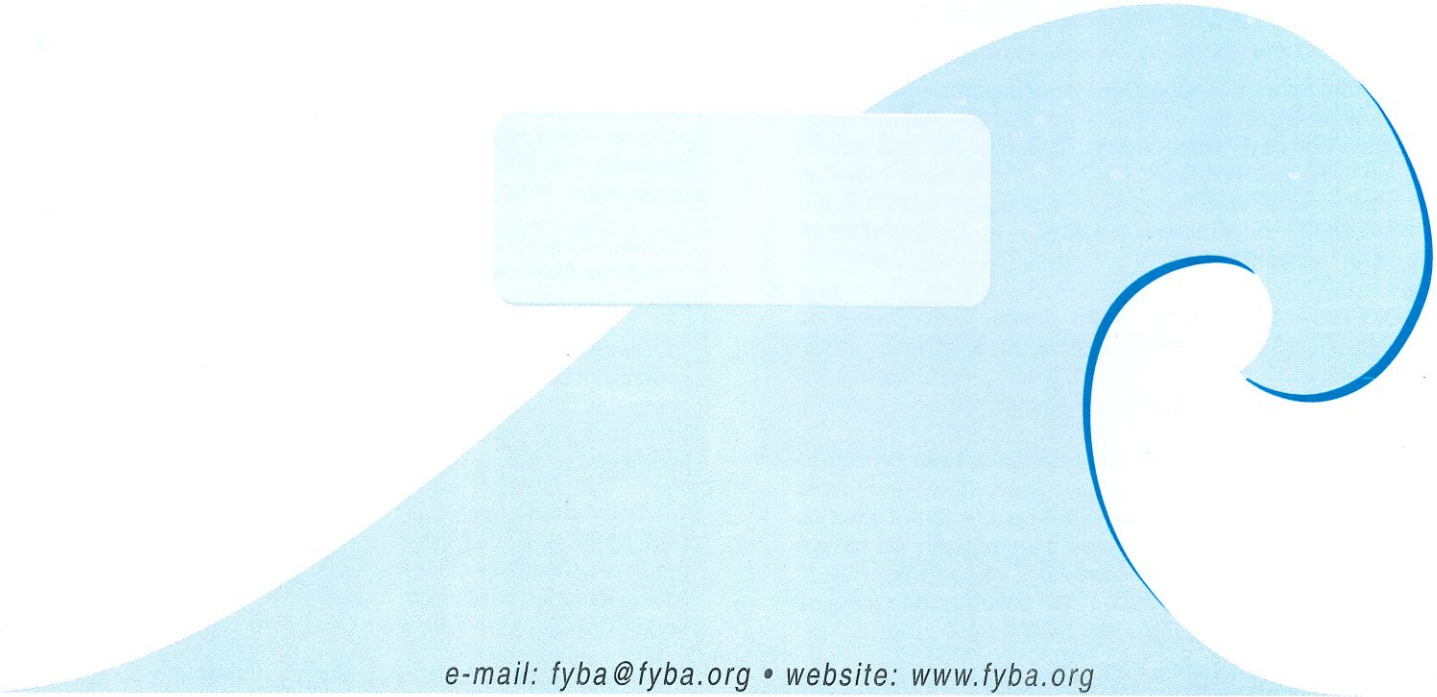
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FYBA MEMBERSHIP FACTS

FYBA with YPI Owns the Yacht & Brokerage Show (held mid February in Miami)

OBJECTIVES

To unite those engaged in the yacht brokerage business for the purpose of promoting cooperation and professionalism among its members.

To promote and maintain a high standard of conduct in the transacting of the yacht brokerage business in accordance with the FYBA Code of Ethics.

MEMBERSHIP REQUIREMENTS

Professional Members must be Licensed and bonded by the State of Florida under the Yacht and Ship Brokers Act.

Affiliate Membership Class is for individuals and companies directly related to the yacht brokerage industry.

CURRENT MEMBERSHIP

900 plus Members

While the majority of its membership is comprised of Florida based brokers, there is also representation from prominent firms located throughout the world.

MEMBER SERVICES & BENEFITS

- Arbitration service for members
- Legislative action committee
- Educational seminars
- Social events and charitable functions
- Monthly newsletter
- Standardized business contract & forms
- Published membership roster
- National advertising
- Trade only Boat Shows
Bahia Mar (7 per year)
- Member of the Int'l Yacht Council Ltd.
- FYBA Website
- YS&L Seminar - Oct. 6, 2004