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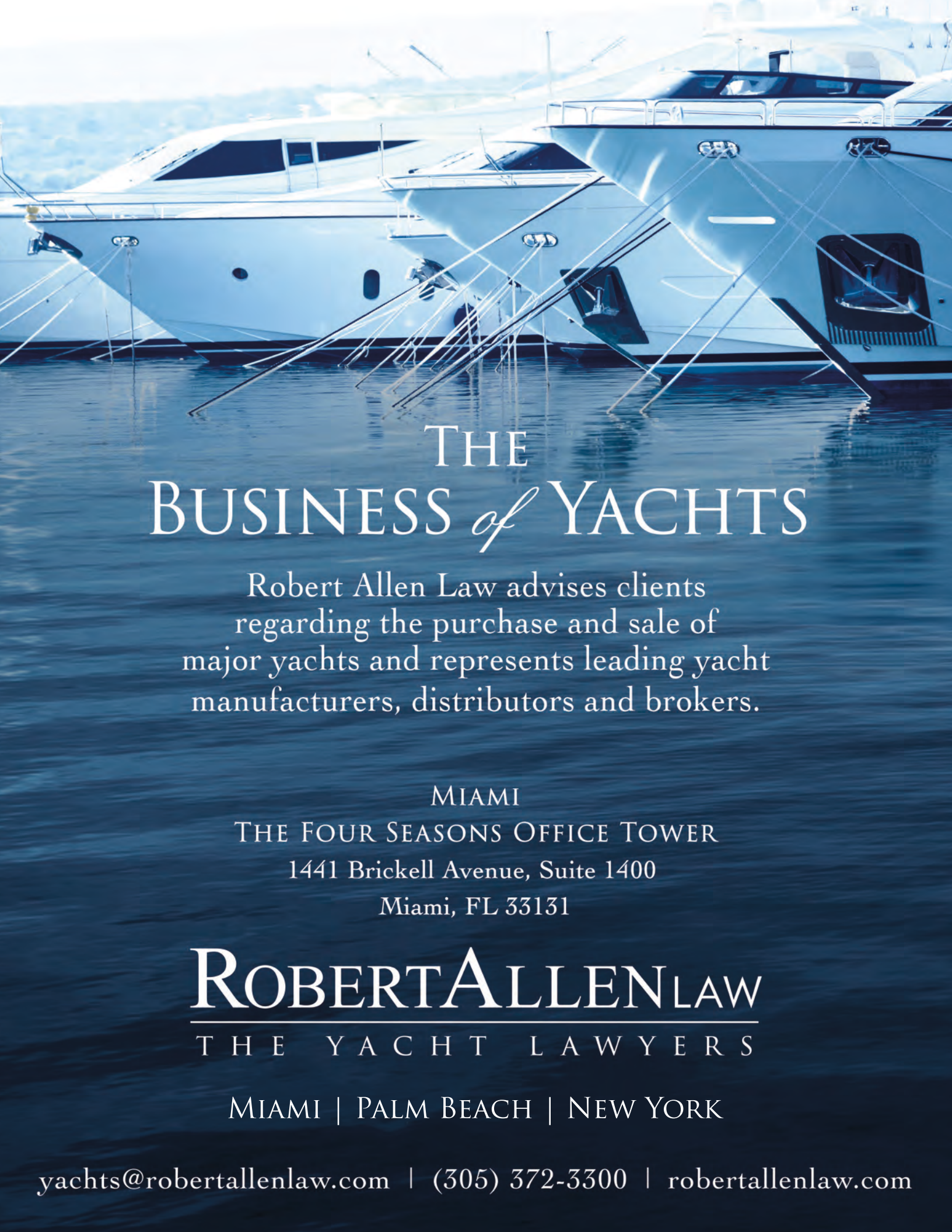
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One Herald Plaza location.
Courtesy of Informa Markets



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February 15-19

Discover Boating Miami International
Boat Show
Miami & Miami Beach, Florida
www.miamiboatshow.com

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February 23-26

Bahamas Charter Yacht Show
Nassau & Paradise Island, The Bahamas
Bahamaschartersyachtshow.com

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March 23-26

Palm Beach International Boat Show
West Palm Beach, Florida
www.pbboatshow.com

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April 20

IYBA Brokers Open House
Location To Be Determined
Fort Lauderdale, Florida

>

May 5

IYBA Cinco de Mayo Golf Scramble
Jacaranda Golf Club
Plantation, Florida

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For more information or to register for upcoming
IYBA Events, please visit www.IYBA.org/events.

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HELP **IYBA** TO PROTECT OUR INDUSTRY

One of the missions at IYBA is to actively pursue opportunities that will remove barriers to commerce and enhance our industry. As such, we plan to continue our Florida legislative focus in 2023 by continuing to be proactive. Last year, IYBA contracted with Becker Law to act on our behalf in lobbying the Florida State Legislature to develop a path toward self-regulation. Admittedly, that is a lofty goal, but one that was inspired by observing the successes of the real estate and legal professions and their ability to “keep house” and prosper in the business environment.

Chapter 326: The Yacht & Ship Brokers Act has been scheduled for deregulation several times over the last 10 years and as we all know, that could open Florida up to abuses in yacht and boat sales over 32 feet. Our goal through amendment to Chapter 326 is to increase the professionalism in our industry and enhance consumer protections. The details of any proposed legislation are worked out through consultation with legal experts, your IYBA leadership, input

from the membership, and conference with the legislative body’s legal departments.

While our Florida legislative efforts so far have resulted in two Bills being proposed and a House Bill being submitted to Committee, we have learned that our efforts will take more time and support if we want to have the best outcome.

As Jason Dunbar would say, “Making law is like making sausage. You don’t want to know how it’s done; you just want a good outcome.”

We believe we made great strides last year and we want to keep the momentum going in 2023, but these efforts can only be made possible through your continued support and contributions to the PAC Fund. In 2022, we raised over \$100,000 for our legislative efforts through sponsorships and hope to do even better this year.

But no one can accuse us of being all work and no play. Registration is now available for the 2023 IYBA Golf Scramble. We use this event to raise awareness of the legislative needs of our industry. Please consider being a sponsor.

For PAC Fund and sponsorship information, please contact Wendy Dobson at wendy@iyba.org. To make a contribution, please send a check payable to the Florida Yacht Brokers PAC to 1845 Cordova Rd. Suite 205, Fort Lauderdale, FL 33316.

F R I E N D S O F **IYBA** C O N T R I B U T O R S

IYBA would like to recognize the yacht brokerage and sales companies whose generosity helps to offset the expense of our legislative efforts. It is through their continuous support that we are able to affect positive change and remove barriers to commerce. The following companies are lighting the path to a prosperous future and helping to ensure our goals of increased professionalism and enhanced consumer protection.

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* For full IYBA Committee listings and updates,
please visit www.IYBA.org/Committees.



Making IYBA's “Dreams of the Future” Reality in 2023

by **Paul Flannery**, Chief Operating Officer, IYBA

*“I like the dreams of the future better than the history of the past.”
—Thomas Jefferson*

While Thomas Jefferson on the one hand was referring to the many societal ills proffered by those stuck in old ways of thinking, this quote also spoke to the promise of education and enlightenment available to members of a free society. To the opportunity to make things better than the status quo. His words from the summer of 1816 have since been adopted by many as a way of expressing hope when turning the page to a new calendar year.

As is often the case, we also look to the new year as a new beginning, not an ending of the year behind us. From this seat, I can tell you that we are proud of the many great accomplishments IYBA enjoyed in 2022, but instead of resting on our laurels, we choose to use them as a foundation upon which to grow and prosper as an association. To the “promise” of our future.

*Our European agenda will kick off
with a two-day event in Monaco
on May 10 & 11.*

More than 1,800 members

What did we do strengthen that foundation in 2022?

In 2022, IYBA surpassed 1,800 members worldwide; our industry-owned MLS became the second-largest yacht database in the world; we developed and released a full set of IYBA Charter Contracts; we championed two bills in the Florida legislature; we hosted our first-ever educational events at the Cannes Yachting Festival and the inaugural Superyacht Law Summit at the Monaco Yacht Show; we co-hosted the IYBA/YBAA Summit – Yacht Sales & the Law; we had record attendance at every event we held in 2022; our members contributed to making the Discover Boating Miami International Boat Show (DBMIBS) the largest ever, and we co-hosted the 2nd Annual Caribbean Charter Yacht Show with IGY at Yacht Haven Grande in St. Thomas, U.S.V.I. Not bad, eh?

So what's in store for 2023?

Our IYBA Board of Directors welcomes the return of Trevor Carroll, James Corts, Grant Henderson, Andy Miles, Michael Scalisi, and Gary Smith, who have been reelected. Jon Burkard, Chuck Cashman, Bob

Denison, Bob Saxon and Jeff Stanley are returning to serve the second year of their terms.

Our educational agenda will remain much the same as it has in the last few years with Yacht Engineering Week, the East Coast and West Coast Yacht Sales Summits, the Charter Yacht Summit, and the IYBA/YBAA Summit – Yacht Sales & the Law. Our European agenda will kick off with a two-day event in Monaco on May 10 & 11 with Newbuild & Refit on day one and Yacht Sales, Charter & the Law on Day Two. In September, we will be hosting during the Cannes yacht show again and will return to Monaco for the 2nd Annual Superyacht Law Summit.

IYBA projects for 2023

Projects under construction for 2023 are the Multiple Employer Plan (MEP) which allows companies and individuals alike to participate in a retirement plan that offers large-scale benefits and savings to

association members. Our document processing system BoatDox will be live and available to members of any professional yachting association. We will renew our efforts at the Florida State Legislative level with the reintroduction of Bill 0083 in

the House and the companion Bill in the Senate to modify Chapter 326, the Yacht & Ship Brokers' Act, providing a path for increased professionalism and enhanced consumer protections. IYBA certification will be available to qualifying members with the implementation of our new training program for brokers, broker's assistants and charter brokers.

On the boat show front, DBMIBS will be bigger and better than ever; the Bahamas Charter Yacht Show will debut in late February and the Caribbean Charter Yacht Show will return for Round 3 in the late fall.

On a final note about 2023, *Compass* will be transitioning to a quarterly print-and-digital publication going forward and will be accompanied by *Waypoints*, our monthly digital news publication.

With all that said, I like our dreams of the future and am proud of our history of the past. I hope you are too.

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

Paul
Paul Flannery



We use recycled paper and environmentally friendly inks in printing *Compass* magazine.



More Boat Inventory To Be on Display at Discover Boating Miami International Boat Show this Year

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

The largest boat and yacht show in the world, the Discover Boating Miami International Boat Show (DBMIBS), co-owned by IYBA and NMMA and produced by Informa Markets, is right around the corner on February 15-19, 2023. This year, with boat inventory levels rising following the unprecedented demand during the pandemic, Informa reports there will be more boats on display at the show.

"We had a lot of exhibitors there last year, but with the incredible boat sales, there was a lack of product for a lot of the new boat brands. This year, they've managed to gather more product for the show, so the attendees will see a lot more boats than they did last year," said Andrew Doole, president – U.S. Boat Shows, Informa Markets, adding, "There's also more brokerage product available for the show, which will make a more interesting show for the attendee."

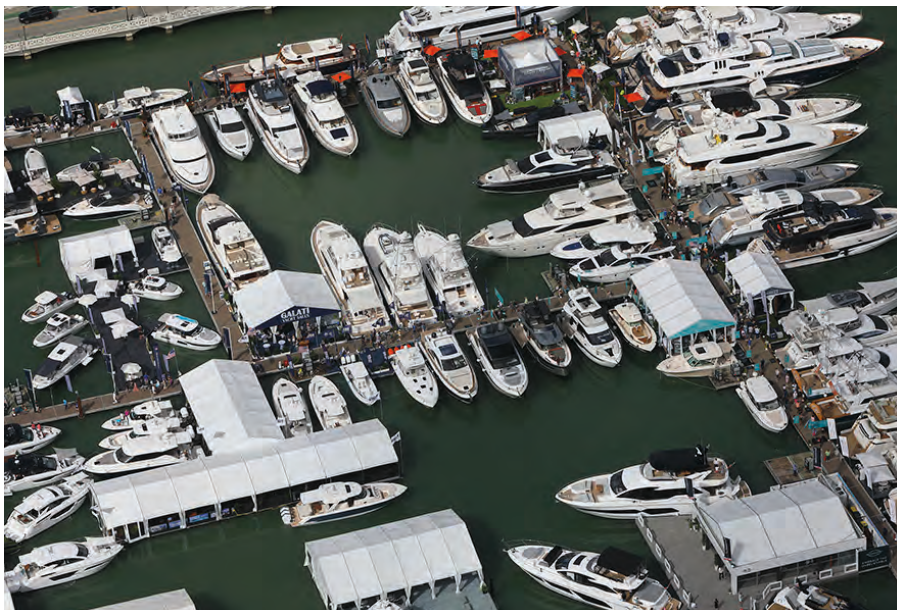
Informa has added additional space upstairs in the Miami Beach Convention Center for this year's show. Nevertheless, exhibitor booths in the Convention Center quickly sold out. Both the land space and dock space at the One Herald Plaza location also have been expanded to accommodate additional exhibitors and boats on display.

As always, all the DBMIBS locations will provide a platform for new model launches from a host of boat manufacturers, including Cruisers Yachts, NAUTICSTAR, Intrepid Powerboats, and many more. The show also will feature new superyacht exhibits, kids' fishing clinics and the AquaZone sponsored by Nautical Ventures showcasing the latest tenders and water toys.

This year, water taxi service will be available to connect the Convention Center and One Herald Plaza locations, providing industry professionals and showgoers with an alternative to the shuttle service, which frequently encountered delays on Venetian Causeway last year.

Exhibitor Lounge

"We are adding an Exhibitor Lounge at the Herald Plaza Site sponsored by IYBA," Doole announced. This is sure to be a welcome addition for exhibitors, who had to queue up with showgoers to buy their lunch in recent years.



"IYBA has hosted a Hospitality Suite for the last few years at the Discover Boating Miami International Boat Show, and this year we are really happy to host the Exhibitor Lounge located in the main tent in the One Herald Plaza location," said Paul Flannery, IYBA chief operating officer. "This unique offering provides IYBA members and other exhibitors to have a respite from the public spaces to take a meal, have a meeting or simply network with other industry professionals. I look forward to welcoming our members as well as showing those who are not members yet the benefits of IYBA."

Exhibitors' clients who purchase the Windward VIP ticket also will have more private lounge space this year. Demand for the VIP experience, which has locations both at the Convention Center and One Herald Plaza, was so high that the footprint at the latter location has been expanded. VIP ticket holder perks include premium open bar, gourmet food, luxury sponsorship activations, private restrooms, One-Day general admission access to Art Wynwood (2/16 - 2/19), and complimentary shuttle and water taxi service to and from all six boat show locations, including SuperYacht Miami at Yacht Haven Grande.





Yachts After Dark

Be sure to invite your clients to Yachts After Dark on Friday, February 17 from 7 to 9 pm at One Herald Plaza. This is an exclusive after-hours event featuring live music, cocktails, and culinary options. Guests can visit participating boat builders and brokerages to enjoy illuminated yachts and the breathtaking Miami skyline. This event is open only to VIP boat show ticket holders and guests invited by participating brokerages and boat builders. Access to boats during the event is at the discretion of the broker, dealer, or manufacturer.

We are adding an Exhibitor Lounge at the Herald Plaza Site sponsored by IYBA.

Conveniently located adjacent to the show at One Herald Plaza, Art Wynwood is a premier winter contemporary and modern art fair, presented by Art Miami, that returns for its tenth edition from February 16-19, 2023. The Fair will feature an array of international galleries presenting emerging, cutting edge, contemporary and modern works and will have its own distinct identity and design at the prestigious location in downtown Miami on Biscayne Bay between the Venetian and MacArthur Causeways.

The Brightline train service will be available to provide stress-free, car-free, and carefree access to the 2023 Discover Boating Miami International Boat Show. Trains depart hourly from West Palm Beach and Fort Lauderdale – be sure to book ahead!

Historically, the Miami International Boat Show, the Miami Yacht Show, and SuperYacht Miami have attracted over 100,000 visitors from



approximately 35 countries around the globe to South Florida while generating an estimated \$1.34 billion for the state. Together, under the Discover Boating Miami International Boat Show brand, this mega event brings a multimillion-dollar boon to South Florida's tourism and hospitality industry, welcoming the global community for an epic, five-day holiday weekend.

For more information, visit www.miamiboatshow.com.

2023 Bahamas Charter Yacht Show to Let Brokers Experience Firsthand Why it's "Better in The Bahamas"

by **Rachela Tirelli**, Bay Street Marina

The Association of Bahamas Marinas (ABM), in partnership with the International Yacht Brokers Association (IYBA), will host the Inaugural Bahamas Charter Yacht Show (BCYS) in Nassau Harbour on February 23-26, 2023. BCYS presents an opportunity to bring international and local yacht brokers together with yachts from around the world in Nassau, highlighting all that The Bahamas has to offer.

The largest natural harbor in the region, Nassau Harbour is the ideal location to host the first Bahamas Charter Yacht Show, as it allows the ABM to showcase five amazing marinas that sit in the harbor: Bay Street Marina, Hurricane Hole Superyacht Marina, Atlantis Marina, Nassau Yacht Haven and The Point Marina.

Showcasing The Bahamas

Many of the brokers who will attend the show, although regularly recommending The Bahamas to their clients, may never have had the opportunity to visit the country themselves or understand the full extent of

the archipelago and what it has to offer. As such, the show will allow the ABM, The Bahamas Ministry of Tourism, and the marinas to showcase the destination to the brokers and also to the participating yachts.

The Islands of The Bahamas make an ideal destination for yachts to charter, located starting less than 60 nautical miles off of the coast of Florida with easy access for the yachts as well as for their guests to fly in. They also have all of the necessary goods and services to cater to all of their needs, whether it be full-service marinas, qualified crew (captains, stewardesses, first mates, deckhands, chefs, engineers), marine technicians, carpet cleaners, boat cleaners/washers, laundry services, florists, provisioners, liquor stores, transportation – the list goes on....

BCYS also will give participating brokers and yacht crew an opportunity to meet persons directly and indirectly affiliated with the marinas and experience that "Tru-Tru Bahamian Hospitality".



Hurricane Hole
Superyacht Marina

The Inaugural Bahamas Charter Yacht Show promises to be an event that will elevate The Bahamas to the forefront of the yachting industry.

A full show agenda

During the day, there will be educational seminars, a Trade Show, Vendor Village, and Marina Village. Sightseeing/educational tours are being organized throughout the entire weekend. The educational sessions hosted by BCYS partners IYBA, the Ministry of Tourism, Bahamas National Trust, and IDEA Relief, will educate participants on doing business in The Bahamas, about the different islands, sustainability in The Bahamas, and how they can give back to the community.

The Trade Show and Vendor Village will give businesses and vendors an opportunity to showcase their goods and services. The Marina Village, located at Bay Street Marina, will allow all of the marinas who are part of the ABM (over 40) to showcase their respective facilities, as well as the island where they are located and what it has to offer.

There also will be tours and receptions available at various hotspots in downtown Nassau, allowing the brokers to learn more about the experiences they can create for their clients when they charter in The Bahamas.

In addition, there will be evening events hosted at various popular local destinations such as Margaritaville Beach Resort; Graycliff Restaurant & Hotel, home to the Graycliff Cigar Factory; Graycliff Chocolatier; Bahama Barrels; John Watlings Distillery, founded in 1789 overlooking the harbor; Baha Mar, The Bahamas' newest luxury resort destination, home to Rosewood, SLS, and Grand Hyatt, and Hurricane Hole Superyacht Marina.

The Inaugural Bahamas Charter Yacht Show promises to be an event to remember that will elevate The Bahamas to the forefront of the yachting industry. All the participants will have the opportunity to enjoy an educational Bahamian experience that will show why it is truly Better in The Bahamas!

For more information and registration, visit bahamascharteryachtshow.com.

Study Shows the Palm Beach International Boat Show Generates More than \$1 Billion in Economic Impact for Florida

The Palm Beach International Boat Show (PBIBS) has more than a \$1 billion economic impact for the state of Florida, according to Alyssa Freeman, executive director, Marine Industries Association of Palm Beach County, which owns the show.

“This cements the show’s position as one of the most impactful boat shows nationwide,” said Freeman.

Details from the 2022 economic impact report, conducted and published by Thomas J. Murry and Associates, show that:

- The 2022 Palm Beach International Boat Show generated an estimated \$1.05 billion in economic impact throughout the state of Florida, resulting from marine industry sales and travel/entertainment expenditures by boat show exhibitors and attendees.
- 6,000 full-time and part-time jobs were generated throughout Florida and are associated with a state-wide personal income impact output of \$342.3 million.
- Total estimated sales for exhibitors during the 2022 PBIS reached \$725 million with \$423 million of that total generated by companies in the three-county Southeast Florida area.
- Total sales and local taxes generated state-wide because of the boat show were an estimated \$51.86 million.
- Exhibitors spent \$10 million on exhibit space, as well as local goods and services.

Last year’s show also attracted more than 55,000 visitors, with more than a third of attendees coming from outside the local area. Out-of-town visitors spend an average \$288 per day in the area while attending



Total estimated sales for exhibitors during the 2022 PBIBS reached \$725 million.

the show. Overall, local expenditures from out-of-town visitors, including exhibitors and guests, reached an estimated \$22.8 million.

Expectations high for 2023 PBIBS

Expectations are that the 2023 edition of PBIBS, which runs March 23-26 along Flagler Drive in West Palm Beach, will equal or exceed these numbers. The show, which is produced by Informa Markets, will feature more than \$1.2

billion in boats, yachts, superyachts and related-marine accessories.

The show once again will feature the Windward Club VIP experience inside the Lakeside Pavilion on Flagler Drive. Windward Club ticket holders will enjoy a premium open bar, hors d'oeuvres and exclusive events in air-conditioned comfort in this private sanctuary.

Another highlight of PBIBS is its West Palm Beach setting, with a wide range of trendy eateries, bars and nightclubs all

within easy walking distance of the show docks.

“The Palm Beach International Boat Show has shown time and time again what makes West Palm Beach a special and unique destination for the global boating and yachting community,” said City of West Palm Beach Mayor Keith James. “We are incredibly fortunate to work alongside Informa Markets and the Marine Industries Association of Palm Beach County to make this show a complete success, especially for our statewide economy and tourism sector.”

For more information about the 2023 Palm Beach International Boat Show, visit www.pbboatshow.com.

Companion Copilot – Be More than Just a Passenger

by Aircraft Owners and Pilots Association

As a non-pilot who occasionally flies in light aircraft, you may have wondered what it would take to be more than a passenger. The Aircraft Owners and Pilots Association (AOPA) Air Safety Institute offers a free Companion Copilot video series to provide frequent companion passengers – who are not pilots – an opportunity to learn more about how they can pinch-hit to help their pilot and enjoy being an active participant in the flight. When used in conjunction with flight lessons, the series helps non-pilot passengers understand certain principles of flight, how to safely maneuver an airplane in flight, and how to land the airplane safely in the unlikely event of pilot incapacitation.

This excerpt from the series explains the basics of flight.

If you focus on the basics, flying an airplane is not complicated. Airplanes are built to be stable. The next time you fly, ask your pilot to take their hands off the controls. There won't be much, if any, change in the aircraft's position.

The four forces

Four forces act on an airplane that determine how it flies:

- **Lift** – While in flight, the airplane is supported by lift. Lift is the force acting opposite of gravity and is generated whenever air flows smoothly over a wing. As air flows over and under the wing, an area of low pressure is created above the wing, acting to pull the airplane up. When lift exceeds gravity, the aircraft will leave the ground and climb.
- **Weight** – Weight is caused by gravity and acts to pull the airplane toward the ground.
- **Thrust** – The airplane's propeller acts like a wing turned on its side. In this case, the lift is known as thrust, and the low pressure in front of the propeller pulls the airplane forward, much as the engine and propeller of a ship provide thrust in the water.
- **Drag** – Drag is the force that opposes thrust. It's the same force you feel if you extend your arm out of the window of a fast-moving car. As you might imagine, drag increases as speed increases.

Pilot controls

- **Yoke** – The main control is the yoke, or stick, which is like the steering wheel in a car. It is used to pitch the airplane up and down and roll the airplane left and right. When you pull back or push forward, you move the elevator on the airplane's tail. When you roll left or right, you move the ailerons on the airplane's wings.
- **Rudder** – The rudder is the movable part of the airplane's tail. The rudder is controlled by the foot pedals and is responsible for ground steering and controlling yaw. The rudder pedals also typically control the brakes.
- **Throttle** – Technically, the throttle controls the amount of air entering the engine. Treat the throttle like a gas pedal in a car; push



it in to go faster and pull it out to go slower.

- **Flaps** – Extending the flaps helps the airplane fly at slower speeds – such as when landing.
- **Landing gear** – If your airplane has retractable landing gear, it is controlled by a small wheel-shaped lever.

If you focus on the basics, flying an airplane is not complicated.

In the air

Most flying is done by looking outside and referencing the horizon.

- **Level flight** – Level flight means flying at a constant altitude; not going up or down.
- **Turning** – When you move the yoke/stick to the left or right, the airplane will roll in that direction.
- **Climbing** – When you pull back on the yoke/stick, the airplane starts a climb. To help the airplane climb, push the throttle forward.
- **Descending** – When you push forward, the airplane begins a descent. To help the airplane descend, pull the throttle out slightly.

Learn more

The complete Companion Copilot Pinch-Hitter video series is available online at aopsafetyinstitute.org/companioncopilot. The series covers basic aerodynamic concepts and explains that the airplane can glide to a safe landing if an engine were to quit; aeronautical charts used for flight route planning and navigation, and how to locate airports; communication radio functions and how to tune frequencies, and what to do in case of an emergency, such as an engine or other system failure. You'll come away with a greater understanding of how airplanes fly and be better prepared to enjoy the flight, knowing you can be of help using fundamental concepts reviewed in the videos.

For more information, visit www.aopa.org.

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FL34102 03/05/2023 ☒ Full Access ☐ Edit Only

MIS Office User MIS ID

Port Lauderdale 8 Garrett Schwartz (1,601)2 8

Office

Port Lauderdale f

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[illegible]



Luxury Linens Bring the Comfort and Elegance of an Upscale Home to Yacht Interiors

by **Marissa Murphy**, *Pioneer Linens*

Fine bed, bath and table linens are a subtle yet essential way to enhance a yacht's elegance and desirability for owners, guests and charter clients who spend time on board. Here are some tips on selecting the best luxury linens for your vessel.

Bed linens

Choosing bed linens can be difficult because they are very personal. Most textile manufacturers offer bed linens in either two types of weaves, a percale weave or sateen weave. Linens with a percale weave are woven one up and one over, giving the linens a more breathable, crisp touch. Sateen linens are woven two up and two over, giving the sateen weave a smoother feel, but tending to run a bit warmer. However, the most popular luxury linens used to dress stateroom beds are sateen bed linens because they will wrinkle less. Sateen bed linens save time for the crew, making for a quicker turnaround to redress the beds.

The top-selling sateen linens are sewn on white linen fabric with an appliqué or embroidery accent. Often these accents are in hues of navy, beige, and gold because those colors match very well with the wood finishes. A few of our most popular sateen linen collections include Tivoli Bed Linens, Bel Tempo Nocturne Bed Linens, and Soprano Sateen Bed Linens.

In addition to considering percale versus sateen, we all know the



most popular words in the textile industry are "thread count." Thread count is weaving per square inch in the bolt of fabric. The more cotton woven per square inch, the heavier the sheet, which is another factor to consider when buying linens. If you like a heavy, warmer sheet, cotton bed linens collection with a sateen weave and long staple 1020 thread count

fabric will keep you very warm. A lighter sheet has a percale weave with a long staple cotton 400 thread count fabric.

The finest linens typically are made in France, Italy and

Portugal, as those countries are known to have the best factories for weaving luxury bed, bath, and table linens in the textile industry.

When adding a day cover/coverlet to the bed without doubt we suggest the Masaccio Coverlet, a lightweight box quilt that's versatile and easy-care.

All the décor can be made with digitized monogramming of the boat's logo.

Laundry care considerations

When shopping for new soft goods for dressing a yacht, it's important to consider products that can withstand the laundry care easily while the vessel is out to sea. We recommend thin bed covers, sateen bed linens, thin/medium towels, and wipe-off placemats which make it easier for laundering and do not need to be sent out for dry cleaning.

When caring for luxury linens, it is best to refrain from using fabric softener, dryer sheets or bleach. Bleach will cause yellowing and holes to fine linens. Dryer sheets and fabric softener are chemical additives that will break down the natural cotton in the weave of the fabric. Ideally, use cleaning detergents that are phosphate- and sulfate-free for washing. Most washing machines are HE (high efficiency), so they use less water. We suggest setting the cycle for an extra rinse to get the highly concentrated soap out of the linens. Our top laundry detergents are the Le Blanc Linen Wash and Le Blanc Towel Wash. Plus, always have in the laundry room the ultimate stain remover called SUDS. This is the safest, purest stain remover for both interior décor and clothing.



Tablescaping

A favorite part of yachting for yacht owners and guests is based around meals. When dressing the table for dining, making a fun, engaging tablescape with beautiful table décor truly creates an inviting meal for all. Pioneer Linens' table department offers a vast assortment ranging from coastal to formal placemats/chargers, linen napkins, and napkin rings for dressing the table for any meal. When it comes to



coastal settings, our popular Rio Bird or Flamingo napkin rings add an enjoyable conversation-starter among guests to the table.

For a more formal tablesetting, ask us about requesting a template of the table for an oval tablecloth. A stately table dressed with a gorgeous tablecloth that hangs evenly around all sides, finished with some beaded chargers and monogrammed dinner napkins, really sets the atmosphere for the white-glove standard.

Pioneer Linens Yacht Division

Pioneer Linens is a 111-year-old luxury linen company in downtown West Palm Beach, Florida. The company launched its yacht division in 2010 with Alan Murphy, Jr., great-grandson to company Founder Max Greenberg, at the helm. Alan saw the opportunity to offer luxury linens for motoryachts so that cabin beds could feel just like home while out to sea. Today, Pioneer Linens has the largest assortment of luxury yacht linens and bath decor in the marine industry.

Pioneer Linen Yacht Division offers the highest quality bed, bath and table linens that are fully customizable to meet the unique sizes found in the motoryacht industry. We sell linens and bed foundations for all cabins in the vessel. Additionally, we specialize in offering custom bedside mats, day covers, luggage mats, custom mattress pads, V-berth bedding, deck towels, head essentials, bathrobes, tabletop decor, laundry bags and more. All the décor can be made with digitized monogramming of the boat's logo.

Our yacht linens consultants offer dockside service in the greater Palm Beach County area. For more information, contact Janice, our design specialist, via our contact request page on PioneerLinens.com or phone 1-800-207-LINENS. Bon Voyage!



Setting the Stage: How to Prepare a Yacht for Display in a Boat Show

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



Neutral color scheme with coastal accents on a Horizon

to attract prospective buyers without creating clutter. For example, “The water toys will be there because people are visual. They want to see what’s available,” said Jeff Shaffer, charter management director, Superyacht Sales & Charter.

Neutral vibe

On a brokerage yacht, personal items, such as photos, are no-nos since they might distract viewers from imagining their own family on board. It’s also important to clear out all of the owner’s clothing and personal property from the staterooms and other areas. If the yacht has crew quarters, choose one cabin to put on display and ask the occupants to remove their things from it.

On the other hand, a few, artfully staged soft goods, along with table settings and

When it comes to staging a yacht for display in a boat show, regardless of whether it’s a new, brokerage, or charter yacht, industry professionals agree that “cleanliness is next to godliness,” as the saying goes.

“When an individual first steps foot on the dock, they will notice the transoms aligned symmetrically, matching blue lines coiled around clean shore cords, salt-free hulls that have been washed each morning, polished stainless steel, plants, informative dock stands placed behind each swim platform, and much more,” said Dennis Gonzalez, yacht broker with Galati Yacht Sales – Tampa Bay.

“Upon entering the interior, customers will be greeted with a bright, clean space, giving them the chance to envision their family aboard. Interiors have been thoroughly detailed and staged, linens ironed, pillows fluffed, any imperfections wiped away, and even dusting the finer points with a Q-tip,” he continued, summing up: “The overall key to staging a yacht is to have the entirety of the vessel clean, well lit, A/C set to 72°, and free of clutter, so that the customer can paint their own picture of their future in yachting.”

While presenting a clean and tidy boat is job one, the challenge in staging a yacht lies in providing enough detail about its amenities



Props let showgoers envision how they could use a beach club.

Upon entering the interior, customers will be greeted with a bright, clean space, giving them the chance to envision their family aboard.

sun-and-fun items can help showgoers to picture ways in which they can enjoy themselves on board.

When a new Horizon yacht arrives from the

shipyard, it typically already has some décor items in place. “We try to elaborate on that and make it more local to our market. We will make some tweaks, pull some things, and add what works locally,” said Danett

COFFEE IS FOR CLOSERS



Table setting on a Horizon in a boat show display

Utrecht, events & closings coordinator, Horizon Yacht USA. For example, she might use some coastal-themed items to stage a yacht going into the Palm Beach International Boat Show.

"We try to keep a neutral vibe so the clients can envision what they want to do with the boat," Utrecht continued. "We want to add some fun

without going overboard."

Décor items also can be used to draw attention to key areas on board. "Horizon's FD models have a beach club, which sets us a little bit apart. We want to show them how that's used, so we will have a tray with glassware set out, and beach towels rolled up," she said, adding, "If there's a big dining table, we like to set it – that's where the fun comes in."

Play a video

While it's impossible to simulate how a boat will look and feel while under way when it's parked in a boat show, savvy brokers are using video to let potential customers experience virtually what it would be like to cruise aboard. "We usually have video streaming on the TVs on all the boats. We showcase the lifestyle and how you can use the boat," Utrecht said.

This works especially well for a charter yacht, Shaffer reported. "You want video showing the boat in action on charter, the activities, and the crew at work, but without showing the guests' faces," he said.

As long as you keep "clean" and "neutral" in mind as your watchwords, staging a yacht offers plenty of opportunity to let your creativity flow.



2022 Annual Brokerage Report Shows Boating Market Normalizing

The 2022 annual brokerage report from Boats Group shows the boating market is beginning to normalize after a historic year of growth during the pandemic. The total number of boats sold in the U.S. in 2022 fell by 15.21 percent and 13.99 percent internationally compared to 2021 and began trending more consistently with 2019 levels. For the first time, units sold in the U.S. dipped below numbers seen in 2019, further reinforcing the change to more normalized market conditions.

Consumer demand remained strong as boats continued to sell more quickly year-over-year, moving an average of 89 days faster in the U.S. and 128 days faster internationally than in 2019.

The total value of boats sold in the U.S., internationally and in Florida fell in 2022 compared to 2021 while remaining higher than pre-pandemic prices. Domestically, the average boat value decreased by 8.86 percent year-over-year (YoY), while internationally, the average boat value rose 8.06 percent YoY.

A comprehensive annual view of last year's boat sales by segment and length group will be available this February in Boats Group's 2022 Annual Market Index Report. For more information, visit www.boatsgroup.com.

DATA REFLECTS PERIOD FROM JANUARY 1, 2019 - DECEMBER 31, 2022

U.S.	2019	2020	2021	2022	2022 vs 2019	2022 vs 2020	2022 vs 2021
Boats Sold	35,074	40,678	40,115	34,013	-3.03%	-16.38%	-15.21%
Total Value of Boats Sold - USD	\$5,391,776,694	\$6,620,472,995	\$8,653,914,514	\$6,837,664,778	26.82%	3.28%	-20.99%
Avg Value of Boats - USD	\$160,330	\$171,910	\$215,814	\$196,701	22.69%	14.42%	-8.86%
Avg Days on Mkt	222	219	169	133	Down 89 Days	Down 86 Days	Down 36 Days
International	2019	2020	2021	2022	2022 vs 2019	2022 vs 2020	2022 vs 2021
Boats Sold	10,577	11,296	11,791	10,142	-4.11%	-10.22%	-13.99%
Total Value of Boats Sold - USD	\$2,936,802,692	\$2,796,434,601	\$4,357,401,357	\$3,919,274,067	33.45%	40.15%	-10.05%
Avg Value of Boats - USD	\$438,451	\$374,134	\$364,276	\$393,630	-10.22%	5.21%	8.06%
Avg Days on Mkt	366	402	302	238	Down 128 Days	Down 164 Days	Down 64 Days
Florida	2019	2020	2021	2022	2022 vs 2019	2022 vs 2020	2022 vs 2021
Boats Sold	8,019	9,428	10,511	8,761	9.25%	-7.07%	-16.65%
Total Value of Boats Sold - USD	\$2,435,653,335	\$2,880,070,268	\$4,131,677,691	\$2,894,705,714	18.85%	0.51%	-29.94%
Avg Value of Boats - USD	\$275,074	\$287,923	\$369,149	\$301,259	9.52%	4.63%	-18.39%
Avg Days on Mkt	183	167	147	119	Down 64 Days	Down 48 Days	Down 28 Days

* All values are in USD and represent YachtWorld and YachtCloser sold boat data.



ON THE HARD

Prestigious Yacht Brand's Florida Yard Offers Service, Repairs and Refits to a Wide Variety of Vessels



Since 2001, boaters in Manatee Pocket in Stuart, Florida, have been treated to the sight of gleaming Hinckley yachts lining the docks of the Maine boatbuilder's southern service yard. But Hinckley is not the only brand of yacht that can be found at this full-service boatyard.

"We manage projects on all boats, Hinckley and non-Hinckley, or work with owner's project managers," said Matt Berbig, general manager, Hinckley Yacht Services – Stuart.

In fact, the vessels this boatyard caters to range from vintage to futuristic. Currently, a 1970 Trumpy is in for a refit, and Triton Submarines, built in Sebastian, Florida, are all painted at Hinckley Stuart.

"The yard is divided into two sides. On the north side we have the Hinckley yachts and smaller boats up to 70 feet. On the south side, we



can haul yachts up to 110 feet," Berbig said.

The Hinckley Stuart yard operates three Travelifts rated at 50 tons, 88 tons and 150 tons, as well as a Travelift hydraulic transporter capable of moving the larger vessels. There is also a marina on site, where smaller boats can take advantage of Manatee Pocket's natural

protection from Atlantic storms. The slips accommodate boats with drafts of up to 7 feet. In addition, the yard offers a 40,000-square foot, secure, climate-controlled indoor storage facility, rated for Category 5 hurricanes, which is serviced by the 88-ton Travelift.

We often work on the tenders to larger yachts that are being serviced at other yards ranging from Miami to Fort Pierce.



Maintenance, refit and repair

Currently, Hinckley Stuart has 70 employees, including ABYC- and NMEA-certified technicians. "We handle maintenance, repair and refit projects on a wide variety of boats and yachts. We can do pretty much anything here with our own team, but we also have many qualified local sub-contractors available," Berbig said.

Fully staffed shops on site at Hinckley Yacht Services – Stuart, include:

ON THE HARD



- Carpentry – custom fabrication and repairs (including wooden boat repair)
- Fiberglass – custom fabrication and damage repair, composites
- Paint – factory-trained in applying Awlgrip, Alexseal, Dupont and other brands; two paint buildings. Triton Submarines, built in Sebastian, Florida, are painted at the yard
- Varnish – indoor climate-controlled shop area
- Mechanical – engine service, plumbing all systems
- Outboards – Yamaha and Mercury dealer; factory-trained techs
- Electrical – installations, including CZone, repairs on all systems
- Electronic – techs trained in many products including those made by Furuno, Garmin, KVVH, Navico, and Raymarine
- Metal Fabrication and repair, welding
- Bottom prep and paint, PropSpeed application, underwater gear, alignments etc.
- Upholstery – custom refit and repair.

Hinckley Stuart's technicians also are trained in servicing inboard engines from many major brands including Caterpillar, Cummins, Volvo,

Yanmar. They also install SeaKeeper stabilization systems.

Due to the staff's experience in working with Hinckley yachts, many of which are waterjet-powered, the yard also specializes in servicing boats with waterjet propulsion, including Hamilton Jet systems. Due to this, Berbig said, "We often work on the tenders to larger yachts that are being serviced at other yards ranging from Miami to Fort Pierce."

South Florida location

Hinckley-Stuart's South Florida location, a short distance from the St. Lucie Inlet, the Intracoastal Waterway, and the St. Lucie River, is highly convenient for boats making the seasonal transit from north to south and vice-versa. The St. Lucie River also connects to the Okeechobee Waterway, allowing passage to the Gulf Coast when water levels permit.

"We have ocean access without bridges," Berbig said, adding that this will be even more important in the near future, when the railroad bridge across the St. Lucie River in Stuart is closed to boat traffic more often due to increased use by Brightline trains.

Manatee Pocket and the small, historic fishing village of Port Salerno on its banks is also a scenic destination in its own right. Owners can enjoy sightseeing and dining at a handful of waterside seafood restaurants while their boats are at the Hinckley Stuart yard for service, refit and repair.

For more information, visit www.hinckleyyachts.com/location/stuart-florida/.



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Speed, Comfort, Efficiency, Locally Emission-Free – mtu Hybrid PropulsionPack

by Vanessa Bösch, mtu

Rolls-Royce's mtu Hybrid PropulsionPack offers more than one way to design hybrid propulsion for [yachts and] ships. Adapted to the customer's wishes, it can not only ensure lower emission levels, but also silence on board – whether in the harbor or at anchor.

Anchoring without climate-damaging exhaust gases and quiet maneuvering in port: The mtu Hybrid PropulsionPack from Rolls-Royce offers a propulsion solution that enables pure battery-electric operation over a certain period of time. The low engine noise and vibrations then offer even more comfort on board. Large luxury yacht or working vessel – for the optimum propulsion solution, the hybrid system can be adapted to customer requirements.

Rolls-Royce will be launching the mtu Hybrid PropulsionPack for the engines of the mtu Series 2000 and Series 4000 from 2023.

Rolls-Royce will be launching the mtu Hybrid PropulsionPack for mtu Series 2000 and Series 4000 engines from 2023.

Flexible solutions

The mtu hybrid portfolio offers flexible propulsion solutions for yachts, ferries, tugs and windfarm vessels. The mtu Hybrid

PropulsionPack is offered in a power range from 1,119 kW to 4,300 kW by the diesel engines plus 165 kW to 743 kW by the electric motors per drivetrain. The maximum propulsion power is 10,000 kW per vessel.

The system integrates the diesel engines with electric propulsion modules, batteries, gearboxes, control and monitoring systems and other electronic components. To ensure the optimum propulsion solution for each type of ship, Rolls-Royce offers a modular kit with standardized components. This hybrid system serves as the basis for a future standard architecture with other new technologies as well.

Comfort, Premium or Sport Hybrid?

What options do the different hybrid systems from Rolls-Royce offer for yachts? With the "Comfort Hybrid", small batteries, small electric

motors and small gensets ensure quiet and emission-free driving and maneuvering. Even anchoring and power supply on board are possible



mtu HYBRID PROPULSIONPACK

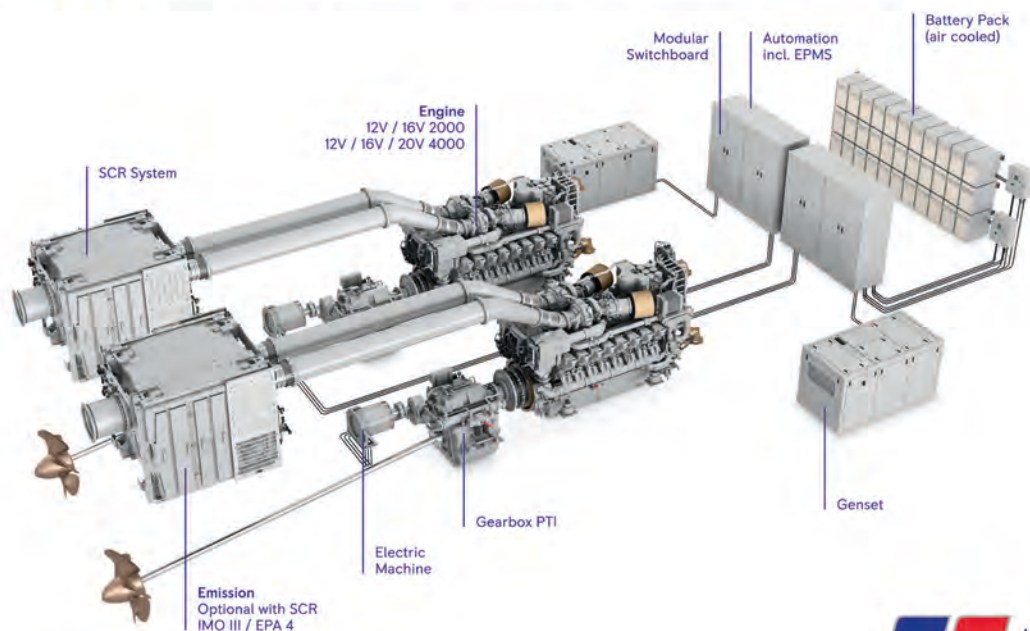




Diagram of a yacht with the mtu hybrid propulsion system.

Images by Rolls-Royce Power Systems

without noise and exhaust emissions.

The “Premium Hybrid” with large batteries, electric motors and gensets provides power supply without noise and exhaust emissions even over longer periods on the yacht. The performance of the individual components enables long excursions in e-drive mode. Thus, in pure electric drive, neither nitrogen oxides nor sulfur or other particles are emitted. A special feature: Depending on the propeller design, the e-drive module can be switched on (speed boost) to support maximum engine power and achieve top speed. In an example configuration for a 40-meter (131-foot) yacht, emission-free anchoring would be possible for up to 8 hours, as well as emission-free cruising at a speed of over 10 knots for 30 minutes.

In the “Sport Hybrid”, small batteries, medium-sized electric motors and medium-sized gensets ensure an optimal ratio of hybrid capability, weight and performance. The yacht’s maneuverability as well as speed increase with the “Speed Boost”.

“Through the different options as well as our individual consulting, we offer our customers the possibility to find the optimal propulsion solution for their requirements. Not only can maximum performance be achieved for yachts, but also climate-friendly anchoring and maneuvering in the harbor,” said Alexander Scheffauer, project manager marine business yachts at Rolls-Royce Power Systems.

Online configurator

In order to find the right propulsion solution for yachts, the Hybrid PropulsionPack configurator [<https://www.mtu-solutions.com/na/en/applications/yacht/yacht-configurator.html>] offers assistance: Taking into account the size of the ship, the boat dimensions and the specification of individual wishes, the configurator calculates the optimal propulsion solution for the conditions on board the ship.

Sustainable fuels

On the road to Net Zero, Rolls-Royce offers further opportunities to reduce greenhouse gas emissions in shipping. The engines of the mtu Series 2000 and Series 4000 will be approved for sustainable fuels such as e-diesel and HVO in 2023, enabling climate-neutral operation. New technologies such as methanol engines and CO₂-free fuel cell systems are also already under development.

Reprinted with permission by Rolls-Royce Power Systems. For more information, visit www.mtu-solutions.com.

Voyage into the glistening Caribbean Sea for an exotic escape to Belize! Home to the largest living barrier reef in the world, Belize is a hub for scuba divers and snorkelers to submerge into a vibrant underwater world. Explore its sandy beaches, pristine islands, exhilarating sunsets, gems such as the Great Blue Hole, and three of four coral atolls in the Caribbean Sea.

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Federal Regulatory Issues of Concern for the Marine Industry in 2023

by **Patience Cohn**, MIA SF

Keeping ahead of challenges to the marine industry is a fulltime job and this year is no exception. Prioritizing resources and collaborating with others is imperative to maximize our message: the importance of the marine industry and our economic impact.

The recent NOAA proposed Right Whale Speed Rule expands to include vessels 35 feet or longer, requiring them to transit at 10 knots or less within active proposed Seasonal Speed Zones. This raised concern with the broad-reaching scope of the proposed rule and its impact to the recreational boater. It seems many people have opinions on this proposed rule as 80,000+ comments have been received. Naturally, MIA SF submitted a letter in support of the industry concerns, but on a local level it is important to note that the proposed seasonal zone in Florida stops at Cape Canaveral and will have very little impact on South Florida's recreational boater. [For more on this issue, see page 36].

Dive industry liability

Another federal regulatory change that came to light when the dive industry raised concerns is language recently inserted into the National Defense Authorization Act removing the liability limitation for vessels carrying not more than 49 passengers on an overnight domestic voyage, and not more than 150 passengers on any voyage that is not an overnight domestic voyage. This action is fallout from the *MV Conception* dive boat fire as Members of Congress want to address that incident with increasing the liability of this class of passenger vessel. This singularly focused item will add increased insurance burden to dive operators. Unfortunately, the issue was raised too late to negotiate any modification and will require an amendment next year should insurance rates prove untenable.

This issue's lead falls to the Diving Equipment & Marketing Association (DEMA); however they are our customers, their vessels are utilizing our boatyards, mechanics, purchasing electronics and supplies, and they introduce future boaters to our industry, so again, our support is reasonable.



Annually prior to Marine Retailers Association of America (MRAA) Dealer Week, which took place last December, there is a meeting of the Advisory Committee of Marine Associations (ACMA) that discusses its priorities and crafts a resolution to present to the MRAA Board as guidance of the national marine industry concerns for the upcoming year. This year, the items include workforce priorities, right to repair legislation, PFAS legislation, proposed Right Whale Speed Rule, support of mandatory boater education, and wake surfing legislation where needed. This is an overview of national concerns and does not necessarily reflect the priorities of MIA SF, but it is important to be part of the discussion.

Florida, for example, has had a mandatory safe boater education law for many years with a born-after-1988 exemption, and our workforce development is far ahead of many others as our marine magnet programs began in the 1990s and led to a robust career ladder including the Yacht Service Technician Apprenticeship Program.

Statistics tell our story

To lobby any issue, it is important to have statistics that tell our story so I will leave you with this teaser of South Florida's upcoming economic impact study commissioned by MIA SF.

The Broward, Miami-Dade and Palm Beach County region's recreational boat-related retail sales grew by 32% between 2021 and 2022.

"Tri-county marine businesses experienced tremendous growth over the past two years. The latest sales tax information from the Florida Department of Revenue (FDOR) is one consistent indicator of this

growth. According to FDOR data, the Broward, Miami-Dade and Palm Beach County region's recreational boat-related retail sales grew by 32% between 2021 and 2022. According to the agency, the region was responsible for \$7.18 billion in sales during fiscal year 2022, compared to \$5.43 billion in the prior fiscal year. Over the same period, Florida state-wide retail boat-related sales grew 49% from \$12.5 billion in 2021 to \$18.7 billion at the end of the most recent fiscal year."

For more information, visit www.miasf.org.

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Bahamas Tax Hike Causes Consternation for Charter Clients

by Kim Gavin, *Imagine Media, LLC*

The Bahamas have been seeing an influx of charter yachts for several years now. Boats started coming at the beginning of the Covid-19 pandemic in 2020, when escaping to sea became a lifeline for frustrated Floridians. Then, in autumn 2021, the British Virgin Islands imposed new restrictions on charter yachts, leading some owners to move their boats to The Bahamas instead.

All of these boats showing up got the attention of Bahamian officials, who, in summer 2022, imposed a new 10-percent VAT. That tax is on top of the existing 4-percent charter tax that already was being imposed, bringing the total tax on charter bookings to 14 percent.

“The Bahamian government felt that foreign charters had been using their waters and not paying for it,” says Marian Walker, charter manager at United Yacht Sales and a member of the IYBA Charter Professionals Committee. “They felt that the 4-percent tax wasn’t sufficient to enjoy their beautiful waters.”

This winter was the first full season that charter clients were subjected to paying the 14-percent tax – which means it was also the first season that charter brokers were subjected to their clients’ shock and outrage about increased prices.

“That’s a bit of a gulp for clients who previously chartered there,” says Trish Cronan, owner of Ocean Getaways, and member of the IYBA Charter Retail Committee. “When I have clients looking at The Bahamas versus the Caribbean, I’ve had people choose the Caribbean. They’re saving 14 percent on a similar yacht.”

Still, she and other brokers say, enough charter clients are still booking in The Bahamas that the government is likely to keep the new tax scheme in place for the foreseeable future.

“A new charterer doesn’t know the difference,” Cronan says.

“Repeat clients, they’ll look around when they hear about having to pay that extra percent, but because the availability is smaller in the Caribbean, they get disgruntled about The Bahamas and then pay it anyway.”

Emerging charter destinations

For experienced charter clients, even an unwelcome 14-percent tax bill in The Bahamas can still seem decent compared to, say, Spain’s 21 percent or France’s 20 percent. And for charter destinations that are trying to emerge outside the usual cruising grounds, The Bahamas’ tax hike is being seen as an opportunity. Panama, for instance, is promoting its 7-percent charter tax rate, while Costa Rica is noting that it only



charges 2½ percent, reported Jeff Shaffer, charter management director at Superyacht Sales and Charter, and chairman of the IYBA Charter Professionals Committee.

Charter managers and retail brokers say the true effect of the increased Bahamas tax will only start to become clear as 2023 gets fully into swing. Part of the year’s story will involve the possibility of an economic recession leading clients to pull back on spending, but two

other factors are likely to be more significant.

First: A lot of the charters that took place through the end of 2022 were booked prior to The Bahamas imposing the new tax. Most clients who were in The Bahamas the past

few months weren’t faced with paying the 14 percent – but they’ll have to pay it if they want to book in The Bahamas again.

Second: In mid-November, the British Virgin Islands announced loosened restrictions on charter yachts, after so many yacht owners had moved their boats to other cruising grounds. So, The Bahamas will once again have more competition to be a favored charter destination, including for large yachts.

“Where the effect really happens is in the big megayachts that have a high-dollar charter rate,” Walker said. “Let’s say it’s \$100,000 a week – 14 percent is a lot of extra money. At 4 percent it was palatable, but with the extra 10 percent? Whoa.”

*Let’s say it’s \$100,000 a week –
14 percent is a lot of extra money.*



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Steve Warren
President and General Counsel
Albert D. Phelps, Inc.



Newly Refurbished Blue Haven Marina Relaunches in the Turks and Caicos

by IGY



In December, Blue Haven Marina, Turks and Caicos, an IGY destination, announced the completion of its comprehensive refurbishment at a launch event with over 100 VIP guests and government dignitaries. Superyachts provided the perfect backdrop to celebrate the grand re-opening of this popular winter destination, which now boasts 87 slips providing dedicated berthing for vessels up to 200 feet (73 meters), including 50 in the front marina and 37 in the canal. The incoming channel recently was maintenance-dredged to 12 feet (3.6 meters) MLW.

A great cruising destination for transiting yachts, Blue Haven Marina is conveniently located on the northeastern point of Providenciales in the Turks and Caicos Islands of the British West Indies. Part of an archipelago consisting of eight main islands and a further 100 named islands and cays, Providenciales is also home to the third largest barrier reef in the world, as well as Grace Bay beach, which has consistently been voted “Best Beach in the World”. The marina also is minutes away from world-class scuba diving and deep-sea fishing.

Services & amenities

Now fully operational and led by Marina Manager Bruce Walker, a South African national, Blue Haven Marina is committed to meeting the highest demands of yacht owners, captains and crew. A secure facility with a private gated entrance, the marina offers in-slip high-speed fueling (diesel), gas and diesel fueling docks, electricity (metered power supply up to 3 phase 400 Amp), potable water, sewage pump-out, waste



A special program gives marina guests access to the amenities offered at two world-famous Turks and Caicos Collection resorts.

collection, dedicated crew quarters, excellent WiFi, CCTV and 24-hour security. Visiting yachts also have access to marina pilotage, on-site concierge, customs and immigration, chandlery, dry cleaning, ice delivery, storage, provisioning, a

grocery store, deli and coffee shop.

Further enhancing Blue Haven Marina’s appeal is a special program giving marina guests access to the amenities offered at two world-famous Turks and Caicos Collection resorts, one of which is immediately adjacent to the property. Owners, captains and crew can enjoy an array of dining options, a spa, entertainment, shopping, and a range of local tours, ensuring a truly exclusive experience on the island.

For more information or to reserve a slip, visit www.igymarinas.com/marinas/blue-haven-marina.



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Bermuda: A Little Slice of Heaven on Earth

by **Bermuda Tourism Authority**



Warwick Long Bay Beach

Since 1609, this gem of the Atlantic has been a magnet for seafarers. Shakespeare and Mark Twain poetically coined Bermuda “heaven”, a reputation it maintains to this day.

A sense of mystique, beauty, vibrance and charm exudes throughout this subtropical, limestone archipelago. Thoughts of getting lost here have less to do with the infamous “triangle” and all to do with the transformative impact a visit to this British isle will render.

Only a quick 90-minute flight from New York; under three hours from Atlanta, Miami, Charlotte, Philadelphia and Boston, or six hours from Heathrow in the United Kingdom, and you can be 10-toes deep in powdery pink sand and sparkling azure waves in a blink of an eye. After landing at L. F. Wade International Airport, depart on a scenic drive to meet your yacht at one of the full-service marinas on the island. Most flights arrive in the morning, so seize the day once you land!

Culture, history & activity

At only 21 square miles long and 2 miles wide, Bermuda is brimming with an abundance of culture, history and activity for you to enjoy. A

sophisticated vibe graces the island, especially for dinner, so be sure book a table for one or more of the faves during the course of your stay: Intrepid, Blu, Huckleberry, Harry’s Restaurant and Bar, Port O Call, Breezes, The Pink Beach Club, Lido, Island Brasserie, BLT, and Tom Moore’s Tavern.

Nightlife is eclectic and can range from intimate live acoustic performances to “clear-the-tables-and-chairs” dance nights. Fun places for entertainment include: The Birdcage, Sea Breeze Lounge and Terrace, Crown and Anchor Restaurant, The Pickled Onion, The Front Yard and Karma nightclub.



Cambridge Beaches



The Birdcage

Bermuda is brimming with an abundance of culture, history and activity for you to enjoy.

Above or under the sea, Bermuda’s natural wonders also have a story to tell. Beaches abound around the island. Take your pick of pink-sand, secluded, cove-like or amenity-filled. Bermuda has a beach suited just for you.

Take your yacht’s tender out to dive into the crystal-clear ocean to discover any of our over 300 documented shipwrecks. Some are so close to shore that you can snorkel them, too.

Or get your adrenaline pumping by taking a run on one of the personal watercraft. Enjoy the best of both worlds as you tour Bermuda’s most famous landmarks, natural wonders and historical points of



St. George's Town

interest from the water.

Ocean views abound at all seven of Bermuda's golf courses. Test your game on either of the two championship courses at Port Royal Golf Course or Mid Ocean Golf Course.

UNESCO World Heritage Site

Begin your exploration of Bermuda by cruising to the east end of the island, to the Town of St. George, where its cultural and historical character was shaped. Designated a UNESCO World Heritage Site for its "outstanding example of the earliest English urban settlement in the New World," the town's cobbled streets and limestone-walled lanes take you back in time. With buildings dating back to the 1600s, the quaint Town of St. George offers amazing restaurants, shopping, beaches, golf options.

In mid-island, the City of Hamilton is another can't-miss destination. Shop and stroll the colorful streets of the city, Bermuda's cosmopolitan main hub for retail, restaurants, bars and commerce. Art lovers will delight in the abundance of street art, murals, museums, galleries and exhibition spaces. Folklore and science meet at the Bermuda Triangle exhibit that sifts through the facts and fiction of Bermuda's most infamous attraction.

A subterranean adventure awaits in Hamilton Parish as you descend into the dramatic, white limestone cathedral-like Crystal Caves. Cross the crystal-clear lake atop a floating bridge that provides an overhead view of the stunning formations that lie submerged below the surface. Complete your subterranean adventure with some pampering at the Natura Cave Spa. Only natural and eco-friendly oils are used here to preserve the formations as well as your skin.



Crystal Caves



Railway Trail



Bermi electric car

Shipwreck artifacts

Be sure to set out for Bermuda's western tip and the Royal Naval Dockyard. Highlights include the National Museum of Bermuda, with the island's 400-plus-year history illustrated as a mural in the Hall of History and documented with circa-1600 shipwreck artifacts.

There are plenty of other adventures in store for yacht owners and guests who visit the island. Dolphin Quest Bermuda offers an up close and personal look at the care and study of dolphins. You also can explore the Railway Trail, a national park, on two feet or two wheels. Discover forts, secluded bays, bridges and enchanting vistas along the way.

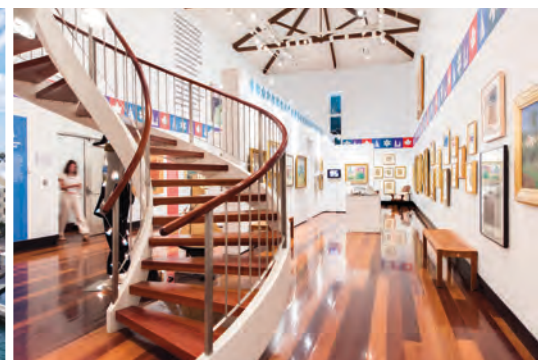
For more information about these and other Bermuda destinations and attractions, visit gotobermuda.com.



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City of Hamilton



Masterworks Museum



Regulations on Chartering in the U.S. and British Virgin Islands

by **David Maass**, *Alley, Maass, Rogers & Lindsay, P.A.*

The U.S. and British Virgin Islands are popular charter destinations, offering beautiful white-sand beaches, crystal-clear waters and a wide range of activities for visitors. At the same time, the regulations on chartering in these jurisdictions can be challenging. This article briefly explains the regulations that apply to yacht charters in these island chains.

U.S. Virgin Islands

As an unincorporated territory, the U.S. Virgin Islands (USVI) have a special status under U.S. law. Many of the restrictions that apply to charter vessels in the continental United States, and even in Puerto Rico, do not apply there.

The USVI are not part of the U.S. Customs area, which means that foreign-built, non-imported vessels may be offered there for charter without restriction. Nor do the coastwise laws apply to the USVI, which means that foreign-flagged and other noncoastwise-qualified vessels may carry passengers, including charter guests, there without using bareboat charters. Of course, foreign-flagged vessels must comply with any flag-state requirements for chartering.

The U.S. immigration laws do apply in the USVI and pose problems for foreign crew on charter vessels. The B-1/B-2 visa, the most widely used visa for foreign yacht crew, allows them to work on pleasure yachts only. They are not allowed to work on yachts operating commercially for charter. Instead, foreign crew on commercial yachts must hold C-1/D visas, the same visas held by foreign crew on merchant vessels, which come with restrictions that make them impractical for yacht crew.

U.S. Customs and Border Protection in St. Thomas, USVI, historically has allowed foreign crew to use B-1/B-2 visas for charters picking up and dropping off passengers in St. Thomas, but not for charters cruising in U.S. waters. This exception allows charters to start and end in St. Thomas while cruising in the British Virgin Islands (BVI). Since the BVI have become less accessible to foreign yacht charters, however, this exception is not as useful as it once was.

Finally, there is a special rule for certain uninspected passenger vessels (UPVs) operating in the USVI. Under the Passenger Vessel Safety Act, UPVs under 100 gross tons are allowed to carry no more than six passengers. In the USVI, however, UPVs under 100 gross tons and less than 24 meters in length that comply with the MCA small commercial vessel code – also called the Blue or Yellow Code – are allowed to carry up to 12 passengers. This rule puts U.S.-documented charter yachts on a level playing field with charter yachts based in the

BVI, which are allowed to carry up to 12 passengers.

British Virgin Islands

The BVI have long been a popular charter destination, but chartering there has become more complicated since new regulations were introduced in 2021, causing many owners to complain about higher barriers to entry for foreign vessels. The government claims that the new regulations were necessary to maintain adequate port-state control over foreign vessels operating commercially in BVI waters.

First, all charter vessels must have a commercial form of registration. For U.S.-documented vessels, this means a registry endorsement, which authorizes vessels to engage in foreign trade, including carrying passengers in foreign waters. All U.S.-documented vessels are eligible for a registry endorsement, but the owner of a vessel without the endorsement must apply for a new Certificate of Documentation from the U.S. Coast Guard.

Second, charter vessels must be surveyed for compliance with commercial requirements under the MCA small commercial vessel code, mentioned above. Vessels that comply with these requirements are issued a Safety Commercial Vessel Certificate by authorized surveyors.

Finally, masters and other crew on charter vessels must hold any credentials required under the International Convention on Standards of Training, Certification and Watchkeeping for Seafarers (STCW). Vessels that comply with these requirements may be issued a Letter of Safety and Commercial Recognition by the Virgin Islands Shipping Registry.

Additional requirements apply for vessels “frequently engaged in charter,” those that charter more than twice in any three-month period or more than five times in a charter season. Owners of these vessels must obtain a trade license and work permits for crew. Many owners consider these new regulations burdensome and a deterrent to foreign charter vessels.

Fluid regulatory situation

The regulatory situation in the BVI is fluid. On November 12, 2022, the government announced plans to no longer require trade licenses and work permits for charter vessels. Industry stakeholders continue to work closely with government officials to simplify the process for foreign charter vessels and make the British Virgin Islands a more accessible charter destination.

For more information, visit Alley, Maass, Rogers & Lindsay, P.A. at amrl.com.

On November 12, 2022, the BVI government announced plans to no longer require trade licenses and work permits for charter vessels.



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Boating Industry Responds to NOAA's Proposed Right Whale Vessel Speed Regulations

by **Gary Beckett**, *Turnkey Communications & PR, Inc.*

In January as a new Congress began its session, recreational boating and fishing industry supporters renewed a massive Congressional outreach and education campaign aimed at blocking a proposal by the National Oceanic and Atmospheric Administration (NOAA) to amend the North Atlantic Right Whale Strike Reduction Rule.

NOAA issued the proposal to amend the rule on August 1, 2022. Designed to reduce vessel impacts with endangered right whales, the proposed rule would extend a 10-knots-per-hour speed limit on boats 65 feet and over to boats 35 feet and up traveling in an expanded Seasonal Management Area (SMA), which extends from the Florida Atlantic Coast to southern New England. The amendment also would extend the timeframe the rule is effective to six months beginning November 1st each year. In addition to recreational vessels and fishing charters, the rule would impact most vessels operating in the SMA, including commercial fishing vessels, ferries, cargo ships, passenger ships, and more.

NOAA and supporters of the proposed rule argue the rule would further protect right whales from deaths and injury from vessel impacts,

which they say is a leading cause of a decline in the already small right whale population.

Those opposed to the proposed rule say it would decimate the fishing charter business and create a safety hazard for recreational boaters and anglers. For example, with the Gulf Stream located roughly 60 miles from the Northeast Florida coast, the proposed rule would increase boat travel times to more than six hours to get to the fishing grounds, according to a guest column by Erin Johnson, administrative director of

the North Florida Marine Association, published by *Florida Today* in October.

“When you add the travel time back, you’re traveling for 12 hours. This would totally eliminate the opportunity to actually fish

and would add more travel time after dusk. Navigating in the dark is a safety hazard,” said Johnson.

85,000 comments

The period for comments, which commenced when the rule was proposed, closed on October 31, according to Clay Crabtree, director of

Those opposed to the proposed rule say it would create a safety hazard for recreational boaters and anglers.



federal and government relations of the National Marine Manufacturers Association (NMMA). During that period, more than 85,000 comments were received including many from recreational marine industry constituents opposing the rule.

"The recreational boating and fishing industry has been very engaged in this issue, as the proposed rule could impact tens of thousands of boating and fishing trips along the Atlantic seaboard," said Crabtree. "When this proposed rule came out, the industry joined together to respond to NOAA's proposed rule through its formal comment period."

The industry launched its efforts opposing the proposed rule on August 1st, as soon as various groups learned of its publishing. NOAA did not reach out to anyone in the recreational boating or fishing industry while preparing the amendment, Crabtree added.

"NOAA failed to engage the recreational boating and fishing industry when preparing its proposed rule and unfortunately did not consider the very real economic impact this would have on our industry," he said. "Since the release of the rule, the industry has reached out to NOAA, members of Congress and the Biden Administration, asking the agency speak with our industry to identify an approach that protects the right whale and enforces existing regulations."

Adding insult to injury is the fact that vessel run-ins with right whales are especially rare. "Since 2008, only one incident has occurred with a right whale in the newly expanded zone proposed by NOAA," said Crabtree. "By NOAA's own admission, it remains unknown if the strike involved a recreational vessel. We're talking about this unprecedented speed restriction along virtually the entire Atlantic Coast, and only one strike that may or may not be attributed to a recreational vessel has occurred outside of the existing speed zone."

Educating Congress

NOAA has remained silent about what's next. "Right now, we're having difficulty talking with NOAA because since the public comment period closed on the issue, they're reviewing all of the comments and deliberating," Crabtree said. "Any outside contact regarding the rule has not occurred."

NMMA has been told NOAA could make a final decision by the middle of the year, he reported.

While NOAA has the authority to impose the rule, Congress can provide oversight. NMMA continues to lobby members of Congress, and is especially focused on educating new members of Congress who will be taking committee posts in the coming weeks and months. "We want to make sure they are well-educated on the regulatory overreach that has occurred," Crabtree said. "The industry will be meeting with new members of Congress to educate them about the very real economic consequences and consumer safety concerns that NOAA's proposed rule could impose on their constituents and in their districts," he continued.

Several high-ranking members of both the House of Representatives and Senate already have voiced concerns about the proposal, especially those representing states and districts along the Atlantic Coast.

Meanwhile, Crabtree said it is important for constituents to reach out to their congressional Representatives and Senators to educate them about the importance of recreational boating and fishing to local economies.



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Insuring a Tender – What You Need to Know

by **Rob Carron**, *WTW Marine Superyachts*



I have one piece of advice about tenders: Don't lose 'em; don't wreck 'em. I wish it was that simple but whether carried on board or towed behind the yacht, tender claims are among the most frequent, and costly, claims we see as insurance brokers.

What is a tender?

The **insurance** definition is a vessel stowed/carried onboard and used to service the yacht.

The **owner** definition is any vessel used in conjunction with the yacht including a vessel too large to be carried onboard. These tenders are often towed though some are solely moved by crew. Over the years, towed tenders have grown larger and more complex with values skyrocketing. Five, even six, outboard engines are becoming common.

Owners also consider a tender to be any vessel rented for a short time and not owned by the Assured yacht owner. They are used in conjunction with the yacht and may or may not be carried onboard.

Some tenders also are used independently of the yacht. Owners still consider these tenders to the yacht, but the yacht's insurer does not. In these situations, the tender and the owner would have no hull or liability insurance unless separate coverage is arranged.

Clearly, owners have a wider definition of tender than insurance companies do. This difference in language and expectation can cause an unsuspecting owner to be uninsured.

To schedule or not to schedule?

Some insurers automatically cover tenders and personal watercraft carried onboard and used in conjunction with the yacht. Those same insurers would not automatically cover a separate vessel unless it was listed and valued. Some insurers require all tenders – onboard or towed – to be scheduled in order to be insured. If you replace or add a new tender and fail to notify the insurer, there is no coverage.

Yachts often rent tenders or personal watercraft for short-term needs. In most cases, there is no coverage under the yacht's insurance for vessels not owned by the Assured.

Depending on the insurer, coverage may be added for an additional premium or separate coverage may need to be purchased. Check with your broker about how your insurance may or may not apply prior to renting a vessel.

Tender claims are among the most frequent, and costly, claims we see as insurance brokers.

To tow or not to tow?

Some yacht insurers automatically cover towing of tenders, which they define as vessels stored aboard the yacht. It is common for higher deductibles to apply for losses occurring during towing.

In order to tow a vessel that does not fit the yacht insurer's definition of a tender, insurers require the separate vessel to be scheduled and valued, and a towing plan approved. A general rule of thumb is that yacht insurers will not approve towing of vessels that are greater than 30 percent of the towing yacht's length.

Once a towing plan is approved, additional coverage conditions will apply during towing. Each insurer's conditions are different but common conditions are:

- Increased deductibles
- No nighttime towing
- No leaving to tow if certain windspeeds are forecasted
- Tracking system/crew watches required.

Submersibles & drones, oh my!

In our experience, owners consider an insured tender or toy to be anything purchased or borrowed and used with the yacht. As we have seen above,

insurers do not take the same view and use their policies to define exactly what is, and is not, insured. Does that include a SEABOB, a manned submersible, a battery-powered surfboard or an unmanned aerial vehicle? Is filming guests with a drone from the beach covered by the yacht's insurance? Call your broker to learn whether you have, or can obtain, insurance for use of these fun appurtenances.

Operators & other restrictions

Tenders and toys must always be operated by qualified personnel – whether by crew who are experienced and licensed (where required) or owners/guests under the guidance of such crew. Operations must also be in compliance with the vessel's flag as well as the laws of the local country and waters. Refer to the yacht's insurance policy to determine if there are restrictions on time of day of operation, age of operators etc.

As always, regular, open communications with your trusted insurance broker can identify red flags and give you piece of mind about your insurance coverage...before the loss occurs.

For more information, visit www.wtwco.com.

Hurricane Disaster Relief and Property Insurance to Headline the Florida Legislature's 2023 Session

by **Ellyn S. Bogdanoff, Becker**

We are now in full swing preparing for the 2023 Session of the Florida Legislature. The week of December 12th was supposed to be the first committee week, but it was called as a special session to address the property insurance crisis and a couple of other issues. Here is an overview of the bills.

HB 1A and SB 2A Property Insurance: Addresses Florida's property insurance market and the quality and affordability of obtaining private market property insurance. It eliminates the ability for policy holders to have their attorneys' fees paid by the insurers, shortens the time to file a claim after a hurricane from two years to one year, eliminates the ability for a policy holder to assign benefits (AOB) from their policy to a contractor, requires Citizen's (the State's insurer of last resort) policyholders to purchase flood insurance regardless of their flood zone, and reduces the time for insurers to pay or deny claims.

HB 3A and SB 4A Disaster Relief: Provides disaster relief in the wake of the 2022 hurricane season. In September, Hurricane Ian made landfall on Florida's west coast which brought heavy rainfall, high winds, and damage to personal property. Shortly after, Hurricane

Nicole made landfall on Florida's east coast exacerbating the impacts of Hurricane Ian and causing less severe flooding, winds, and property damage. This legislation extends the due date for property taxes levied in 2022 for property owners whose property was destroyed or rendered uninhabitable by either hurricane, authorizes property tax refunds for residential properties that were made uninhabitable for at least 30 days by either hurricane, and appropriates funding to the Department of Emergency Management (DEM) to match Federal

Emergency Management Administration (FEMA) public assistance grants, the Florida Housing Finance Corporation to mitigate and harden

properties, and to the Department of Environmental Protection (DEP) for coastline erosion and Hurricane Reimbursement Grant Program.

HB 5A and SB 6A Toll Relief: Establishes a toll relief program for Floridians who own a SunPass and record 35 or more transactions per month to receive an account credit equal to 50 percent of the transactions paid for that month. Additionally, the bill appropriates \$500 million from the General Revenue Fund to the State Transportation Trust Fund for use by the Florida Department of Transportation

(FDOT) to reimburse the Florida Turnpike Enterprise (FTE) to administer the program.

IYBA-backed bill

Committee weeks began on January 3rd, and we will once again be filing a bill on behalf of the IYBA. Representative Chip LaMarca and Senator Ed Hooper will be our bill sponsors. The bill addresses a number of outdated statutory issues and requires brokers to have some level of experience before obtaining their license. Our next edition will provide an analysis and the status of the legislation.

Until next time....

Ellyn Setnor Bogdanoff is a shareholder in Becker's Government Law & Lobbying Practice.

Representative Chip LaMarca and Senator Ed Hooper will be our bill sponsors.



Damage caused by Hurricane Ian



Multiple Employer Plans for Retirement – a Valued Benefit Among Employees

by UBS Financial Services

Offering a competitive retirement plan can help your business attract and retain top talent. However, managing retirement plans can often be very costly and administratively burdensome for small business owners. Multiple Employer Plans – retirement plans maintained by two or more employers who are not related – may help solve these issues.

Multiple Employer Plans, often referred to as MEPs, may be a good option for employers who want to provide their employees a traditional 401(k) plan, but may not have the expertise, time, or are daunted by the obligations of managing a stand-alone plan. MEPs can be suitable for businesses with a common interest but are not commonly owned or affiliated.

“If you’re an employer who likes the idea of offering employees retirement plan benefits while outsourcing much of the labor and responsibility in a cost-efficient manner, you should consider a MEP,” said James Petika, Petika Wealth Management Group, UBS Financial Services.

MEP for IYBA

“One of the most important things an association can do is to provide a wide array of services for its members. While industry-specific products are usually the focus, IYBA feels it is important to find other ways its members can prosper and grow as well. To be able to participate in a MEP is something brand new for yachting industry professionals and incredibly important in securing a prosperous future for them and their families. By banding together, IYBA members will now have access to lower fees, fewer fiduciary responsibilities, and advice from some of the most highly respected professionals in the investment business. I think it is a big win for our members,” said Paul Flannery, IYBA chief operating officer.

Benefits of MEPs

MEPs operate like any other plan and offer benefits to both employers and employees. Importantly, for employees, the plan has the same features, investment choices and educational tools as a typical 401(k). And for employers, the plans are generally less burdensome to operate.

The potential benefits of adopting MEPs include:

- Potential cost savings compared to operating a single-employer plan on your own
- Outsourcing of administrative tasks



- Fiduciary support and outsourcing
- Potential professional investment management
- Plan design flexibility
- Participant education support
- Employee retention and recruitment.

By adopting a MEP, employers can outsource a significant number of tasks and the administrative hours that a retirement plan requires.

Focus on your business

Many businesses underestimate the administration required to properly start and manage a 401(k) plan. By adopting a MEP, employers can outsource a significant number of tasks and the administrative hours that a

retirement plan requires. By taking away this burden, you can focus on your day-to-day responsibilities and growing your business. Businesses may find that adopting a MEP saves them not just money, but also time.

Potential cost savings

One of the most compelling benefits of a MEP for your business is the savings that may come from avoiding operating a single employer plan on your own, including:

- Audit costs
- Administrative costs and time
- Compliance testing costs
- Form 5500 filing costs
- Potential access to low-cost investments.

For more information, visit advisors.ubs.com/petika/.

IYBA Medicare Solutions to Roll Out by End of First Quarter 2023

by **Jim Hopgood**, *The John Galt Insurance Agency*

As you read in the last issue, IYBA is working with two carriers to develop and recommend the best solutions for association members who are Medicare-eligible. Now, we are happy to report that we expect to have that ready for distribution by the end of the first quarter 2023.

We will have both a Medicare Supplement solution as well as a Medicare Advantage solution. And we will be able to clearly explain the differences/advantages/disadvantages between plans. We want to make sure the programs are flexible to change, so if the law changes, benefits change, etc., we can improve things if favorable to the members.

The flexibility feature is something we already have built in the Group Employer-based health insurance program that IYBA shares with the Marine Industries Association of South Florida (MIASF). One very popular feature is our ability to select various provider networks – all

national PPO networks. So, the insurance platform can accept these different PPO networks (no referrals to see specialists).

In one instance just today, a member employer wanted the CIGNA network, so he asked his agent to supply a quotation. The agent correctly stated that CIGNA does not offer its product line for employers that have less than 20 enrolled out of at least 25 eligible

employees. However, the IYBA/MIASF plan accepts and can utilize the CIGNA provider network without buying CIGNA insurance. This not only gives association-endorsed

plan members access to networks not typically available through commercially available channels, but also allows us to purchase needed insurance at a rate that is nearly always much lower than a specific carrier's bundled plan.

We welcome any and all inquiries. Please contact me at 954-440-2853 or email jamesh@john-galt.com.

We want to make sure the programs are flexible to change.

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FL Supreme Court Qualified Arbitrator
AND
Almost 20 Years in the Yachting Industry

Highlights of the November and December 2022 IYBA Board of Directors Meetings

Planning for the Discover Boating Miami International Boat Show, which IYBA co-owns, has been a major topic for the IYBA BOD in recent months.

Chief Operating Officer's Report

- IYBA/YBAA Yacht Sales & the Law
 - o With 229 registrants, about 190 attended. Positive feedback from attendees. Chima dinner followed the seminar with a good turnout. Not many YBAA attendees, however, several BOD attended. Day prior was the Fly-in, which was well attended with over 100 people.
- Caribbean Charter Yacht Show review
 - o 13 boats and 100 brokers provided great reviews. Antigua had 30 boats and feedback revealed Antigua was not organized. Numbers down due to BVI and USVI challenges.
 - o IGY is committed to stay the course and continue to improve the show based on feedback. 2023 dates TBD.
 - o Several charter bookings were obtained as a result of the show.
- Chapter 326 Update
 - o Andy Miles and Paul Flannery met with University of Florida administration to initiate a study. Paul spoke with Ellyn Bogdanoff about meetings in Tallahassee and agreed to resubmit the bill in its original form, with designation changes. Fundraiser organized independent of Miami Boat Show, at Café Vico.
- Yacht Broker Institute purchase
 - o Board of directors approved purchase. Rae Whitt to support transition. Engage Robert Allen Law to develop contract purchase. This Institute will support efforts and requirements with state legislation. Input from individual legislators recommended to have a program in place in an effort eventually to become mandated.
- IYBA Giving Back
 - o In support of hurricane relief efforts, IYBA made a donation to Caring Place, Fort Myers.
- MEP proposal
 - o 401k retirement plan will be offered through Transamerica, fiduciary 338, UBS 331 conduit. This plan will be available to anyone who receives a W2.
 - o This program does not include 1099 workers; however, UBS developed a track specifically for those who receive 1099s. Data collected found that there were fewer people receiving 1099s than originally expected.
 - o Approximately 100 companies that are IYBA members are already part of Transamerica.

The Yacht Broker Institute will support efforts and requirements with state legislation.

- o Seminar revenue is higher due to being in person.

Committee Reports

- Boat Show Committee
 - o Yachts After Dark is moving forward with a few onboardings of sponsors; to include Pop-up restaurants and upscale booths to enhance show experience.
 - o PAC Fund contributions for NMMA and Informa supported Sea Trial approvals with Miami. Informa is investing \$35k for restoration efforts due to damage potential.
 - o IYBA is contributing funding to support show.
 - o Ticketing has been adjusted with discounts to brokers and potential packaging options for brokerages.
 - o Convention Center space is full; Informa is working on creating additional space. BOD discussed all usable space opportunities keeping in mind narrow slips.
 - o Pride Park is challenging.
- Charter Liaison
 - o Annual Holiday Luncheon held at Capital Grille.
- Forms
 - o Meeting with YBAA held to work on integrated forms; Todd Lochner, Chris Anderson, Jonathan Chapman, and JP Skov were in attendance.
 - o Paul created template and Chris Anderson built a proposed form for approval.
 - o January target date for completion.
- Seminars & Events
 - o Good season of events for 2022 and will continue with these events in 2023:
 - o IYBA Annual Dinner, "Casino Night", held January 18th at Westin Fort Lauderdale.
 - o Discover Boating Miami International Boat Show is scheduled for February 15-19.
 - o Bahamas Charter Yacht Show is scheduled for February 23-26; early registrations for both brokers and yachts are showing positive. Special events are being planned for attendees, along with educational seminars.
 - o Golf Scramble is scheduled for May 5th.
 - o Monaco 2023 is scheduled for May 10th and 11th.
- Other Business
 - o A new Committee, Contract Negotiations, was formed and will consist of five Board members and COO, Paul Flannery.
 - o At the December Board of Directors meeting/holiday luncheon, IYBA President Bob Saxon thanked the BOD and staff for their support over the years.

Treasurer's Report

- o Income is up and higher than at this time in 2021 and initiatives are showing positive.

For more information, please contact Paul Flannery, IYBA chief operating officer, at paul@iyba.org.

Boating Memories

CPYB Brokers Make Boat Buying A Breeze

A Certified Professional Yacht Broker (CPYB) is recognized having achieved the highest level of industry accreditation through testing & continuing education. A CPYB will exceed industry standards to ensure your sale or purchase is a smooth & easy transaction. **Don't settle for inexperience!**

Contact your nearest CPYB throughout the US & Canada at **cpyb.net/search** and enjoy great memories.



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MEMBER NEWS

AMIKIDS would like to thank yacht brokers Nicholas MacPherson, Scott McDonald, Chris Carney and Kent Chamberlain for their recent contributions to its Yacht Donation Program. All proceeds help support vital services for 5,000 troubled youth every year.



BLUESTAR MARINE announces we are looking to expand our new management team in our Riviera Beach Office. We are now hiring an experienced Project Supervisor with the primary responsibilities of efficiently coordinating the day-to-day operations and ensuring and maintaining the company's service protocols and quality of work. This position will report

directly to our Operations Manager. Must have five years of supervisory experience in the yachting field. Potential candidates will enjoy a long list of employee benefits. Interested candidates are encouraged to apply by calling 954-933-6000 or emailing info@bluestarmarinefl.com.



Join the International Yacht Brokers Association and enjoy a long list of invaluable member benefits. For more information, visit www.IYBA.org.

IYBA
INTERNATIONAL YACHT
BROKERS ASSOCIATION

New Members

PROFESSIONAL ACTIVE

William A. Hofacker – Hofacker Yachts
Mark Sales Delgiudice – Yacht Choice Yacht
John Francis McCaughey – John Francis International LLC

PROFESSIONAL ASSOCIATE

Stuart R. Cantin – Manatee Pocket Yacht Sales
Federico Ferrante – Azimut Benetti Americas
James Ruffolo – Burger Boat Company
Marc J. Von Eiberg – Bluebnc
Aaron Young – Florida Keys Marine Brokerage
Ali Pereira – Allied/Ferretti
Chris Burkett – Keener Yacht Sales
Les Stewart – Allied/Ferretti
Cole O'Brien – OneWater Yacht Group
Iryna Galka – Angle of Attack Marine
Robert Sybrant – SYS Yacht Sales

PROFESSIONAL SUPPORT

Maria Badgett – Azimut Benetti Americas
Bree Danielle Spears – Galati Yacht Sales
Angel Mullinger – Pier One Yacht Sales
Julie Valladares – MarineMax
Mirielle Enlow – Denison Yachting

NON-FLORIDA BROKER

Charlotte Patricia Kinkade – East Coast Yacht Sales
Julian Ramshaw – SYS Yacht Sales
Edoardo Petrassi – Engel & Voelkers Yachting

CHARTER ACTIVE

Daniel Ripoll Brunot – Bluebnc
Joan Plana Palao – World Yacht Group
Carlos Ara Arroyo – Royal Spanish Yacht Consultancy
Marianna Accurso – Am Charter SRL
Tomasz Wrzesinski – W Yachts

CHARTER ASSOCIATE

Kerry Astras – Superyacht Sales & Charter
Eduard von Eiberg – Bluebnc

AFFILIATE ACTIVE

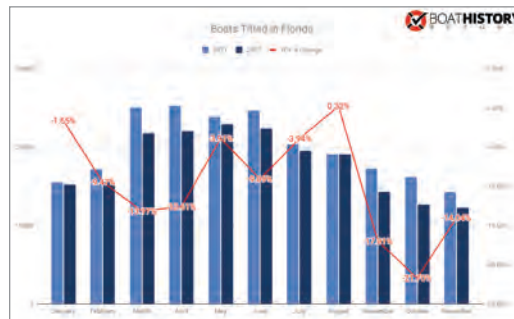
Erin Pavane – Ankor Software

AFFILIATE ASSOCIATE

Nadia S. Bedasse-Francis – MHG Insurance

BOAT HISTORY REPORT would like to congratulate Caroline Mantel on being selected to represent associate members on the board of the National Marine Lenders Association (NMLA). Caroline will serve a three-year term, working alongside financial institutions and partner businesses to continually improve, inform, and serve the marine lending community.

The past two months show a YOY decrease in the number of new boat titles being issued in Florida. The results for October and November are -21.70% and -14.04%, respectively. While *both* figures are down from 2021, when compared to 2019, there was a decrease of 9.62% in October and an increase of 6.29% in November. For 2022 as a whole, new boat titles were down 9.49%. For more information, email Caroline@boathistoryreport.com.



BOATHOUSE AUCTIONS is pleased to announce the auction of the 168' Trinity T-056 with 32 interested parties, multiple bidders and a



sale in just 41 days, as well as the 44' Little Harbor *Vesper* with 37 interested parties, 18 bids, and a sale in just 37 days. The seller of the Little Harbor stated, "My decision to bring Boathouse Auctions into the traditional yacht marketing program was

a great one. In less than five weeks, we had over 35 prospects, multiple bidders, and a deadline that created a sense of urgency that helped us quickly close the sale of our yacht at a price we were very pleased with."

DEANGELO MARINE EXHAUST

shares its belated Seasons Greetings! As the New Year gets under way, we would like to take this opportunity to thank all our customers, vendors, and partners. Without your support none of this would be possible. May 2023 bring you much peace, love and prosperity!!!



HORIZON YACHTS reports that for the first time in nearly three years, it hosted the captain of a new-build FD100 at the shipyard for sea trials and testing in December. With a new FD90, FD110, another FD100, FD75 and V68 deliveries scheduled for the first four months of 2024, it is great to be able to welcome owners and their crews back to the shipyard to experience the sea-trial and extensive

testing protocols at the shipyard.

The recently delivered FD110 *Freedom* is seen here attending the 2022 Winterfest Boat Parade as the host boat.



MEMBER NEWS



In Memoriam: Louis Dvorak

Peck Yachts is sad to announce that a beloved part of our family has passed. Louis Dvorak was a yacht broker for 40-plus years. We will forever cherish his quick wit, silly jokes and friendship. Peck Yachts has set up a GoFundMe site to help Louis' family during this sad time. If you would like the link to donate to it, please email donna@peckyachts.com.

INTERMARINE YACHTS

announces exciting news for 2023 and the Prestige line it represents on the East Coast of Florida. The new Prestige M-48 Power Catamaran will debut at the Miami International Boat Show and the M-68 Power Cat will be here sometime in 2023. InterMarine represents multiple new boat lines including Prestige and is continually growing its brokerage business. Sales both in brokerage and new boats continue to be strong. For more information, contact: Mike Smalley 954-665-7138. Brokers needed! Employment opportunities available, inquire within.



InterMarine represents
Prestige Yachts



Azimut S8

MARINEMAX announced that Brian Hermann, sales consultant at the MarineMax Yacht Center in Pompano, Florida, helped a couple start a new season of life in the 2023 Azimut S8 Hull #30. After selling their business and looking to spend more time on

the water, the couple set their sights on upgrading their current vessel. They previously owned Azimuts and fell in love with the luxurious style and functional designs. They plan to enjoy boating in Florida and The Bahamas, and have already begun thinking about their next move. They're discussing the new Azimut 36 Metri in the future.

OCEAN GETAWAYS

Co-Founder and President Trish Cronan, an IYBA Charter Retail Committee member, recently was inducted into the Charter Yachting Hall of Fame. This prestigious award acknowledged her 40 years of significant contributions to the growth and professionalism of the charter industry. She has twice served as the President of CYBA, been a Board Member for 12 years, and founded its Going Green Committee. Her leadership efforts and passion has led to the reduction of plastic waste on yachts worldwide. In 1985, she and her partner, Brad Lavigne, pioneered the corporate incentive flotilla concept on yachts with as many as 35 crewed yachts sailing simultaneously – introducing yachting to a new market sector.



Trish Cronan, center, with award

OCEAN INDEPENDENCE would like to welcome M/Y *Iceberg* to its Fort Lauderdale charter fleet. *Iceberg* is a great fit for first-time charterers or for converting past sailing clients, with quiet and economic cruising in a similar style, as well as a wonderful crew aboard. She can accommodate up to six guests in three comfortable staterooms, all located on the lower deck. Available in the Caribbean through the end of



Iceberg

ONEWATER YACHT GROUP

is excited to announce the sale of the 123' Palmer Johnson, *Temptation*, with Tom George, CPYB representing the seller and Will Noftsinger of Denison Yachting representing the buyer. In addition, OWYG announced the sale of the 168' Feadship *Gallant Lady*, with Tom George, CPYB representing the buyer and Kevin Merrigan of Northrop and Johnson representing the seller. OneWater Yacht Group also delivered the first 2022 Sunseeker 90 Ocean in the U.S. this month, making her America debut.



Gallant Lady

SUPERYACHT SALES AND CHARTER (SYSAC) is excited to announce the sale of M/Y *Albatross*, a 72m Delta. Broker Damon Smallwood successfully represented the buyer. Broker Neil Emmott sold M/Y *Pure Bliss*, a 44m Burger, jointly with Ocean Independence and



Matt Stone, who represented the buyer. Noteworthy price reductions have been made on both M/Y *Inspired* and M/Y *Legacy*. Please visit superyachtsalesandcharter.com/sales/ for more information. SYSAC's Charter Fleet also has expanded to

include M/Y *Artemis* and M/Y *Island Girl*, both available for charter this winter in the Caribbean.

VAN DER VALK SHIPYARD

announces M/Y *Blue Jeans* was delivered in October, 2022. After the handover at the yard in the Netherlands, she had her maiden voyage to London, where this iconic shot was captured in front of the Tower Bridge. The yacht's sleek profile features lots of exterior glass. Her blue hull paint was developed with Alexseal, while designer Guido de Groot used colors, surfaces and lights to remove any hint of white. The interior features an intricate fusion of Northern European and Asian styles and a variety of materials, including liquid metal walls, copper accents and reconstituted teak. *Blue Jeans* was due at her home berth in the Far East in late January.



Blue Jeans



Oscar Hemmings

WILLIAMS JET TENDERS, a leading jet tender specialist, announced that Oscar Hemmings has joined its design and engineering department as Junior Designer, Special Builds and SOLAS. Oscar will be responsible for the design and technical foundations of the company's customized builds, including the new SOLAS versions of the 505, 565 and 625, as well as some new models that are currently in development. Oscar is delighted to join the team following

the completion of an Industrial Design degree at Loughborough University, where he gained a first-class honors.

Ocean Pollution: Data, Maps, and a Call to Action

by Graeme Somerville-Ryan, Eyesea

In 2022, Eyesea, still very much in the testing phase, crowdsourced and mapped more than 130,000 images of ocean impact pollution from over 65 countries and territories. Crews from commercial ships, yachts, and members of the public helped to show us the extent of the pollution problem. From Antarctica to Somalia, Pohnpei to Newfoundland, it is everywhere, an ever-present feature of our coastlines. The only maritime pollution of note we didn't capture was a container.

I don't want to sound melodramatic, but we are facing something of an ocean pollution crisis. Not a far-off "Great Pacific Garbage Patch" problem; more one that we walk/sail past and ignore every day. This is now an industrial problem, and an industrial problem requires an industrial solution. Data, tech, and seafarers are at the heart of this solution. We must think about this differently because whatever we are doing right now, isn't working. There you go, a bit of melodrama.

Proof of concept

For Eyesea, 2022 was a "proof of concept" year. Would people collect data for us, would this data be useful, and could meaningful action be taken based on this information? The answer was yes.

Pollution data inspires action. It is hard to record a picture of a plastic cup and not feel obligated to pick it up. Likewise, seeing a map covered in pollution reports makes you ask, "Can I help?"

In 2022, because of some extensive mapping, Eyesea provided support to a clean-up project, the Luna Story Foundation in Vashi, India. This led to around 10,000 pollution images being recorded, and the recovery of around 26,455 pounds of pollution by over 800 volunteers. Data collection made a world of difference when we presented this information to potential project sponsors.

Getting large amounts of data also made us think about the next phase of our tech development. Eyesea is about to launch Version 2 of the Eyesea pollution-reporting app. We also are now in the early stages of scoping out a data-management platform for ports, marinas, and even city authorities. This platform will digitize the process of pollution reporting, report analysis, and coordinating action and recovery. In 2023, it is – shockingly – still a paper/telephone-based process.

Great Pacific Garbage Patch

It's far away, it's too big a problem to solve, and there's nothing you can do – aside from handing over cash or maybe buying a bracelet or a



pair of sunglasses. It also doesn't really exist in the form that most people believe...ask a seafarer what he or she have seen out in the vastness of the Pacific Ocean. The GPGP (catchy) removes everyday people and seafarers from the solution.

But you and your vessel or your client's vessel can make a difference – far beyond just picking up the trash you come across.

Pollution data collected by yachts and crew, both sailing and when on shore, can have a disproportionate impact on pollution response, because you, and pollution maps, have influence. A destination port in the Caribbean or the Mediterranean wants and needs to be clean and beautiful. Your reports are an incentive to clean up shorelines and reduce pollution. This isn't about naming and shaming; this is about helping people be more efficient and effective when it comes to pollution recovery and reduction.

Your pollution reports over the last year also have directly led to Eyesea being approached by major tech providers wanting to help (a Data Management Platform using AI, machine learning, weather data, and satellite spectrometry doesn't just build itself). The closer you are to the water, the more you understand the pressing need for action. Over the last year, we have been overwhelmed by the number of people wanting to help build the Eyesea idea. Helping doesn't mean giving over your life to picking up rubbish. Everyone has useful expertise, experience, and ideas, or even just unique access to the ocean.

This is a big problem. Everyone is welcome and we need your help.

For more information about how you can help, visit eyesea.org.

Seeing a map covered in pollution reports makes you ask, 'Can I help?'



Pumpout Nav Mobile App for Boaters Expands to Florida

by **Kirsten Romaguera**, *University of Florida/IFAS*

Florida Sea Grant, the University of Florida and the Florida Department of Environmental Protection are excited to announce that Pumpout Nav is available to Florida boaters.

Boaters now have access to an interactive tool to locate more than 250 publicly available pumpouts, portable toilet dump stations, and mobile pumpout vessels throughout the state.

Pumpout Nav, a free iOS and Android app, uses a boater's location information to suggest the nearest public pumpout station on a map or list. Pumpout Nav helps boaters find the amenities they need and helps marinas promote their services.

Florida Sea Grant began populating the Pumpout Nav app with Florida-specific information after receiving a contract from the Florida Department of Environmental Protection's Clean Vessel Act Grant Program. Functional pumpout stations are critical for boaters to properly dispose of boat waste and protect water quality.

"The DEP Clean Vessel Act program recognized the importance of providing the Pumpout Nav app to boaters in Florida so that these services can be easily located throughout the waters of the state," said Michael Shirley, deputy director in the Office of Resilience and Coastal Protection. "The Florida Sea Grant program was a logical partner to approach with this plan and opportunity. The amount of effort put into this project is outstanding."

Excess nutrients

Although properly functioning Marine Sanitation Devices (type I and II) eliminate most pathogens in sewage, they cannot treat nutrients. Excess nutrients can degrade water quality and contribute to harmful algal blooms. Functional pumpout stations also help boaters comply with discharge regulations, like the No Discharge Zone (NDZ) in the state waters of the Florida Keys National Marine Sanctuary.

"Boat sewage is much more concentrated than municipal sewage, with anywhere from 20 to 40 times as many nutrients," said Victoria Gambale, Florida Sea Grant's Clean Vessel Act education coordinator.

The app now catalogs more than

The app now catalogs more than 250 pumpout stations, along the coast and in some inland waterways.

250 pumpout stations, along the coast and in some inland waterways, and provides each facility's cost, hours and detailed location within the marina. Users also can find instructions on how to use a pumpout station, how to operate a boat's Y-valve, information on marine composting toilets, and more.

"We just reached over a million registered vessels here in Florida, and that doesn't include all the vessels that come to visit," Gambale said. "This could have a huge impact on water quality. Most boaters care about the water they recreate in and properly dispose of their waste. But some still think, 'I'm just one boater,' but you're one of a million, and boating is often concentrated along certain coastal areas. Even if your boat has a Marine Sanitation Device, it's still great to use a pumpout because that

waste gets sent to a municipal treatment plant where it's treated to a higher standard."

Personalized account

Boaters can create a personalized account in the app to log their pumpout activity,

save their favorite pumpout locations, and plan their next pumpout stop. Boaters also are encouraged to use the app to report any issues they encounter with a pumpout unit, helping marinas stay on top of repairs.

"One of my favorite app features is the boater's ability to report a problem with a pumpout," Gambale said. "It can be frustrating to go through the effort of moving your boat, only to find out the pumpout unit is broken. The app tries to eliminate that by letting all users know when a problem is reported."

In addition, Florida Sea Grant is still seeking public pumpout locations the app may be missing. To report one, connect to Florida Sea Grant via Facebook, Instagram or Twitter.

Boaters can download the free Pumpout Nav app through the Apple App Store or Google Play.

The expansion of Pumpout Nav to Florida was paid for by the Florida DEP Clean Vessel Act Grant Program. The program receives federal grants from the U.S. Fish & Wildlife Service, with funding from the Sport Fish Restoration and Boating Trust Fund, which is supported by excise taxes paid for fishing equipment, motorboat and small engine fuels, import duties, and interest on the fund.

For more information, visit www.flseagrant.org.



Brokers Wings and Wheels

Banyan Air Service, FXE
Fort Lauderdale, Florida
December 4, 2022

More than 135 people attended the first-ever Brokers Wings and Wheels Fly-In, held at Banyan Air Service at Fort Lauderdale Executive Airport in conjunction with IYBA/YBAA Yacht Sales & the Law seminar. It was a feast for the eyes with private aircraft and jets on the tarmac along with a group of spectacular Ferraris courtesy of the Ferrari Club of South Florida. A painting of a custom Ferrari by Florida Keys artist Pasta was raffled off. Everyone enjoyed lunch and the opportunity to network in an exciting new setting.



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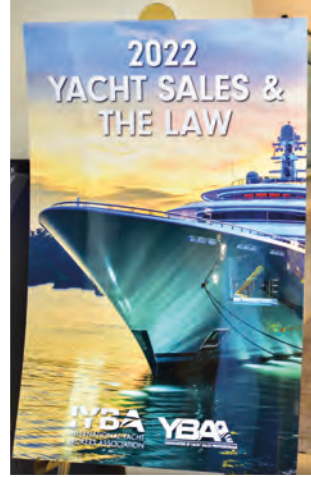
IYBA/YBAA Yacht Sales & The Law

Westin Fort Lauderdale
Fort Lauderdale, Florida
December 5, 2022

IYBA and YBAA joined forces for the 27th Annual Yacht Sales & the Law Seminar. Nearly 200 industry professionals attending this educational event, kicked off by Keynote Speaker Richard McSpadden, former U.S. Air Force Thunderbirds Commander and Flight Leader. Afterward, attendees went to Chima Steakhouse in Fort Lauderdale for a delicious networking dinner. The list of



speakers and sponsors who participated is too long to include here, but IYBA thanks each one, along with YBAA, for making this edition of Yacht Sales & the Law a resounding success.



Caribbean Charter Yacht Show

St. Thomas, U.S.V.I.
December 8-11, 2022

The 2nd Annual Caribbean Charter Yacht Show (CCYS), held at Yacht Haven Grande in St. Thomas in partnership with IYBA, was highly successful. There were 13 charter yachts with an average LOA of just over 135 feet on display, totaling 1,770 feet. Attendees included 84 charter brokers and fleet managers, of whom 29 came up from the Antigua Charter Yacht Meeting. There



were 35 brokers who attended CCYS in both 2021 and 2022, demonstrating how the event already has built a loyal following. Many thanks go to all the participating brokers, yachts, crew, and sponsors, including Ward's Marine Electric, Business Risk Advisors, Viya, World Fuel Services, Southland Gaming, Kohler Marine, Ambient Yoga, Aeré and Yonder Insurance.



Marine Industry Fa-La-La Fiesta

MIASF Office
Fort Lauderdale, Florida
December 13, 2022

The Marine Industries of South Florida (MIASF) once again hosted the annual Marine Industry Holiday Party, which brings together members of MIASF, IYBA, the International Superyacht Association, U.S. Superyacht Association and Young Professionals in Yachting along with industry members from a wide variety of marine companies and organizations headquartered in South Florida. The Mexican-themed party included Margaritas, merriment, a prize for “Best Dressed”, and a toy drive for to help children in financially distressed families celebrate a happier holiday.





Located in the heart of Nassau, Bay Street Marina is The Bahamas' #1 marina conveniently located on East Bay Street.

The amenities-rich marina is your home away from home.

With a controlling depth of 20', **Bay Street Marina** can accommodate vessels up to 500'. Most slips are equipped with fresh water and electrical service from 30amp power up to direct 480v feeds. Communication is easy with high-powered wi-fi system as well as CCTV to ensure the security of your vessel and property. Bay Street Marina has a tranquil swimming pool, air-conditioned restrooms, showers, laundry room, crew lounge, fish cleaning station, BBQ grill station, & Green Parrot restaurant for enjoyable dining experiences right here on the docks.

E Bay St, Nassau, The Bahamas

242.676.7000, VHF Channel 16,
info@baystreetmarina.com, www.baystreetmarina.com

MARINA INFORMATION

- 120 slips for transient or permanent docking
- Can accommodate vessels up to 500'
- 12' draft, low tide - up to 20'
- Electrical supply 30 amp to direct feeds of 480v
- Ultra-fast WiFi
- Full CCTV 24-hour security
- High quality reverse osmosis, fresh water at every slip
- Wastewater disposal facility & Pumpout
- Fuel Station – RUBIS fuel dock, Bay Street Marina Dock D
- Grilling station by pool
- Fish cleaning station

Over 80 Years of American Iron Powering Vessels Around the Globe

by **Charlson C. Smith**, *Caterpillar Marine*

In 1930, in an effort to provide an incredibly efficient machine to a wide swath of customers, the Caterpillar Tractor Company (as it was known from 1925-1985) began the development of its first diesel engine, called the D9900 but affectionately known as “Old Betsy”. Designed to burn relatively low-cost diesel fuel, the D9900 proved to be a far more reliable and cost-effective powerplant for crawler tractors than the gasoline engine it replaced. With total engine displacement right at 18 liters, the diesel produced a mind-boggling 70 drawbar horsepower! By comparison, Caterpillar’s present-day C18 marine engine, also 18 liters, makes 1,135 brake horsepower (BHP).

While the D9900 was never marinized, it wouldn’t be long before Caterpillar management realized there could be vast market for marine diesel engines. The decision was made in 1939 to formally introduce a marine product line, consisting of four engine models ranging from the D4600 up to the D17000. The latter displaced 27 liters in a V-8 configuration and produced a whopping 135 horsepower at 900 RPM. Mind you, this was a continuous rating, meaning the throttle could be left wide open for the majority of the engine’s life and it would hold together.

A Passion for Cat

“Who is it that you work for?” is perhaps one of the most common follow-up questions asked at yachting industry meetings once names are established, hands are shaken, and business cards exchanged. A quick glance at the now 34-year-old Cat® logo adorned on my card typically elicits something along the lines of, “Oh! I have a buddy with a pair of 3208s in his Bertram, and they still run like a top!” Those engines may have very well rolled off the production line in the same year that our current ubiquitous logo was introduced – 1989 – however their sound engineering, conservative power ratings, and present-day parts availability keep them going.

My name is Charlson Smith (believe me, business cards help a lot with an uncommon name like that), and I’ve just celebrated my tenth anniversary with Caterpillar Marine this past June. I, like my brother William, grew up spending vast amounts of time at the Trinity Yachts yard in New Orleans, Louisiana, trying to absorb as much boatbuilding and mechanical knowledge that we could from our father, Billy Smith. I still say today he will forget more about vessel construction and repair than I can ever hope to know. It was in that yard that I grew familiar with diesel engines of all makes and models, but in particular, I was drawn to the yellow (and often Matterhorn White) paint of the Caterpillar product line.

This brief article will hopefully give you some meaningful insight into Cat’s now 84-year participation in the maritime industry.

Caterpillar still produces this type of rating (relatively low brake mean effective pressure, or BMEP) in its engines today for high-hour, high-load applications such as towboats, dredges, and displacement hulls. In Caterpillar parlance, it’s referred to as an “A” rating, or unrestricted continuous. On the other end of the continuum is the “E” rating, or high performance. This is reserved typically for higher-speed vessels such as sportfish, express yachts, etc. There are also, B, C, and D ratings, all of which are developed to best meet customers’ needs, whether it be for a tug, ferry, cargo vessel, motoryacht or what have you. For example, the aforementioned C18 platform can be ordered at 1,150 BHP for yachting, but also at 470 HP for a pushboat... “horses for courses”, as they say.

It wouldn’t be long after the introduction of the first Cat marine

engines that the United States was drawn into World War II at the end of 1941. Naturally, a huge focus for the company was to produce as many D7 track-type tractors as possible to support our GIs overseas. Caterpillar even “dieselize” a Wright RD-1820 radial aircraft engine for Sherman tank use (for further reading, if you’re an engine aficionado, look up Caterpillar D-200).

With the war won in both theaters by 1945, Caterpillar again shifted its focus to offering a broad product line not only of machinery, but also electric generator sets, industrial engines, and of course, marine engines. By 1953, the Industrial Engine Division had been set up within Cat to help satiate customer demand for all marine, EP, and industrial product.

Halcyon days

Not unlike General Motors, Boeing, and Westinghouse, Caterpillar also enjoyed the halcyon days of the post-war economic boom. By 1957, the all-new D353 inline-six had been introduced, heralding in the family of 6.25-inch bore diesel engines (pronounced “six-and-a-quarter-bore” by Cat folks) that Caterpillar would continue to build until 1991. The D379, D398, and D399 would follow shortly thereafter, rounding out the product line to include an inline-six, V8, V12, and V16, respectively. Their 8-inch stroke allowed for massive torque rise; 100 percent of their power could be taken from the flywheel or the front of the crank, enabling these engines to be joined together in a tandem configuration.

The 6.25-inch family garnered Caterpillar international attention, with engines installed worldwide in oil rigs, electric plants, sawmills, and countless vessels of all types, including many yachts. Even today one can readily find original Cat iron installed in a classic motoryacht such as a Feadship or Burger, and oftentimes these engines are still running 50 years after they were used to displace an old steam powerplant in a repower.



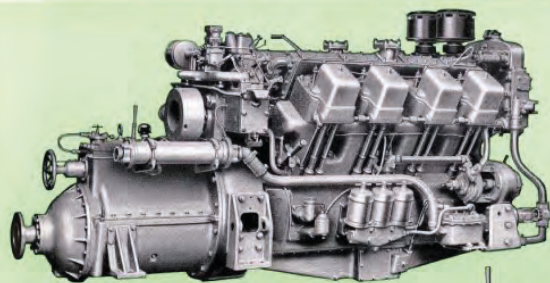
"CATERPILLAR" DIESEL

MARINE ENGINES

4 SIZES

"Caterpillar" Diesel Marine Engines are designed and built to operate continuously at full load according to their rated horsepower. When equipped with Twin Disc reverse and reduction gear unit they are suitable for driving either right or left hand propellers.

MODEL	No. Cylinders	Bore and Stroke	Max. Gov. R.P.M.	Brake Horsepower Continuous Duty
D17000	8	5 $\frac{3}{4}$ "x8"	900	135
D13000	6	5 $\frac{3}{4}$ "x8"	900	100
D11000	6	5 $\frac{3}{4}$ "x8"	900	80
D4600	6	4 $\frac{1}{4}$ "x5 $\frac{1}{2}$ "	1500	55

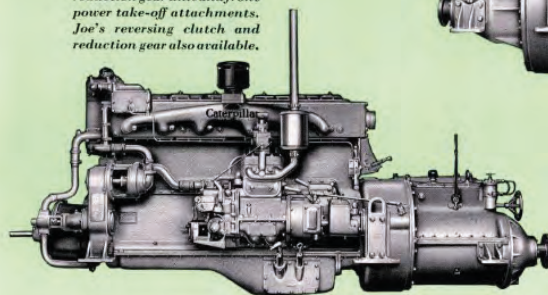


D17000

MARINE ENGINE equipped with Twin Disc reverse and reduction gear unit and front power take-off attachments.

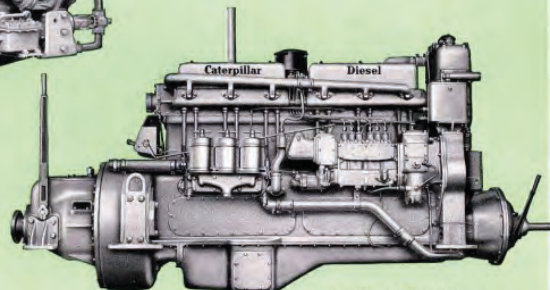
D11000

MARINE ENGINE equipped with Twin Disc reverse and reduction gear unit and front power take-off attachments. Joe's reversing clutch and reduction gear also available.



D13000

MARINE ENGINE equipped with Joe's reversing clutch and front power take-off attachments. Joe's reduction gear and Twin Disc reverse and reduction gear unit also available.



1939 Caterpillar Marine Product Selection Guide

Power density

Power density is a term that we hear every day as an engine manufacturer. How much power can you produce for a given weight?

Caterpillar's answer to this question began to be formulated in 1969 with an engine called the 3160, later to be renamed the 3208 in 1974. A 10.4-liter V8, the engine debuted with 185 or 210 HP in naturally aspirated form. By the early 1990s, the engine could be ordered up to 450 HP; however the most popular rating was arguably 375 HP. Indeed, this engine was the first major venture for Caterpillar into the yachting segment, starting relationships with the likes of Viking in 1975 and most other major builders soon thereafter. The engine was an ideal alternative to big-block gasoline power of the era and continued to be built until 2001.

As if the debut of the now-celebrated 3208 marine engine wasn't enough excitement for the Caterpillar Marine of the early 1970s, a far more significant development was taking place: the launch of the all-new 3400 series engines. Naturally, this new platform would be used company-wide, but the opportunities for the marine sector were enticing to say the least. With the launch of the 3406, 3408, and 3412s, customers could now elect to have an "all-Cat" vessel.

A nomenclature change took place at Caterpillar between 1973 and 1974, and as a result it gained the now well-known engine families of the 3200, 3300, 3400 series. By 1981, the venerable 3500 series would be introduced; the 3512/3516 engines are still being produced today and continue to be best-sellers in both the yachting industry and in workboats alike. Similarly, countless 3508s continue to soldier on in vessels around the world. To round out either end of the Caterpillar product line spectrum, the company rolled out the 3600 series in 1985, followed by the first fully-metricated Cat engine, the 3100 series, in 1987.

Countless Cat 3508s continue to soldier on in vessels around the world.

Amongst the wide array of Cat engines available to maritime customers by the end of the 1980s, it would be the 3412 that proved to be the clear winner when it came to high-performance yachts. The true

turning point for Caterpillar arrived by 1989 with high customer demand for the 3412C at 1,000 HP (for you engine nerds, that's a "38S" serial number prefix... they began life as industrial engines). Boat builders now had an alternative to the 12-cylinder two-cycle engines at the time, and it wouldn't be long before the 3412E at 1,450 HP took over even the 16-cylinder two-strokes. Eventually, the 3412E would be bored from 137mm to 145mm, giving rise to the C30; both would share the hydraulic-electronic unit injector (HEUI fuel system). The C30 was developed into the C32, still retaining the HEUI fuel system. The C32 ACERT™ eventually would adopt the mechanical-electric unit injector (MEUI) fuel system, with a cam rolling over the fuel injector to create pressure and an electronic solenoid to tell the injector when to fire at precisely the right moment.

Committed to the future

Today, we celebrate the C32B at an incredible 2,400 brake (read: true) horsepower, all out of 12 cylinders, three turbochargers, and one company that is committed to the future of the yachting and marine industry alike.

If you can't tell by now, I'm passionate about Caterpillar, our customers, our people, and our products. I hope to see you at the next boat show, open house, IYBA function or dinner, or simply walking the docks – Let's talk engines!

Charlson Smith is Americas Yachting & Commercial Fishing Manager for Caterpillar Marine. For more information, visit www.cat.com.



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As a full service maritime law firm, Perry & Neblett is among a handful of international law firms with the breadth of knowledge and experience necessary to serve the complex needs of the super yacht industry. Perry & Neblett offers both litigation and transactional expertise to its clients around the globe, and welcomes the opportunity to assist you with your maritime legal needs.

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