

FEBRUARY/MARCH 2019

# COMPASS



MIAMI YACHT SHOW  
and  
SUPERYACHT MIAMI  
2019



# THE BUSINESS *of* YACHTS

Robert Allen Law advises clients  
regarding the purchase and sale of  
major yachts and represents leading yacht  
manufacturers, distributors and brokers.

MIAMI  
THE FOUR SEASONS OFFICE TOWER  
1441 Brickell Avenue, Suite 1400  
Miami, FL 33131



**ROBERT ALLEN LAW**  
INTEGRATING LAW INTO BUSINESS®

FORT LAUDERDALE | PALM BEACH | NEW YORK | TEXAS

[yachts@robertallenlaw.com](mailto:yachts@robertallenlaw.com) | (305) 372-3300 | [robertallenlaw.com](http://robertallenlaw.com)

# IYBA SPONSORS

**\$25,000+**

**ROBERT ALLEN** LAW  
THE BUSINESS OF YACHTS

**YACHTWORLD**  
.COM

A publication for  
the Members of the  
International Yacht  
Brokers Association

**\$15,000+**



**Willis**

**\$1,000+**



**\$10,000+**



**MOORE**  
&  
**COMPANY**



**\$7,500+**



**\$5,000+**



**\$2,500+**



THANK YOU TO  
OUR SPONSORS

To join  
these  
sponsors,  
call IYBA at  
954.522.9270





# NOTHING BEATS HARD WORK

At Roscioli Yachting Center we value hard work and dedication to the yacht service and repair craft. Over a hundred men and women make up the Roscioli Team. They are skilled carpenters, electricians, welders, fabricators, captains, painters, mechanics, sandblasters, furniture makers and propulsion specialists - all masters of their trade. All projects are managed by project managers and no matter the job we bring our A Game!



954.581.9200      [rycshipyard.com](http://rycshipyard.com)  
3201 State Road 84, Fort Lauderdale, FL 33312



# CONTENTS

FEBRUARY/MARCH 2019

- 5 From the Helm: Boating Week in Miami  
BY PAUL FLANNERY, IYBA
- 6 IYBA Broker of the Year & Charter Professional of the Year
- 7 Meet the New IYBA Board Members
- 8 25% EU Customs Duty on U.S. Yachts Now in Force  
BY JANET XANTHOPOULOS, Rosemont Yacht Services
- 10 Illegal Charters – Part III  
BY MARK J. BUHLER, Buhler Law Firm P.A.
- 12 Get to Know Your Board Members: Rob Newton, Galati Yacht Sales
- 14 IYBA Continues Deferred Importation Push
- 14 YachtWorld Sales Report for 2018
- 16 Destination: Chub Cay Resort & Marina
- 18 Yard Spotlight: Roscioli Yachting Center
- 20 Miami Yacht Show & Palm Beach Int'l Boat Show Preview + Brightline Report
- 22 Update on IYBA CARE Program
- 24 Advantages of Boat Financing in an Unpredictable Economic Market  
BY NOELLE NORVELL, Luxury Financial Group
- 26 Top 5 Features to Look for in a Yacht Chiller  
BY CLIVE COX, Technicold
- 28 How to Make Sure a Survey Goes Smoothly  
BY MALCOLM ELLIOTT, Florida Nautical Surveyors
- 30 IYBA Member News + New Members
- 34 Marketing Savvy: Using a USP Database  
BY MARK DUNCAN, Fraser Yachts
- 36 Caribbean Season Makes a Comeback  
BY KIM KAVIN



- 37 Giving Back: the Shark Trust
- 38 Off the Beaten Path in St. Kitts  
BY DAPHNE D'OFFAY, Ocean Independence
- 40 Members' Gallery: Holiday Party
- 41 Members' Gallery: Brokers Open House
- 43 Yachting's Legend: Dick Bertram  
BY JOHN WELLER, IYC

## EVENTS

### FEBRUARY 14-18

Miami Yacht Show  
On Biscayne Bay between  
MacArthur & Venetian Causeways

SuperYacht Miami  
Island Gardens Deep Harbour on  
Watson Island

Miami International Boat Show  
Miami Marine Stadium Park & Basin

### MARCH 28-31

Palm Beach International Boat Show  
S. Flagler Dr., West Palm Beach

## EDITORIAL TEAM

**Paul Flannery**, IYBA Executive Director  
**Shay Loudenslager**, IYBA Director of Operations  
**Jonne Houwing**, IYBA Communications Specialist  
**Denise Huntze**, Print Dynamics, Designer  
**Gary Beckett**, Turnkey Communications & PR, Inc.,  
 Writer/Editor  
**Louisa Beckett**, Turnkey Communications & PR, Inc.,  
 Writer/Editor

NOTE: The articles and information contained in COMPASS represent the opinions of the authors and editors and should not be construed to be those of the International Yacht Brokers Association. Nothing contained herein is to be considered as the rendering of legal advice for specific cases, and readers are responsible for obtaining such advice from their own legal counsel. The articles and information herein are intended for education and informational purposes only.



## 2019 BOARD OF DIRECTORS

### President

**Bob Saxon**

HMY Yachts

### Vice President

**Bob Denison**

Denison Yacht Sales

### Treasurer

**Jeff Stanley**

Gilman Yachts

### Secretary

**Paul Burgess**

Princess Yachts

### Directors

**Trevor Carroll**

Fraser Yachts

**Carmine Galati, Sr.**

Galati Yacht Sales

**Grant Henderson**

Baglietto

**Kristen Klein**

Northrop & Johnson

**Andy Miles**

Westport LLC

**Rob Newton**

Galati Yacht Sales

**Gary Smith**

SYS Yachts

## COMMITTEES

Advertising/Publicity:

**Paul Burgess | Chair**

**Tom Gresh**

**Grant Henderson**

**Julie Jones-Bernard**

**Cromwell Littlejohn**

**Bob Saxon**

**Jeff Partin**

**Jennifer Jolly**

**Marc Welch**

**Randy Thomas**

Arbitration & Ethics:

**Jeff Partin | Chair**

**Bob Zarchen**

**Rob Newton**

**Jeff Stanley**

**Bob Saxon**

**Grant Henderson**

**Paul Burgess**

**Carmine Galati**

**Bob Denison**

**Gary Smith**

Boat Show Committee:

**Grant Henderson | Chair**

**Bob Denison**

**Andrew Doole**

**Rob Newton**

**Crom Littlejohn**

**George Jousma**

**Phil Purcell**

**Bob Saxon**

**Steve Gale**

**Tracy Hess Burgess**

**Carmine Galati**

**Gary Smith**

**Tim Derrico**

Charter Professionals Committee: \*

**Bob Saxon | Board Liaison**

**Daphne d'Offay | Co-Chair**

**Jeff Shaffer | Co-Chair**

\*see website for full Committee listing

### Forms:

**Paul Flannery | Chair**

**Jeff Partin**

**Jon Burkard**

**Christopher Anderson, Esq**

**Robert Allen Esq**

**Robb Maass Esq**

### Membership:

**Bob Saxon | Chair**

**Paul Burgess**

**Frank De Varona**

**Andy Miles**

**Jeff Stanley**

**Paul Flannery**

### MLS:

**Bob Denison | Chair**

**Gary Smith**

**Paul Burgess**

**Grant Henderson**

**Rob Newton**

**Carmine Galati**

### Public Affairs:

**Staley Weidman | Chair**

**Crom Littlejohn**

**Jenny Wicker**

**Gigi Garcia**

**David Maass**

**Bob Zarchen**

**Sean O'Heron**

### Seminars & Events:

**Jeff Partin**

**Paul Flannery**

**Jeff Stanley**

**Rob Newton**

**Staley Weidman**

**Carmine Galati**

### Sponsorship:

**Andy Miles | Chair**

**Paul Flannery**

**Bob Denison**

**Rob Newton**

**Jeff Partin**

**Tom Gresh**

## MARINE ORGANIZATIONS & ASSOCIATIONS

MIASF Anchor: **Staley Weidman**

MYBA: **Bob Saxon**

AYCA: **Bob Saxon**

YBAA/CAC: **Staley Weidman**

NMMA & MIAF: **Paul Flannery**

USSA: **Bob Saxon**

CYBA: **Rob Newton**

NYBA/NWMT: **Bob Denison**

YPY: **Grant Henderson**

LYBRA: **Rob Newton**

MIAPB: **Paul Flannery**

ISS: **Bob Saxon**

Marine Advisory Board:

**Grant Henderson**

### IYBA STAFF

**Executive Director**

**Paul Flannery**

**Director of Operations**

**Shay Loudenslager**

**Communications Specialist**

**Jonne Houwing**



Image by Jim Raycroft

# AD INDEX

Robert Allen Law	IFC
Roscioli Yachting Center	2
Boathouse Auctions	9
AMIkids	11
JP Reynolds Company, Inc.	13A
YachtingToday.TV	13B
Marine Video Production	15
Compass Logistics & Marine LLC	21
IYBA CARE	22
Moore & Company	23
IYBA.PRO Vessel Portal	25
One Sotheby's International Realty	27
World Yacht Survey	33A
Atlas Marine Systems	33B
Simex International	33C
Private Yacht Finance	35
Florida Nautical Surveyors	44
Yacht Management	IBC
Hargrave Custom Yachts	BC

To advertise in **COMPASS** please contact IYBA  
at 954.522.9270 or email IYBA@IYBA.ORG



## It's Time for Boating Week in Miami!



Well here it is, February again and time for us to kick off the 2019 selling season with the Miami Yacht Show – but it's not just another boat show! About the time you read this, we will be in full swing with one of the world's greatest boat shows at a new venue, with a new feel, look and energy. Our new home at One Herald Plaza in downtown Miami gives the entire industry an opportunity to embrace some serious changes. The location gives us a great waterside position easily accessible from land, sea and air. By land, major interstate highways are a stone's throw away, 3,500 parking spaces are across the street from the entrance, plus we have a Metro Mover stop serving the Brightline and Metrorail lines only steps away. By air, we are located five miles from Miami international Airport. By sea, that's pretty self-explanatory, with one of the major seaports of the world and the gateway to Atlantic Ocean literally within sight.

A new spirit of cooperation between IYBA and Informa, owners and operators of the Miami Yacht Show, and the NMMA, owners of the Miami International Boat Show, has been developed to ensure a solid future for both shows and to promote "Boating Week In Miami". We all recognize that it is critically important to provide a seamless and enjoyable experience to boat show attendees, upon whom we heavily rely, and many measures are in place to that end. Improved transportation between shows, and more diverse offerings at the Miami Yacht Show's downtown location with art, watches, aviation and automotive offerings, will provide an unparalleled luxury experience.

A few pages ahead, you will be introduced to the new members of the IYBA Board of Directors for 2019-2020. We had an excellent field of candidates to choose from this year, all of whom exemplify our goals of professionalism and cooperation. Voting came down to the wire as in all elections lately and congratulations to the winners! We have several returning Board members who will continue with the agendas we have been working on, and a few fresh faces to add spirit and energy to the discussion. To those Board members who will not be returning, we all owe a debt of gratitude to you for your great contributions and tireless efforts to improve our profession.

In other news, I feel a need to apologize for "getting out over my skis" a little. In the last few months, I have been touting the arrival of IYBA CARE as imminent and we had hoped to provide a program to the membership in time for the open enrollment period that ended in December. Unfortunately, we were not able to accomplish the stated goals in time for that deadline but please look a little further in this issue for an update on IYBA CARE from SGRM, our health insurance provider. I think you will find some very welcome news there.

On the agenda for 2019, our committees already are hard at work planning some fresh and exciting content for our seminars. This year we also will add a second seminar to the West Coast of Florida by way of taking the Yacht Engineering Seminar and Expo on the road, bringing the total of domestic educational events to seven, and our international agenda will provide two more seminars. We will repeat our very successful Newbuild Seminar and our Yacht Sales and the Law Seminar in Europe with a new date and time for each. More details are being worked out now and we will make the announcements as soon as they are confirmed.

We also are delighted to announce that, through the cooperation of Tom Russell, chairman of the Maritime Arbitration Association in San Diego, Calif., we have acquired "IYBA.ORG" and have transitioned our website and emails to that URL. Please take a moment to update your contacts for Paul@, Shay@ and Jonne@ IYBA.ORG.

There's a lot more happening, but you don't want to hear me drone on and on. Please go to IYBA.ORG and watch your emails for blasts and breaking news from IYBA.

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

Cheers,

*Paul*

Paul Flannery





## Charter Professional of the Year: Diana Brody, Camper & Nicholson's

Luxury yacht charter industry veteran Diana Brody, who helped open Camper & Nicholson's first U.S. office in the 1990s, has been named 2018 Charter Professional of the Year by IYBA.

Born and raised on the New Jersey shore, Diana developed a love of the water at a young age. She attended Southampton College, and after graduation pursued a career as a cook on a private yacht.

"This was a time when a 56-foot motor yacht was considered large and megayachts were about 100 feet," Diana said. "Working on yachts back in the 1980s was a different time, and I sat for my U.S. Coast Guard Captain's license."

Suddenly, life "took a turn", as Diana describes it, and she left the crew life to join The Sacks Group, then headed by founder Ed Sacks.

"After he sold AZZURRA II, the company was downsized, and I helped to open the first Camper & Nicholson's office here in the U.S.," she said. "In the beginning we sat on the floor and the typewriter was



on a box. There was no internet, and charter agreements were two pages, except for the Greek ones which were five pages, and you used copy paper. Now, 26 years later, I can say it is still a pleasure to work for this prestigious company."

Diana added that being a charter broker has allowed her to, "explore the world in a special way." From Canada to Alaska, from the Bahamas to the Caribbean, the eastern and western Mediterranean, Tahiti, Singapore, Thailand, Malaysia, the Galapagos, and the U.S.; wherever there is water, she has been able to pursue her passion for exploration.

Recently, in a testament showing just how tough she is, Diana has successfully fought a battle against cancer. "The past 14 months have been very difficult, but I am a fighter, and I beat the odds of fighting off two cancers simultaneously,"

she said. "I am once again the same fun-loving, hardworking Diana. Thank you IYBA for this honor – I am very humbled by it." ♦

---

## Broker of the Year: Gary Smith, SYS Yacht Sales

SYS Yacht Sales President Gary Smith has been named 2018 Broker of the Year by IYBA. Gary is a former IYBA president and a current member of the IYBA Board of Directors.

Gary was one of first brokers in Florida to obtain his Certified Professional Yacht Broker designation. He has been on the IYBA Board for more than 10 years. He also has chaired several IYBA committees and has served on the Certification Advisory Council in the Certified Professional Yacht Broker (CPYB) Program.

As a lifetime boater, scuba diver and one of four aircraft pilots at SYS, Gary has a passion for boating, yachting and flying. He grew up on the Louisiana waterways where fishing and living on water skis were a way of life. Gary is an active alumnus of Louisiana State University in Baton Rouge.

With his family and himself as crew, Gary spent a year cruising aboard the 62-foot M/Y LADY ALISTINA, cruising the Bahamas, the eastern



Caribbean, and heading as far south as South America. This cruising experience, combined with owning his other boats, gave Gary extensive knowledge of all aspects of yacht ownership, and led him to excel in full-time cruising and living aboard larger yachts.

As one dedicated to servicing his clients, Gary has traveled as far as the country of Turkey for a survey and sea trial, proving that he will go to the ends of the earth to find the best yacht for his customers.

As a pilot, Gary flew numerous flights to carry relief supplies to help those in need following the hurricanes of 2017. "On one flight, I had over \$500,000 worth of medicines donated by a hospital in Houston, Texas," he said. "This was supporting a team of 25 doctors and nurses that were on site for disaster relief." ♦

# IYBA Leadership

## Meet Your New IYBA Board Members

**Congratulations to the new IYBA 2019/2020 Board of Directors!**



**Paul Burgess**  
Princess Yachts



**Trevor Carroll\***  
Fraser Yachts



**Grant Henderson**  
Baglietto



**Kristen Klein\***  
Northrop & Johnson



**Andy Miles**  
Westport



**Bob Saxon**  
HMY Yachts



**Gary Smith**  
SYS Yacht Sales

Filling out their terms:

**Bob Denison**, Denison Yacht Sales

**Carmine Galati, Sr.**, Galati Yacht Sales

**Rob Newton**, Galati Yacht Sales

**Jeff Stanley**, Gilman Yachts.

\*New to the IYBA Board

**IYBA**  
INTERNATIONAL YACHT  
BROKERS ASSOCIATION



## EU Customs Duty of 25 Percent on Imported U.S.-Built Yachts Now in Force

Some yachting professionals based outside of the European Union (EU) may think this is just a rumor, but unfortunately this is a reality. Since June 26, 2018, yachts built in the U.S. that are being imported into the EU are being required to pay a 25 percent customs' duty in their country of import and applicable VAT. Yachts less than 12 meters also must pay a 1.7 percent customs duty. This could have a huge impact on the next Mediterranean charter season.

The European Commission has indeed adopted this new prohibited measure by implementing regulation (EU) 2018/886 as a direct response to the U.S.'s decision to impose a new 10 to 25 percent tax on steel and aluminum products imported into the U.S.

### Which yachts are concerned?

All sail and power yachts equipped or not with auxiliary engine, which have been built in the U.S. irrespective of the type of hull and which are fully imported into the EU, are included. Importation into the EU means private yachts which.:

- are fully imported into the EU as private yachts (not used under Temporary Admission (TA));
- are imported in France as commercial yachts under the French Commercial Exemption (FCE) regime or through other countries (ie: Malta) and hold a valid Import Customs Declaration (DAU/SAD).

### Which yachts are not concerned?

- Cruise ships, cargo ships and other vessels used for transport of persons and goods even if built in the U.S.
- Yachts coming from the U.S. but not built in the U.S.
- Yachts built in the U.S. that have been imported under the FCE regime before June 26, 2018, are still validly operating under the FCE regime and have not been re-exported
- Yachts built in the U.S. that are privately operated under the Temporary Admission (TA) regime
- Yachts built in the U.S. that are registered under the Marshall Islands or Cayman Islands Yacht Engaged in Trade programs (dual use) and which are operated under TA for Commercial Activity (TACA YET).

### What is expected in the future for commercially operated yachts?

This prohibitive measure will have with no doubt an important impact on the yachting industry and above all on the charter market. Once



more ECPY [European Committee for Professional Yachting] and a few other associations and yachting professionals are currently in discussions with the EU Customs to try to find a suitable solution and avoid a new exodus.

Commercial Yachts that had been imported under FCE prior to June 2018, which have been re-exported outside of the EU, which wish to return in EU waters and be re-imported under the FCE regime might be exempted in the future. More to come on that issue.

Meanwhile, for U.S.-built yachts that are presently outside of the EU and wish to come back to the Mediterranean for the next charter season, the Marshall Islands and Cayman Islands Yacht Engaged in Trade programs seem the unique solution. ♦

*This information is for general purposes only and should not be relied upon as a legal or tax advice. Specific guidance should always be obtained on ownership structuring, registration and operation of a yacht.*

*Janet Xanthopoulos is Legal Adviser / Head of Yacht & Jet Ownership & Administration Dept. at Rosemont Yacht Services. For further information, please contact her at [j.xanthopoulos@rosemont-yacht.com](mailto:j.xanthopoulos@rosemont-yacht.com) or visit [www.rosemont-yacht.com](http://www.rosemont-yacht.com).*

*Reprinted with permission from the Rosemont Yacht Services newsletter.*

## Sponsored Content

### Sometimes It Just Takes Too Long to Sell a Yacht

*That's why the industry is excited about Boathouse Auctions.  
This new platform helps yacht owners solve "the problem of time".*

Boathouse Auctions' online yacht auction platform offers owners of high-quality yachts an alternative to what potentially could be a long traditional market sale. The auction process allows owners to discount some carrying costs in exchange for a defined solution that delivers equivalent net proceeds, or better, adjusted by time.

Boathouse Auctions puts the date of a sale, and the minimum price, back into the hands of the yacht broker and owner. The auction process provides attractive opportunities to motivated buyers who can act with urgency. The psychology of auctions and pressure of competitive bidding maximizes asset values.

Brokers will appreciate earning commissions faster and having



happy, satisfied clients. Brokers also will enjoy the unique Ownership Calculator Tool that quantifies the tangible benefits of the Boathouse Auctions solution. Customizable for every boat, and every owner, the

Calculator provides a comprehensive – yet straightforward – financial overview, so when it's time to sell, brokers may assist owners in making the best, most informed, choices.

Boathouse Auctions has identified a real need, and a solution that is perfectly tailored for the boating industry at this time. The company is currently in discussions with brokers, dealers and manufacturers nationwide regarding dozens of vessels for auction – power and sail, large and small, new and brokerage, all united by quality.

***Boathouse Auctions is now accepting vessels for early spring auctions,  
as well as reserving slots for sales later in 2019***

**BOATHOUSE AUCTIONS**  
BROKERS | OWNERS | BUYERS

©Billy Black

<b>Partnering with Brokers</b>	<b>Dedicated Online Yacht Auctions</b>	<b>Funded By Buyers</b>
<ul style="list-style-type: none"><li>• Empowering brokers to close deals quickly</li><li>• Brokerage commissions protected and paid</li><li>• Replacing negotiation with competition</li></ul>	<ul style="list-style-type: none"><li>• Solving time-imperative problem through auctions</li><li>• Fulfilling the needs of anxious and urgent owners</li><li>• Greatly reducing carrying costs with six-week sale</li></ul>	<ul style="list-style-type: none"><li>• No fees or marketing expense to owners</li><li>• Funded by buyers through 5% premium</li><li>• Brokers, Owners, and Buyers – a win for all</li></ul>
<a href="mailto:support@boathouseauctions.com">support@boathouseauctions.com</a>	<a href="http://www.boathouseauctions.com">www.boathouseauctions.com</a>	203-405-5550



## Illegal Charters – Part III: Determining a Vessel's Legal Category

In Part I of this article (Oct/Nov 2018 *Compass*) we looked at some of the potentially severe costs of engaging in illegal charters, such as civil penalties, criminal fines, or even imprisonment. In Part II (Dec 2018/Jan 2019 *Compass*) we examined the definitions of passenger, consideration, and passenger for hire, and previewed some of the legal consequences of carrying any passengers for hire under charter. In this final Part III, we will address how the vessel's tonnage, and the carriage of passengers, or passengers for hire, will determine the legal category into which a vessel falls, and thus the level of regulation to which it will be subject.

The relevant categories are briefly summarized as follows:

- 1) **"Recreational Vessel"** (defined in 46 U.S.C. 2101(25)): This is the least regulated category of pleasure vessels. Such a vessel may not carry any passengers for hire. There is no federal statutory limit on the number of passengers that may be carried on board an owner-operated recreational vessel, provided all safety equipment requirements are met. When a recreational vessel is being operated by a bareboat charterer, however, it can only carry up to, but no more than 12 passengers (in addition to a single bareboat charterer representative, who is not within the definition of either passenger or passenger for hire).
- 2) **"Uninspected Passenger Vessel"** (defined in 46 U.S.C. 2101(25)): A vessel becomes significantly more regulated as an uninspected passenger vessel (a) if it is at least 100 gross tons and carries not more than 12 passengers, including at least one passenger for hire, or, if under a charter with the crew provided or specified by the owner, it carries not more than 12 passengers, or, (b) if it is less than 100 gross tons and carries not more than 6 passengers, including at least one passenger for hire, or if under a charter with the crew provided or specified by the owner, it carries not more than 6 passengers.
- 3) **"Small Passenger Vessel"** (defined in 46 U.S.C. 2101(35)): A vessel of less than 100 gross tons becomes subject to full Coast Guard inspection requirements and to substantial regulation as a small passenger vessel if (a) it carries more than 6 passengers, including at least one passenger for hire, or (b) it is chartered with the crew provided or specified by the owner and carries more than 6 passengers, or (c) it is chartered with no crew provided or specified by the owner (i.e., a bareboat charter) and carries more than 12 passengers.
- 4) **"Passenger Vessel"** (defined in 46 U.S.C. 2101(22)): A vessel of at least 100 gross tons becomes subject to full Coast Guard inspection requirements and extensive regulation as a passenger vessel if (a) it carries more than 12 passengers, including at least one passenger for hire, or (b) it is chartered and carries more than 12 passengers, even if none are passengers for hire.

The two common elements mentioned repeatedly above that will render a chartered yacht subject to substantially greater regulation, and possibly to full inspection requirements, are (i) carrying any

passengers for hire, or (ii) carrying too many passengers when under charter, even if they are not passengers for hire. Accordingly, the only ways for a yacht owner to lawfully charter are either (A) to ensure both (1) that no passengers for hire are carried (i.e., by bareboat chartering only), and (2) that not too many passengers are carried while under charter, based on the tonnage of the vessel, or else (B) to ensure that if there are either any passengers for hire, or too many passengers carried under a charter, the vessel fully complies with all of the statutes and regulations that may become applicable to it as an uninspected passenger vessel, a "small passenger vessel", or a "passenger vessel", as the case may be.

**Bareboat Charters:** Under a valid bareboat charter, charter guests who have not contributed consideration as a condition of their carriage are considered passengers, not passengers for hire. Long established U.S. Supreme Court precedent has held that the hallmark of a valid bareboat charter is the complete relinquishment of possession, control and management of the vessel, so that the bareboat charterer in effect assumes all operational responsibilities as if he were the owner during the term of the charter. If the owner retains any degree of possession, management or control of the vessel, the Coast Guard and the courts would likely consider the charter to be a time charter rather than a bareboat charter, with the consequence that the charter guests carried on the vessel would be considered passengers for hire.

In determining whether the entire possession, control and management of a vessel have effectively been transferred from the owner to the charterer, the Coast Guard and the courts often consider multiple factors, such as whether the charter agreement provides (i) that full control, possession and navigation of the vessel is vested in the charterer, (ii) that the captain and crew are to be hired and paid by the charterer, (iii) that all food, fuel, stores, and maintenance are to be provided by the charterer, (iv) that all port charges, dockage, or other operating charges are to be paid by the charterer, (v) that the charterer is to obtain and pay for its own liability insurance, (vi) that the charterer has the right to discharge for cause the master or crew without reference to the owner, and (vii) that a survey or inspection is to be performed upon delivery and re-delivery of the vessel. The importance of a complete and effective transfer of possession, control and management of the vessel to the charterer cannot be overemphasized.

If a yacht owner carefully considers and acts upon the matters discussed in Parts I-III of this article, he or she will be off to a good start toward chartering lawfully, and avoiding the potential costs and imprisonment risks discussed in Part I. ♦

© Mark J. Buhler 2018; used with permission

*This article is intended for general informational purposes only, and does not constitute legal advice. Mark Buhler specializes in yacht transactions. He is Board Certified in Admiralty & Maritime Law by The Florida Bar. To contact him, please email [mark.buhler@earthlink.net](mailto:mark.buhler@earthlink.net) or call 407-681-7000.*

# yacht DONATION

A tool you probably do not know you own.

## ***Consider This:***

Your client can have immediate relief of holding costs and an attractive tax deduction through a reputable nonprofit.

## ***What's in it for Brokers?***

Convenience. Competitive Compensation. Quick inventory turnover.

## ***How it Works:***

The IRS allows for yacht donations to be tax deductible. The AMIkids® Yacht Donation team facilitates the process in a safe and reliable way.

Once donated, the vessel undergoes material improvements and is listed at a competitive price with interest-free lease terms.

The entire process is executed by the nonprofit. Proceeds help troubled youth.

## ***About the Charity:***

Since 1969, AMIkids®, a 501(c)3 nonprofit, has helped more than 136,000 at-risk youth turn their lives around.

The AMIkids® Yacht Donation Program is a national benchmark for high-value vessels and enjoys a pristine reputation and a 50-year track record.

## ***2018 at a Glance:***

2018 has been a banner year for AMIkids® with 23 contributions. In 2019 we will continue to partner with brokers and owners to make donation increasingly accessible and easy to use.

## ***Recent Highlights:***

103' 1980 Palmer Johnson • 82' 2004 Lyman Morse  
48' 2015 Hinckley Talaria • 48' 2006 San Juan



42' 2007 Rybovich Custom Sportfish



70' 2014 Brooklin Boat Yard Sloop



72' 2002 Southern Ocean Trawler



Separating a troubled past from  
a bright future since 1969.

(727) 579-1365 | [AMIkids.yachtdonations.org](https://www.amikids.yachtdonations.org) | #WeAreAMIkids





## Get to Know Your Board: Rob Newton, Galati Yacht Sales

When Rob Newton was just six weeks old, he moved with his family to Hong Kong, where his father, John Newton, co-founded American Marine, the boat-building company that became Grand Banks.

"I grew up in the factory, running around," Rob said.

At age 8, he returned to California, where yacht racing along the windy West Coast became a passion, but he continued to work for Grand Banks on school holidays. After graduating from California Polytechnic State University with a degree in International Management, Rob went into business with his father, building custom sailboats and sportfishing vessels.

Seven years later, Rob was hired by Emerald Yacht & Ship to manage its California office, and soon became its top sales broker. Relocating to Fort Lauderdale in 1991, he worked at Merle Wood & Associates until 1996, when he joined forces with colleague, Jurgen Koch, to create Koch, Newton & Partners. That highly successful yacht brokerage firm was sold to Merrill-Stevens in 2006. Rob went on to add Fraser Yachts and YACHTZOO to his extensive CV, then co-founded Superyacht Sales and Charter.

Notable recent sales include the 205' Icon MERIDIAN, 230' AMADEUS and 164' Trinity MUSTANG SALLY.

In November 2018, Rob joined Galati Yacht Sales, where he serves as sales director for the firm's newly founded Superyacht Division. The Galati Superyacht Division handles both new build projects and brokerage listings and sales for yachts over 100 feet, along with luxury yacht charter sales and management.

"I am excited to have joined with Galati. It's a family-run company with a tremendous reputation, very organized and very client-oriented," he said. "Galati has a huge footprint, and within that, once clients want to move up in yacht size, we want to have a division that can take care of them."

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

**RN:** I have a 32-foot Intrepid. I've taken it down to the Keys, up to Vero

Beach, and to the Bahamas with my wife and friends. I do a little bit of fishing from it, too.

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

**RN:** The Bahamas Out Islands. I love the clear water; it's not crowded, and there's so much to do there.

**COMPASS:** What is the strangest thing that has happened to you in your boating career?

**RN:** I had a client who wanted to go to Auckland, New Zealand, to look at a boat. We flew out on a Friday and arrived in Auckland on Sunday morning at 11 am. After seeing the boat, we flew back and I was in the office on Monday morning.

As it turned out, the client made an offer on the boat but the owner didn't accept it. A few years later, I sold it for him – for four million dollars less.

**COMPASS:** What advice do you have for brokers who are starting out in the business?

**RN:** The most important thing is to listen to the client. Don't just assume what kind of boat they should have; listen to them. It's easy to sell them a boat if it's the boat they really want.

**COMPASS:** What are your goals as an IYBA Board member?

**RN:** I am on the MLS Committee, the Boat Show Committee and the Ethics Committee. Overall, however, I think the most important goal for the association is legislative – to be able to have the boats offered for sale in U.S. waters to U.S. clients without the duty issue.

**COMPASS:** As we head into the 2019 winter boat show season, what is your prediction for the yacht sales market?

**RN:** I think the American market is going to be strong for 40- to 80-foot boats, more so than for the larger ones. I don't think the larger boat market is as robust as it was in 2017, which was the best year recently, although 2018 was good. But the U.S. market is still good compared with the rest of the world. ♦



# EXPERIENCE, KNOWLEDGE & PERSONAL SERVICE

45 YEARS SERVING SOUTH FLORIDA • FORT LAUDERDALE • MIAMI • WEST PALM BEACH



**Boat Show Bonds**

**Foreign Trade Zone**

**Import/Duty Paid Entry**

**Export Shipping Services**

**Yacht Entrance & Clearance**

**Temporary Import Bond Entry**

## IMPORT / EXPORT / INTERNATIONAL LOGISTICS

101 SE 21 Street, Fort Lauderdale, Florida 33316 / 954-522-3763 / [www.jpreeynolds.com](http://www.jpreeynolds.com)



# YACHTING TODAY.TV

ONLINE MAGAZINE AND MEDIA GROUP

News, Lifestyles, Destinations & More

## SERVICES

- PHOTOGRAPHY
- 360 PHOTOGRAPHY
- VIDEOGRAPHY / EDITING
- DRONE / HELICOPTER
- EVENT COVERAGE
- SOCIAL MEDIA / MARKETING

SUSAN L. "SUKI" FINNERTY, CREATIVE DIRECTOR

**954.494.3975**

[SUKI@YACHTINGTODAY.TV](mailto:SUKI@YACHTINGTODAY.TV)



## IYBA Continues to Push for Deferred Importation in the New Congress

With the start of a new Congress, IYBA continues its fight to pass deferred importation on two fronts.

In January, IYBA requested the resubmission of two outstanding bills that would implement legislation deferring and eliminating the duty on pre-owned foreign-flagged boats offered for sale to U.S. residents while in U.S. waters, according to Staley Weidman, IYBA's director of government affairs. The measures were introduced by Lois Frankel (D-FL), Ted Yoho (R-FL), and Brian Mast (R-FL). Both bills garnered strong bi-partisan support but for political reasons stalled in the last Congress.

However, IYBA also continues its push to submit legislation directly to President Donald Trump, where he hopefully would implement removal of or defer importation duty. In November, Weidman and Paul Flannery, IYBA executive director met officials from the White House Office of Management & Budget (OMB). At that meeting, OMB officials asked IYBA to submit draft legislation language on both options of deferred importation or removal of duty that would meet the brokerage industry's needs.

"We provided OMB with two options for updating the law," said Weidman. "The first option would provide duty free treatment for

pre-owned yachts, while the second option offers duty deferral until a yacht is sold while in U.S. and sold to a U.S. citizen."

The only sticking point to this effort in mid-January was the government shutdown. "OMB is a part of the shutdown and we need to wait for the government to open up for business for our next follow up," Weidman said.

IYBA began working with OMB in August after responding to a Request for Information (RFI) issued by OMB related to maritime regulatory reform. IYBA, along with the Marine Industries Association of South Florida (MIASF), which has partnered with IYBA on a variety of legislative efforts, submitted an eight-page response.

IYBA and other U.S. yachting industry experts maintain that removing the duty requirement or passing deferred importation legislation would help create American jobs by encouraging the owners of these yachts to bring them to the U.S.' well-established yachting markets in South Florida and other parts of the country to offer them for sale. Local marinas, yacht service and maintenance yards, yacht brokers, yacht crew, and many other marine service providers all would benefit from this legislation. ♦



### Report Shows Brokerage Boat Sales Declined in 2018\*

2018 was a down year for brokerage boat sales especially in the U.S. and Florida, according to information released in January by YachtWorld. Europe saw a slight decline in unit sales although monetary sales rose modestly. The information is based on sales reported to YachtWorld's Soldboats.com database. (See the breakout of sales figures at right.)

In the U.S., unit sales of boats in the U.S. fell by nearly 10 percent while dollar sales declined by nearly 8 percent due largely to a sizable drop in the fourth quarter where unit sales declined by more than 20 percent and dollar sales plunged by roughly 22.3 percent. The average value of boats sold increased slightly by just over 2 percent.

In Florida, unit boat sales last year fell by nearly 11 percent while dollar sales declined by more than 7 percent. In the fourth quarter, unit brokerage boat sales dropped by just over 26 percent, and dollar sales fell by more than 33 percent. The average value of boats sold rose by 4.4 percent.

In Europe, sales of brokerage boats dropped by just over 3 percent, however, sales in euros rose by more than 6 percent. In the 2018 fourth quarter boat sales rose by about 2.5 percent and euro sales increased by nearly 30 percent. Boat sales prices increased by more than 10 percent.

*\*This report should be used for comparative analysis for period sales. This information reflects only those sales recorded in YachtWorld's database.*

### U.S. 2018 BROKERAGE SALES WERE AS FOLLOWS, COMPARED WITH THE 2017 PERIOD:

	2017	2018	% Change
Boats Sold	28,673	25,869	-9.78%
Value of Boats Sold - USD	\$3,995,171,911	\$3,677,287,756	-7.96%
Avg Boats Value - USD	\$139,336	\$142,150	2.02%
Avg Days to Sale	237	244	3%

### EUROPEAN 2018 BROKERAGE SALES WERE AS FOLLOWS, COMPARED WITH THE 2017 PERIOD:

	2017	2018	% Change
Boats Sold	8,142	7,879	-3.23%
Avg Boats Value - EUR	€ 246,238	€ 271,402	10.22%
Value of Boats Sold - EUR	€ 2,004,872,070	€ 2,138,373,399	6.66%
Avg Days to Sale	339	322	-5.01%

### FLORIDA 2018 BROKERAGE SALES WERE AS FOLLOWS, COMPARED WITH THE 2017 PERIOD:

	2017	2018	% Change
Boats Sold	6,316	5,622	-10.99%
Value of Boats Sold - USD	\$1,777,794,811	\$1,651,428,545	7.11%
Avg Boats Value - USD	\$281,475	\$293,744	4.36%
Avg Days to Sale	217	218	0.46%

# CONTENT THAT MOVES BUSINESS

Fully integrated marketing solutions that attract and engage buyers of luxury yachts for sale or charter.



[www.MarineVideoProduction.com](http://www.MarineVideoProduction.com)

Digital Strategy

Social Media

S.E.O.

Photography

Cinematic Video

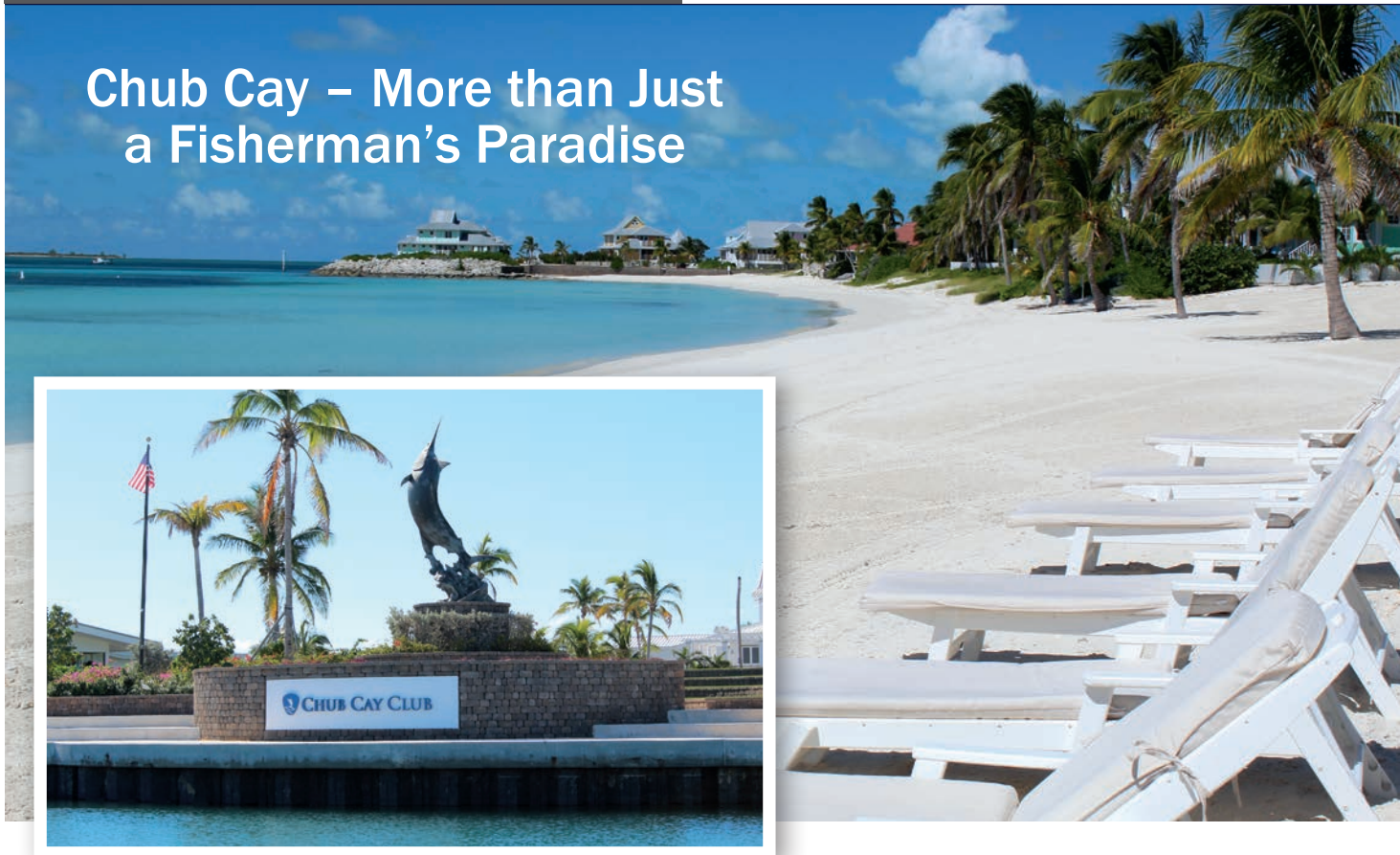
Virtual 3D Tours

Call Bernard 305.914.7030

@marinevideopro



## Chub Cay – More than Just a Fisherman's Paradise



The 800-acre Bahamas island paradise known as Chub Cay has seen many owners over the past several decades, however some things will never change. From the warm sands of Sunset Beach to the complex blues of the Bahamian waters that hug its shores, Chub Cay will always remain a picturesque escape for anyone searching for a life unplugged.

Enter the marina channel dotted with houses painted in tropical shades of yellow and pink, or fly over Chub Cay for aerial views of this lush paradise. With customs and immigrations onsite, be sky-to-land-to-sea in less than 15 minutes for instant big-thrill adventures.

This island retreat is seated on the edge of the natural phenomenon lovingly coined “The Pocket,” where the water goes from shallow to 3,000 feet deep in a matter of moments. Marlin and other pelagic species thrive in such oceanic extremities and congregate in the masses, looking for their next bite. Lying only 10 miles off the warm sands of Chub Cay, The Pocket provides the ultimate challenge for novice and advanced fisherman alike.

Pick up a fly rod and cast into the rich flats surrounding the island in hopes to reel in a massive bonefish. Local guides servicing Chub Cay for more than 70 collective years know exactly the spots to get you hooked.

Land-lovers rejoice in the tranquility of the clubhouse terrace, where the infinity-edge pool melts in the crystal-clear waters of the ocean behind. The soft rustling of wind through the palm trees helps take the soul to a meditative state. This is where ultimate relaxation lives. Go one step further and book a deep-tissue massage at the Sea Glass Spa to truly unwind.



Chub Cay also offers a great base from which to explore the other out-islands of the Bahamas with day trips offered to Hoffman's and Little Whale Cay. Chub Cay Experiences offer adventure memories to last a lifetime, and, of course, a couple of rum punches on the way. Hey, you are in the Bahamas. There are no worries here.

Watch the skies turn hues of orange and pink as the sun slowly plunges into the water. The new Beach Bistro offers the perfect local for taking in the natural beauty while grabbing a quick bite. After dinner, roast marshmallows over the beachside fire-pit while letting the warm island breeze dance through the wind.

The marina expansion, scheduled to begin Fall of 2019, will include a massive undertaking to develop more than six and a half new acres with slips ranging in size from 40 to 200 feet. Plans have been drawn for 50 single-family homes alongside the new marina, as well as a



boutique amenities center featuring additional dining facilities, a dive shop, and spa and fitness center.

With a planned airstrip extension from its current length of 5,000 to 6,000 feet, and boat warehouses already in the works, Chub Cay is becoming more accessible than ever.

Rows of ripe tomato plants and fresh green beans engulf the lush vegetable garden. Cultivated when fresh, these beauties are utilized throughout the clubhouse restaurant menu for a farm-to-table experience. Sustainability is the new focus of Chub Cay Resort & Marina. Land has been cleared for the eventual transition to total solar energy usage.

History is not lost on Chub Cay as seen in the vintage pictures adorning the clubhouse walls. From the weigh stations of the Members and Guests' Tournament, to the smiling faces of a young Charles and Remedy outside the ever-great Harbour House, Chub Cay's history is documented throughout the newly renovated facilities. What served as an escape for many Floridians in the '60s and '70s, will forever remain a critical timepiece of Bahamian history.

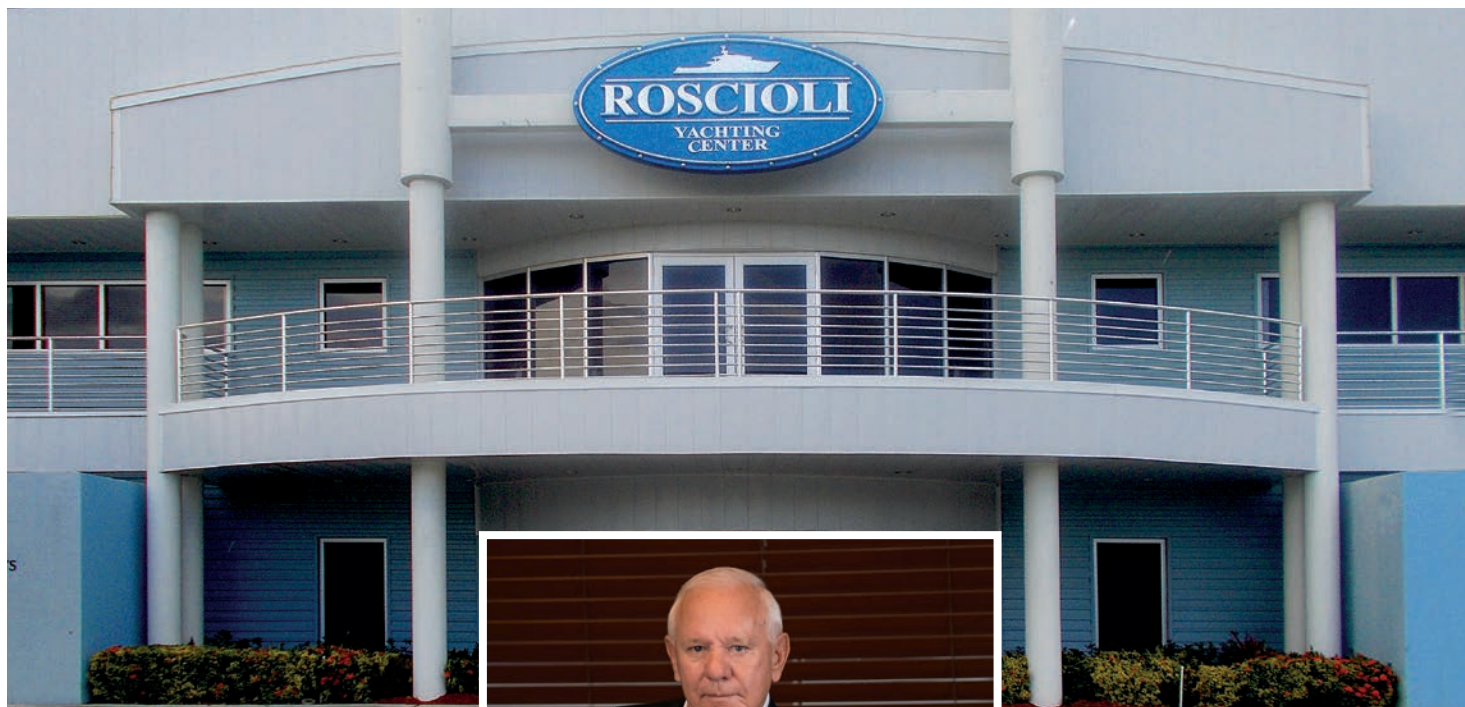
New projects embrace the rich ethnic traditions of the Bahamas, while instilling a feeling of modern relaxation for the cultured traveler. Chub Cay Resort & Marina: where the old seamlessly merges into the new.

For more information, please visit [www.chubcay.com](http://www.chubcay.com). ♦





## Roscioli Yachting Center – Yacht Refit, Repair and Safe Haven



Even after a career of more than 55 years in the yachting industry, Bob Roscioli is still very much the life's blood of the full-service Fort Lauderdale boat yard that bears his name.

"My door is open 24/7," he says.

He runs the yard along with his wife and family, but the Roscioli Yachting Center is far from your typical "mom and pop" marine operation. It offers everything from new builds to refits and extensions, service and repairs, covered hurricane storage, and of course, paint.

Why of course? Because that's how Bob Roscioli got his start in the yachting business in South Florida back in the early 1960s – by becoming the best boat painter anyone had ever seen.

"In the world, nobody could match my brushwork," he says. "I did all Henry Burger's warranty work, and all the Feadships."

When Awlgrip made the jump from the aviation industry to yachts in the 1970s, Roscioli initially resisted moving from the brush to the paint sprayer. Eventually, however, he mastered that technique as well, and then helped to pioneer it for the rest of the yachting industry. "It was practice, practice, practice day and night," he said, adding,



"I worked at all the trades to develop my career."

Thanks to Roscioli's growing reputation, his business, which was located on the south side of State Road 84/Marina Mile in Fort Lauderdale at the time, continued to expand. So, when the opportunity came for him to take over the former Admiralty yard across the street on the navigable New River, he grabbed it.

A few years later, in 1987, Roscioli began building the Roscioli Donzi line of large sportfishing yachts and convertibles, adding boat design and construction to his portfolio. This experience, and the skilled craftsmen he employs to build the Roscioli

Donzi yachts, which range from 58 to 92 feet, has enhanced Roscioli's capability to handle large yacht refit projects. "We took a Westport and cut the whole superstructure off it for a total refit a couple of years ago," he said.

Today, the Roscioli Yachting Center is a 14-acre, enclosed facility that provides refit, repair, service and warranty work for yachts up to 157 feet. "If you can get under the I-95 bridge, you can get here," Roscioli said. He employs more than 130 people between the boat yard and Roscioli Donzi.





The Roscioli Yachting Center's on-site facilities include the following features and benefits:

- Undercover storage up to 150 feet
- Haul and launch up to 360 tons
- Safe harbor, 7 miles inland from Port Everglades
- 2 miles to the Fort Lauderdale International Airport
- 24-hour manned gatehouse entry
- 24-hour roving security and camera surveillance
- Licensed security officer, dockmaster and dock crew
- Master mechanics and custom machine shop
- Full propeller service
- Custom carpentry
- Painting and refinishing
- Computerized design center
- Electronic service and installations
- Custom fabrications in hardwood, fiberglass and aluminum
- Yacht extensions.

Thanks to its 360-ton mobile lift, Roscioli Yachting Center can serve yacht brokers in need of a survey venue or an emergency haul-out for a client. "We'll do you 24/7," he says.

With buildings that are rated to withstand between 150 and 175 mph, the yard is also a popular hurricane hole. "I've got more friends during hurricane season," Roscioli says with a laugh.

He prides himself on Roscioli Yachting Center's organization and cleanliness, saying, "If we're not the cleanest shipyard in the country, we are in the top two."



Customer service is also a priority. "We are the first yard to put two professional chefs in the galley," he says. On-site amenities available to the captains and crew of yachts having work done at the yard also include a gym and conference rooms.

While many of today's yacht refit and service yards have gone the route of allowing subcontractors to work out of their facility, Roscioli prefers to employ its own skilled workers and craftsmen. "We are still a full-service yard. We do everything here...we have all the trades on site," he said. When he does use subcontractors, he hand-picks them and makes certain they are fully insured.

"You are dealing with one project manager who is handling all your problems," says Roscioli. "We take care of everything for you." ♦

For more information about Roscioli Yachting Center, visit [rcshipyard.com](http://rcshipyard.com) or call 954-581-9200.





## Get Ready to Experience the MYS “Wow” Factor

In this “experience economy”, you can’t just sell boats at a boat show. It’s also important also to give potential buyers a taste of the yachting lifestyle and all the pleasures it can bring. IYBA and Informa have teamed up to make the 2019 Miami Yacht Show an unparalleled experience for show goers.



“We’re going to have a spectacular show entrance. We’re going for the ‘wow’ factor coming into the show,” said Andrew Doole, who was named president of U.S. boat shows by MYS organizer Informa Global Exhibitions in January. The rest of the show also will benefit greatly from its spacious and convenient new venue in downtown Miami.

The show’s new location between Venetian and MacArthur Causeways includes a huge upland exhibition space where not only yachts and yachting-related equipment, gear and accessories will be on display, but also fine automobiles, aircraft and luxury goods – all part of the yachting lifestyle. Across the street, Art Wynwood is being held concurrently with the yacht show, showcasing a dynamic array of artwork including emerging talent from the contemporary market, mid-career artists, blue chip contemporary, post-war and modern masters.

There is sure to be steady traffic flow between these two premier events.



Doole said Informa is continually seeking to refine the “wow” factor for VIPs at the show. This year, the Windward VIP Club concept popularized by the Fort Lauderdale International Boat Show is also available at MYS. Priced at \$200 per person per day, this exclusive

package includes show entry, access to the clubhouse with its inviting patio and views of Biscayne Bay, food and premium beverages, valet parking and complimentary water taxi shuttle service to Super Yacht Miami on Watson Island.

Yacht brokers, charter brokers and show goers alike will benefit from the new proximity of Super Yacht Miami to the main Miami Yacht Show. “You can buy admission to Super Yacht Miami this year, but it is a separate ticket,” Doole reported, adding that there will be approximately 30 yachts at the Super Yacht show docks, “A definite uptick over last year.” The queen of the Super Yacht show is the 312-foot Lürssen KISMET, the new, 226-foot Benetti SPECTRE also will be certain to attract its share of attention. ♦

## brightline Tips for MYS

By Paul Flannery

In an attempt to smooth the process for those of us who don’t use the public transit system very much, I did a test journey from Fort Lauderdale to Miami this morning. Following is a rundown of the trip and some pointers for making your commute back and forth to the Miami Yacht Show a little easier.

### From the Fort Lauderdale Brightline station:

Parking for Brightline is next to the station in the garage, located north of Broward Blvd on NW 5th Street. Parking can be paid by the PayByPhone app. (Download from the AppStore. It’s the one with 9 green squares in a white square.) **Plan to arrive at least 10-15 minutes before your scheduled departure.**

Entry to the building is well marked and the staff on site are very friendly and helpful. Tickets can be purchased at the ground level in the lobby, but it’s better to make your reservation and purchase your tickets on line (gobrightline.com) or through the Brightline App, found in the app store. With ticket in hand or on your mobile device, go up the escalator to the ticket gate/security center. Screening is similar to airport security but faster and easier. No TSA but security is present, nonetheless. After screening you can wait in a comfortable lounge and/or a couple of bar/café spots next to the lounge. A few minutes before departure, there will be an announcement about your train on the PA system and you may then proceed down to the platform for boarding.

### The Train:

Once onboard the train, the trip to Miami takes 30 minutes. Seating is comfortable, the trains are very new and quiet, and the ride is smooth. Most people onboard are working on laptops or listening to music. Free Wifi is available on the trains. Refreshments or snacks can be purchased onboard and depending on what class of ticket you choose, they may be included.

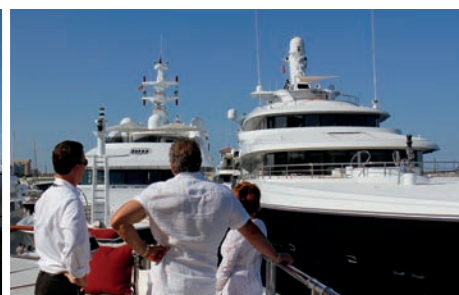
### Miami:

When you arrive in Miami, proceed downstairs to street level and exit on the East side of the building. Go **SOUTH** one block and go **UP** to the **Metro Mover** platform marked **Wilkie D. Ferguson Jr. Station**. Wait for the OmniLoop train and take it to the **Adrienne Arsht Center Station**. The trip takes about 16 minutes and there are 10 stops before you get to your destination. Exit the platform and go down to street level. It is a five-minute walk to the Miami Yacht Show entrance.

### Overview:

Total time from the parking garage in Fort Lauderdale until I was standing on-site at Herald Plaza in Miami (site of the Miami Yacht Show entrance) was 58 minutes. The return trip was the same with a 15-minute transit time from the platform at Adrienne Arsht Center until I was standing on the Brightline platform, including Metro Mover (which comes about every 8-10 minutes) walk and check in at Brightline. Northbound train time was 30 minutes as well.

All in all, this is an easy way to travel back and forth to the show and while a bit more expensive than some other regular transit services, it is clean, comfortable and reasonably priced. ♦



## Sensational Superyachts at PBIBS 2019

The 34th Annual Palm Beach International Boat Show, March 28-31, is set to feature more than \$1.2 billion worth of yachts and accessories. Each year, this show expands its reputation as a key U.S. venue for showcasing superyachts, with more and more impressive vessels lining the docks at the north end of the show in Palm Harbor Marina.

"We are always looking for ways to accommodate more yachts and larger yachts," said Andrew Doole, Informa president of U.S. boat shows.

This year, the 226-foot Benetti SPECTRE, owned by Jeannette and John Staluppi, is the queen of the Palm Beach show. The fact that SPECTRE is brand new, having launched just last fall, may be significant as the number of new boat builder exhibitors throughout the PBIBS also is the rise according to Doole.

He forecasts that more yachting industry professionals will leave their cars at home and use the Brightline train service to the West Palm Beach station, which is within convenient walking distance of the show. "Brightline was very busy last year with people coming from Fort Lauderdale, and probably will be adding more trains," he said.

As always, PBIBS 2019 will be both upscale and laid back, with smaller crowds and more time to talk to clients and colleagues. For many brokers and builders, it is also a show for closing deals that have been carefully cultivated throughout the winter boat show season.

In addition to the large selection of boats, gear and accessories, PBIBS offers fun and educational activities, including free youth fishing clinics by Hook The Future and IGFA School of Sportfishing seminars. Show goers also will enjoy live music and refreshments at the floating cocktail lounges. Guests are invited to come by boat and may tie up to free docks located south of the in-water displays. The Windward VIP Experience includes admission to the show and a VIP lounge featuring a premium open bar, hors d'oeuvres, concierge service and indoor and outdoor lounge seating. ♦



# NEED HELP NAVIGATING CUSTOMS?



**COMPASS  
LOGISTICS &  
MARINE LLC**

- Customs brokerage
- Yacht, aviation, auto
- 1300's, bonds, cruising licenses
- Ship spares, inbonds, FTZ
- International shipping
- Trucking, warehousing

**IS DUTY PAID?  
DUTY DEFERRAL?**

**Contact** **Compass:** 954-526-6672

[www.compasslogisticsmarine.com](http://www.compasslogisticsmarine.com) | [yachtops@compasslogisticsmarine.com](mailto:yachtops@compasslogisticsmarine.com)



# IYBA CARE Update

## IYBA CARE Is Nearing Completion



We are pleased to report that IYBA CARE is nearing completion with final underwriting in progress. We expect to have preliminary rates for the five or six plans that will be on offer for all IYBA member very soon.

As you can imagine, being one of the first group association health insurance plans in the world (based on the new U.S. Department of Labor Rule), this groundbreaking project is a massive opportunity for IYBA, but it also has taken time to achieve a watertight and premier program for members.

The plan will have five or six tiers from basic coverage to a platinum plan that will be second to none. One of the advantages of a large group plan (usually only reserved for large corporations) will be the composite rates that will be available to all members. This means that one plan has one rate for everyone and is usually substantially lower in price.

Plans will consist of PPO/POS, Open Access HMOs, and HDHP(HSA). This means our members will have the option of greater flexibility to utilize health providers outside of the main carrier network or maximum affordability while maintaining the ability to see a specialist



without needing a referral. In addition, the HSA (Health Savings Account) will allow a pre-tax extra payment to the plan (usually the lower tiers) to spread and lighten deductibles and other out-of-pocket expenses.

With the expert underwriters at SGRM International Insurance (a yacht industry health insurance company) available to advise our members personally; with lower group composite rates for all members, and a full range of plans (HSA to PPO), we are looking forward to saving our members lots of money in 2019 and beyond! ♦



### A FIRST FOR OUR MEMBERS

**As a member of IYBA you will soon qualify for group health insurance benefits!**

**INQUIRE NOW AT [IYBACARE@IYBA.ORG](mailto:IYBACARE@IYBA.ORG)**

Brought to you in partnership with SGRM  
T. 954 727 5354 | E. [iybacare@iyba.org](mailto:iybacare@iyba.org)



**IYBA**  
INTERNATIONAL YACHT  
BROKERS ASSOCIATION

We handle the finer points so you can enjoy the finer things.



MOORE  
— & —  
COMPANY  
PROFESSIONAL ASSOCIATION  
MARITIME • ART • AVIATION LAW

The lawyers of Moore & Co. have more than 65 years of combined experience specializing in maritime, art, and aviation law. We put our extensive knowledge in these specialized areas to work so you can enjoy the peace of mind of a world-renowned law firm's advice.

**786.221.0600 | [www.Moore-and-Co.com](http://www.Moore-and-Co.com)**

255 ARAGON AVENUE, 3RD FLOOR, CORAL GABLES, FL 33134

PROUD SUPPORTERS OF





## The Benefits of Boat Financing in an Unpredictable Economic Market

Yacht brokers: Don't be afraid to recommend to your buyers to finance their boat or yacht purchases, as it might work to your benefit. In this financial climate cash is king, and financing is a way to keep your buyers' cash in their pockets and use low interest money to purchase a boat. Having money in the bank gives buyers options.

First, let's explain the money-in-the-bank concept. This is readily available cash or funds that can be withdrawn within days without a tax consequence to the individual. An example of this would be checking accounts, savings accounts, money market accounts and some marketable securities. However, to be clear, cash does not include a 401K, life insurance or a pension account.

When your buyer finances a boat, the typical loan to value is 80 percent of the total purchase price, so the buyer/borrower must come up with a 20 percent down payment. This is a standard loan-to-value ratio considering that a boat is a luxury asset and is not a necessary asset, such as a car or a primary residence.

### How the buyer may benefit from financing

Your buyer is purchasing a boat for \$100,000. The benefit of financing is that the buyer/borrower now only uses \$20,000 of their cash as the 20 percent down payment versus spending all of their cash outright, allowing the buyer to keep themselves liquid.

Another benefit is that now your buyer has the remaining \$80,000 to pay for the boat expenses, refit, fuel, dockage and/or other life expenses, or your buyer has cash available for other investment opportunities. With this \$80,000, your buyer also could buy a piece of land, stock for their portfolio or an investment property. The \$80,000 they didn't use on the boat purchase is available to quickly acquire an income-producing asset or investment. However, if the buyer used the \$100,000 cash for the boat purchase, perhaps the opportunity is lost.

The most important benefit for the yacht broker is that the boat was still sold, and the yacht broker gets the benefit of suggesting financing.

If you are concerned that financing will not be in place prior to the Purchase and Sales Agreement closing date, then another financing option a yacht broker can recommend is for the buyer to do a cash recapture post the closing if they paid cash to purchase the boat.



Yacht lenders are offering 80 percent loan-to-value financing on new and used boats for 20 years fixed depending on strength of the buyer/borrower. In order to address the concerns that financing delays closings, lenders have now streamlined the underwriting and loan closing process.

It is common that when the economy is on a constant rollercoaster ride, financing of boats increases. Buyers are less likely to use their cash in uncertain economic times. Buyers do not need to liquidate assets and stocks for a loss in order to purchase a boat when they can use their assets to their advantage as liquidity on their personal financial statement to finance.

As a yacht broker, you are the first marine professional that the buyer will come in contact with. You are their educators. If you don't feel that you understand the marine financing process then take time to talk to the finance broker and banker of your choice. Understand and learn more about marine financing in order to be more of an asset to your buyer. ♦

*For more information, please contact Noelle Norvell at Luxury Financial Group in Fort Lauderdale, by calling 954-332-9864 or email: [fundme@lfg.money](mailto:fundme@lfg.money).*



## IYBA.PRO VESSEL PORTAL

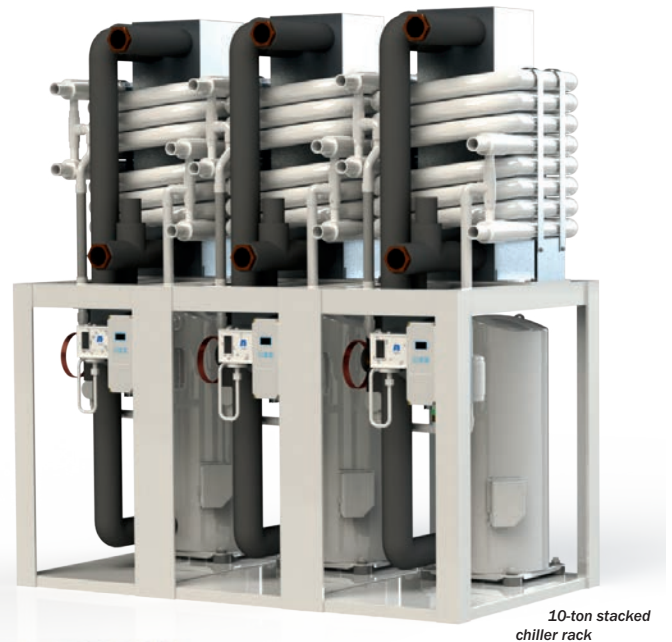
Our industry's only member listing service with over 1,000 active members & 13,500+ co-brokerage listings to advertise, the IYBA Portal unites our members for the benefit of our members – get involved now!



## The Top 5 Features to Look for in a Yacht Chiller

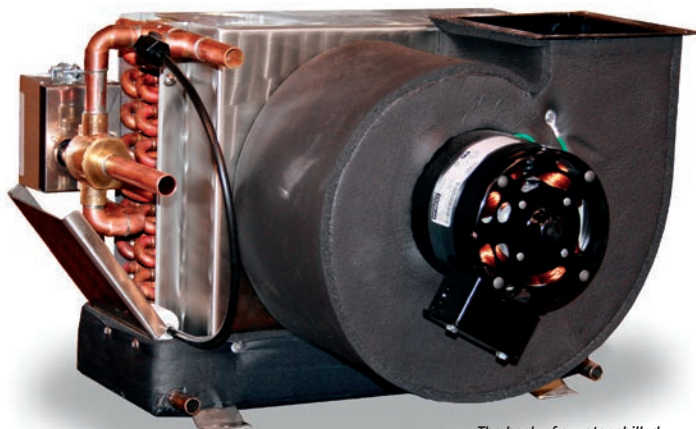
Whether you are helping a client to select a yacht chiller or are considering one for your own vessel, there are five key things to consider. By identifying these features, you can almost guarantee a comfortable environment onboard the yacht while at sea.

1. One of the most important qualities in a chiller system is the use of quality components and construction techniques, which equate to longevity. Over time, erosion of inferior quality coils will cause system malfunctions and failures. Be sure to confirm that coil materials in the chiller can withstand pressure drops which ultimately lead to increased water velocity and erosion.
2. Another thing to consider is finding a chiller that does not “sweat,” and therefore, will not require a condensate drip pan. A typical chiller can sweat and lead to rusting components that are constantly submerged in water. This situation ultimately will require parts replacement.
3. Each chiller should operate with its own independent temperature control, thereby preventing the whole chiller system from having to be taken offline for service or maintenance.
4. A chiller that has freeze protection in the water stream is not quickly or accurately able to sense the evaporator temperature. This delay in sensing the evaporator temperature can cause the evaporator plate to freeze and possibly



rupture. We recommend looking for a chiller that has the freeze protection sensor directly attached to the evaporator plate, thereby providing real-time temperature monitoring of the refrigerant and water temperatures. The ability to quickly sense temperatures will prevent freezing of the chiller plate.

5. Our final recommendation is not to purchase a chiller system that heats by reverse-cycle only. Reverse-cycle operation is limited to, and dependent on, the temperature of the seawater which is out of your control. We recommend finding a system that can be installed with in-line immersion heat, which can provide 100% heating capacity in all water temperatures. ♦



For more information on climate control solutions from Technicold by Northern Lights, please visit [www.technicold.com](http://www.technicold.com). Technicold's industry experts can help design the proper solution for your vessel, along with manufacturing a system with the highest quality components and construction possible.

# *The* RESERVE

AT MARINA PALMS

## NEED A HOME FOR YOUR YACHT?

This is the Ultimate Boaters Paradise



### LIVE AN ELEVATED LIFESTYLE ON THE WATER

#### Marina Amenities

Full-service marina and yacht club  
Full-time dock master & high-speed fueling services  
112 slips accommodating boats up to 100 ft.  
Fully stocked sundry store

Ocean access in minutes - Haulover Inlet  
Exclusive Residents-only boat club  
Picturesque Marina Promenade  
Dockside High-speed Internet & Cable TV

### FINAL RELEASE OF MARINA SLIPS AND LUXURY RESIDENCES

TWO-TO-FOUR BEDROOMS STARTING AT \$815,000  
PENTHOUSES STARTING AT \$1,350,000  
WET MARINA SLIPS STARTING AT \$299,00

17111 Biscayne Boulevard North Miami Beach, FL 33160 | 786.629.9670 | [TheReserveMiami.com](http://TheReserveMiami.com)



## How to Make Sure a Survey Goes Smoothly – and Doesn't Kill Your Deal



Long before the survey and even before you have a buyer, the first thing is to make sure your listing is as accurate as possible. It may sound simple, but in nearly 30 years of surveying I have seen many different things, including clients flying in to buy a 1994 model yacht with Detroit Diesels only to discover it was a 1992 model with Caterpillars. Of course, since I was the surveyor who “discovered” this, the broker blamed me for the clients walking away.

So, the deal is struck and now comes the tricky part: recommending a surveyor(s). In this day and age, I am sure you are all aware that for liability reasons brokers cannot give the buyer just one surveyor's name; you have to give them a list and advise them to choose one themselves. They may ask, “Who would you use,” and you could point them in a certain direction, but that could put you in a tricky situation if something goes wrong with the survey.

### **Do you know there is no legal requirement for a surveyor to be licensed, bonded or insured?**

It pays to vet your list of surveyors thoroughly before presenting it to your client.

### **So now the client has chosen the hull and engine surveyors, what do you do?**



Organize and prepare. Make sure the hull and engine surveyors have the date and time that the survey is to take place, the boat's information and location, and the buyer's information. Ensure a boatyard is booked. All that information should be passed on to the surveyors as soon you know who they are and then follow up with them two or three days before the survey date to make sure everyone is on the same page. Talk to the surveyors ahead of time and ask when





Pitting inside a fresh water tank on a Burger yacht

they will be ready to leave the dock to go to the boatyard. (Always try and go to the boatyard before the buyer does a sea trial. Doing it in that order means you will know the bottom and running gear will be clean.)

Getting all the pieces into place for the survey includes making sure to have the right captain and crew. If you are lucky, the seller has kept his regular captain onboard, but I have seen cases in which the captain has been hired just for the survey, has been unfamiliar with the boat, and in the worst instances, has struggled to drive it correctly. I have seen deals die after the boat buyer watches a captain banging into docks and I can see him thinking, “If a professional captain struggles to control the boat, how can I?”

Prior to the survey, review all the information you have about the boat. Be ready to back up everything in the listing; for example, if it claims the engines were overhauled, be prepared to show the buyer and surveyors written proof of that work. Doublecheck everything the surveyors might ask in advance. When was the vessel last hauled and had its bottom done? Are those new electronics actually new or were

they installed two or three years ago?

It’s important to visit the vessel in person on the day before the survey, to make sure the batteries are good, the boat is staged, and the air conditioning is working. Don’t forget to make sure there are bottles of water in a cool refrigerator.

**On the day of the survey,** get there early, making sure everything is in place, and bring sandwiches. I was asked to be in a panel at an IYBA seminar and got a big laugh when I said if a surveyor has a sandwich in one hand and a cool drink in the other, he cannot write anything down. What I really meant to say was if the client and others onboard the boat are comfortable, your day will be much easier.

During training days with my own staff, I emphasize the importance of doing our work professionally and having a good “bedside manner”; meaning anything we find should be explained in a calm manner and in language that a client can understand.

We also have what we call our “Vessel Oversight Program”. After the initial full survey, we are hired on a regular basis from quarterly to yearly to re-inspect the vessel to ensure it is being well maintained. This leads to yachts returning to the market in good condition. ♦

*Malcolm Elliott first went to sea as an apprentice engineering officer at the age of 15, over 48 years ago. He rose to be one of the youngest chief engineers with an unlimited license, a masters in Marine Engineering and a second one in Naval Architecture. He owned and operated a boat building and marine engineering company in Scotland. His company Florida Nautical Surveyors completed 1,123 yachts of all sizes and types in 2018 and his team of surveyors travel the world completing this work. Thanks to Malcolm’s experience and technical qualifications he appears as an expert witness in various types of court cases on a regular basis. For more information, please visit [www.floridanauticalsurveyors.com](http://www.floridanauticalsurveyors.com).*



Effects of a fire



# Member News



## NAKED WARRIOR PROJECT *Fishing Tournament*

HOSTED BY **26**  
NORTH  
YACHTS

**26 NORTH YACHTS** and the Naked Warrior Project have teamed up to host the 1st Annual Naked Warrior Fishing Tournament, taking place on Saturday, March 9th in Pompano Beach, Fla. We hope you join us! All proceeds from the tournament will go towards The Naked Warrior Project's mission to memorialize fallen Navy SEALs and other Special Operations warriors, and to provide assistance to their families. The organization's founder, John Owens, is a Navy SEAL and started this non-profit when his brother, Ryan Owens, also a Navy SEAL, was killed in action two years ago. The work they do is extraordinary.

**AMIKIDS** announces that 2018 was a banner year for its Yacht Donation Program. The non-profit received 23 contributions totaling over 1,100 feet. Highlights include a 103' Palmer Johnson, 82' Lyman Morse, 72' Southern Ocean Trawler, 70' Brooklin Boat Yard Sloop, 48' Hinckley Talaria, 48' San Juan, and 42' Rybovich Custom.

Thanks go to Pam Barlow, Skip Denison, Leonce Richard, Hank Halsted, Bill Sanderson, Stu Larson, John Todd, Roger Cole, Curtis Stokes, Bruce Tait, Roy Merritt, Scott James and Jeff Stanley for helping troubled kids achieve a new purpose in life.

Donated vessels are refit and then leased or sold. Brokers receive attractive compensation. For more information about the AMIKIDS Yacht Donation Program, visit [amikids.org](http://amikids.org).

**BLUEWATER YACHT SALES** is excited to announce a \$275,000 price reduction on our 2010 Viking 82' Convertible trade, making the asking price \$3,695,000. This vessel has complete service records available. She is currently covered by a three-year Extended Propulsion Coverage warranty, which is good through September of 2020. In addition, the 3,000-hour engine service has been completed, and a factory-installed Seakeeper was added in 2017, along with new teak decks. We will be showing this vessel by appointment at Cannonsport Marina in West Palm Beach, FLA.



Bluewater Yacht Sales - 2010 Viking 82' Convertible

**BOAT HISTORY REPORT** reports it had great success at this year's MDCE, serving up specialty cocktails like "Negligence on the Rocks" and introducing our brand new "Guess the History" game to test your ability to spot a damaged boat from its listing, both of which made us a show favorite!

We also continue to support the Uniform Law Commission, NMMA, and State Boating Law Administrators in their efforts to push forward with the Uniform Certificate of Title for Vessels Act, with a focus in Florida. The Act will prevent boats from being sold with undisclosed damage, making boating safer for all.

### BRADFORD MARINE YACHT SALES

announces the following recent sales: 75' Molokai Strait HERCULES by Whit Kirtland; 82' Horizon CAROL ANN and 48' Merritt CHUNDA by Barry Flanigan; 62' Numarine ANACONDA by Jack Nitabach; 70' Princess NATURAL 9 and 44' Sea Ray by Chris Saumsiegle; 80' Redtek Marine 7 LUNAS by Mike Stafford and Tony Hernandez; 72' Hatteras SOMETHIN FUN by Tucker Fallon.



AMIKIDS - JUST MAGIC, 55 2002 Ocean Alexander



## Bob Saxon Inducted into CYBA Hall of Fame

HMV YACHTS is proud to announce that Bob Saxon, vice president of the company's Yacht Management,

Crew Placement, and Yacht Charter Division, was inducted into the Charter Yacht Brokers Association (CYBA) International Hall of Fame during the Antigua Charter Yacht Meeting that took place December 4-10, 2018. This prestigious award recognizes outstanding industry professionals who have made a significant impact on the charter industry.

"To be lauded by your peers is the greatest honor," Saxon commented. "It was wonderful to be on-site in Antigua, arguably the birthplace of yacht charter, with so many of my colleagues in attendance, many of whom have worked with me, and for me, and have gone on to great heights in the charter world."

A plaque recognizing Bob's award is now proudly displayed on the Wall of Honor in the Museum of Antigua and Barbuda, adjacent to the historic Admiral's Inn at English Harbour alongside the few other charter professionals who have been fortunate enough to receive this honor.



Boat History Report

Bradford Marine Yacht Sales offers a co-broker friendly program with undercover dockage in Fort Lauderdale. For program details, please contact a Bradford Marine broker or call 954-377-3900.

**GALATI YACHT SALES** announces the opening

of the new Galati Superyacht Division, headed by Sales Director Rob Newton, who joined the company in November 2018. Headquartered in Fort Lauderdale, the full-service Galati Superyacht Division provides new build and brokerage sales for yachts over 100 feet, as well as luxury charter yacht vacations.

"Galati Yacht Sales formed this new division in order to better serve its clients who are moving up into the superyacht realm," said Newton, who brings more than 30 years of yacht brokerage experience to the firm. The Galati Superyacht Division team also includes Bonnie Mims, charter and charter management.

**HAMPTON YACHT GROUP OF FLORIDA** would like to congratulate our brokers on the following sales: Bob Epstein for the sale of FOOTLOOSE, 2008 Cheoy Lee 95' Bravo; Skip Smith and Ed Chapdelaine for the listing and sale of MCBREAK, 2009 Endurance 650 LRC. We also are pleased to announce the arrival of our newest 2019 Endurance 720 LRC Wide Beam in the USA. Contact our Florida office for details at 954-797-0030 or email florida@hamptonyachtgroup.com.

**HMY YACHTS** is pleased to announce that Susan Harris has joined their charter team as Yacht Charter Director. Susan brings a wealth of experience in both the charter management and retail sectors having worked for International Yacht Collection, Fraser Yachts, and Denison Yachting.

Says VP of HMY Charters Bob Saxon, "We are fortunate to have Susan Harris as an integral part of the dynamic growth of the Charter Division at HMY Yachts. She brings with her not only an impressive work history, but energy, enthusiasm and a passion for our industry."

**HORIZON YACHT USA** is enjoying a busy 2019 — six new yachts are being prepared for shipment to owners and markets around the world, while 16 yachts are currently under construction. Two of the new builds are FD87 Skyline models — Hulls 7 and 9 — and the remaining four are V68 and E75 motoryachts, PC52 and PC65 power

catamarans. The PC65 and the FD87 Skyline Hull 9 will be showcased at the 2019 Palm Beach International Boat Show in March. The Horizon E75, FD87 Skyline hull 7, V68, and the two power catamarans will be delivered to owners in Australia, Europe, and the U.S. For more information, visit [www.horizonyachtusa.com](http://www.horizonyachtusa.com)

**INTERMARINE YACHT GROUP** is pleased to announce the opening of a new office at Marina Palms in North Miami Beach. InterMarine will have 50+ boats at the upcoming combined Miami Boat Shows in February and recently added Belzona Boats and Wellcraft to its lineup. New listings were added by Mike Smalley: 2017 VanDutch 55 and 2009 Pershing 72. Robert Weera added a 2018 Prestige 630.

InterMarine represents multiple new boat lines including Prestige Yachts and is the exclusive distributor for Dreamline Yachts in the Americas. For more information, contact: Mike Smalley, 954-665-7138. Employment opportunities available, inquire within.

**LENTON YACHTS** is pleased to announce its first closing of January 2019: the successful sale of SCAPOLI, 94' Lazzara Grand Salon Sky Lounge 2002. Lenton Yachts also would like to thank Brian Weaver of HMY for introducing the buyer.

Lenton Yachts announces two additions to its Fort Lauderdale sales team, Miriam Lach and Martin Carmichael. We wish both Miriam and Martin much success.

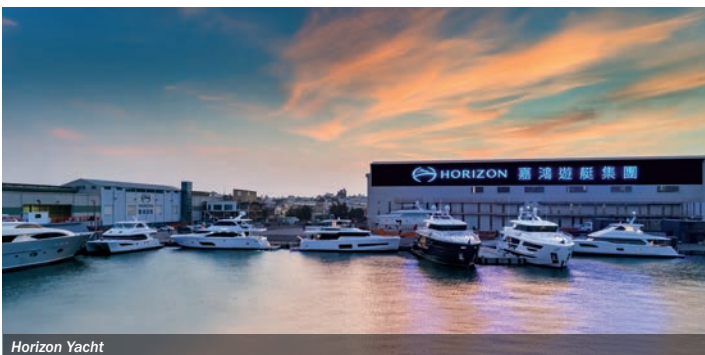
**LUXURY FINANCIAL GROUP** is expanding with the additional of two key people to the group: Dana Endicott as Luxury Financial Specialist and Lindsay Way as Luxury Financial Specialist. Dana and Lindsay bring decades of experience in underwriting and financing sales to our Group. We welcome our new team members and wish them much success!



Miami International Yacht Sales - ALEGRIA

**MIAMI INTERNATIONAL YACHT SALES** owner Robert Lama is proud to announce the new Central Agency listing on the 2010 143' Benetti Vision ALEGRIA, which will remain in the Fort Lauderdale area and will be displayed at the upcoming Miami Yacht Show. Kevin Shooltz will be representing the vessel on behalf of the brokerage. For more information, please contact Miami International Yacht Sales at 305-857-8939 or visit [www.MiamiInternationalYachtSales.com](http://www.MiamiInternationalYachtSales.com).

**NAUTICAL VENTURES** announces that For the third year in a row, it has been named one of the Top 100 Dealers in North America by Boating Industry. "From the thousands of dealers in North America — and hundreds of nominations — these 100 dealers are the best of the best," said Boating Industry Editor in Chief Jonathan Sweet. "These dealers excel not only at the business of selling boats, but also delivering a great customer experience."



Horizon Yacht



# Member News *(Continued)*

Brokers interested in joining Nautical Ventures please contact Roger Moore at 954-926-5250. [www.nauticalventures.com](http://www.nauticalventures.com)

**QPS MARINE SHIPS** announces that on December 6th, M/V FUNCHAL was sold at auction after three hours of bidding for the sum of Euro 3,910,100. The successful bidder was the Liverpool-based hotel chain Signature Living. Representing Signature at the auction was Capt. Ken Caine of QPS Marine Ships, Signature Living's exclusive ship broker. Attending the auction were more than 50 people including reporters, ship lovers, former passengers, lawyers and old crew. Signature Living and QPS Marine Ships had been negotiating for almost two years with the bankruptcy administrator and the main creditor for the purchase of the vessel.

Signature Living intends to reposition FUNCHAL from its current Lisbon location to a Central London berth. It has retained Dania Beach, Fla.-based USA ship brokers QPS Marine Ships as consultants in arranging for the repositioning and ship management during the vessel's transition from a cruise ship to a floating hotel.



QPS Marine Ships - M/V FUNCHAL

## **RMK MERRILL-STEVENS**

is proud to announce that CIELITO, a 43' trunk cabin motoryacht designed in 1930 by the Stephen Brothers, won the 2018 Vintage Weekend award for Best Restoration, which was completed by the shipyard. The San Francisco-built yacht was completely renovated by RMK Merrill-Stevens. The refit included structural repairs, transom replacement, drive refurbishment, engine maintenance, electrical upgrades, electronics upgrades, generator replacement and interior and exterior refinishing. The final result was an impressive, updated, award-winning vessel with two diesel engines powering the 89-year-old yacht.



RMK Merrill-Stevens - CIELITO

**SEATTLE YACHTS** is proud to announce that we have acquired Cabrillo Yacht Sales of San Diego, Calif. This announcement comes on the heels of opening a brand-new office in Palm Beach, Florida. Having strategic locations in top boating destinations across the county, combined with our 10 new boat brands and professional brokerage services, allows us to better service our customers no matter where they live or boat. For more information, visit [SeattleYachts.com](http://SeattleYachts.com).



## **New Members**

### **Professional Active**

**James Adams** – Moorings Yacht Brokerage  
Sponsors: Bob Ross & Patrick O'Reilly

**William Blackwell** – Blackwell & Associates Yacht Brokerage  
Sponsors: Bob Denison & Jon Burkard

### **Professional Associate**

**Michelle Ropiza** – Moorings Yacht Brokerage  
Sponsors – Bob Ross & Patrick O'Reilly

**Bob Fritsky** – MarineMax  
Sponsors: Pete Woods & Chuck Cashman

**Jason Hayes** – SYS Yacht Sales  
Sponsors: Gary Smith & Bob Saxon

**Andrew Simmons** – Staten Island Yacht Sales  
Sponsors: Jay Hendrix & Bob Saxon

**Patrick Bustle** – United Yacht Sales  
Sponsors: Peter Schmidt & John Peterson

**Michael Strassel** – RJC Yacht Sales & Charter  
Sponsors: Bob Cury & Carmine Galati

**Victor Capote** – Rick Obey & Associates  
Sponsors: Alex Craig & Dennis Kennedy

### **Non-Florida Broker**

**Nicolas Valin** – Neo Yachting  
Sponsors: Hein Velema & Darrell Hall

### **Charter Active**

**Sophia Tutino** – Charter Power  
Sponsors: Peter Thompson & Darrell Hall

### **Affiliate Active**

**Michael Dunbar** – Ryzhka International LLC  
Sponsors: Bob Martin & Iris Saleh

**Jerry Marzec** – Elite Financial International  
Sponsors: Joseph Janssen & John Siracusa

**Ryan Dekker** – Trident Trust  
Sponsors: Bob Allen & Nancy Poppe

### **Affiliate Associate**

**Laura Knoll** – Alley, Maass, Rogers & Lindsay, P.A.  
Sponsors: Carol Waxler & David Maass

**Mark Norman** – Robert Allen Law  
Sponsors: Bob Allen & Sharon Abramson

**Tande Richardson** – Elite Financial International  
Sponsors: John Siracusa & Joe Janssen

**Danielle McIver** – Trident Trust  
Sponsors: Bob Allen & Nancy Poppe



**TFA YACHTS** is delighted to announce a major \$750K Price reduction on our amazing 102' Burger M/Y

INTERMISSION, the finest 100 Series Burger available today!! She is a classic Burger with over 600K spent in 2017-2018, fresh paint and all systems, plus over \$1.3M spent on total refit in Palm Beach in 2012/13. All-new teak interior, teak decks, hardtop, electronics, and wood floors by Rybovich in 2013 makes this the most elegant Burger available. Extremely reliable well-maintained CAT 3412 engines, too. Don't miss this totally updated one-of-a-kind 102' Burger. Reduced for immediate sale to only \$3,750,000 as owner is moving up! Contact Talbot Freeman, CA at talbot@tfayachts.com or 954-525-9696 for further details.

**TOM GEORGE YACHT GROUP** is proud to announce the sale of the Ferretti 760 Motor Yacht SEA DIVA. The sale was completed in-house by yacht brokers Jimmy Rogers and Jeff Schrier. She is going to continue cruising the waters of Miami for a brief period before being shipped to Southern California where she will



Tom George Yacht Group - SEA DIVA



**Pliske Marine Inc.**

Butch Pliske 305.342.1893 | Chris Pliske 305.431.1244  
David Pliske 305.431.1243 | Fax 954.792.0535

worldyachtsurvey@aol.com  
www.worldyachtsurvey.com



**ATLAS MARINE SYSTEMS**

Nicholas Benvenuti, E.E.  
Product Application Engineer  
nicholasb@atlasmarinesystems.com

1801 S. Perimeter Road, Suite 150 • Fort Lauderdale, FL 33309-7140  
Tel 954-453-9636 • Fax 954-735-7676 • Toll Free 888-476-8687  
Cell 954-573-0088 • www.atlasmarinesystems.com

permanently reside. For more information, contact TGYG at 727-734-8707.

**UNITED YACHT SALES** reports its sales increased 40% in 2018 thanks to a massive re-branding effort that included a greater investment in marketing, a new website, and a new company logo. United's average deal price increased 30% over 2017, partly due to several large yacht closings including a 2011/2014 Benetti 197'.

"United Yacht Sales is an exciting place to be right now," said Peter Schmidt, CEO and founder. "We had more than 30 new yacht brokers join our team this year and have opened multiple offices around the U.S., Mexico, and Canada. They appreciate our efforts to support them in their business, the industry-leading commission split we offer, and the visibility they get on their listings."

United Yacht Sales Charter Director Nicole Haboush also is excited to announce that STRATEGIC DREAMS, a 2019 Sunseeker 74' Predator, is now available for charter. During the winter season she is based in Nassau, Bahamas, but open for charter in Miami. She will spend the summer in Sag Harbor. Brand-new and stunning, she sleeps 6 guests comfortably in 3 cabins. Starting from \$49,000/week or \$9,500/day plus expenses. Contact Nicole for details at 561-558-3113 or nicole@unityacht.com.

**YACHT CONNEXION** announces the recent sale of the 2017 Horizon FD85 in conjunction with Virgin Motoryachts company. This Horizon FD85 is Hull One of the popular FD series, a close collaboration between world-renowned yacht designer Cor D. Rover and Horizon's in-house naval architecture team. The FD85 features superior cruising capabilities that complement living and entertaining spaces comparable to 100-foot-plus megayachts. Her 23'3" beam allows for her main salon to incorporate

large areas of floor-to-ceiling glass windows, and she provides a five ensuite stateroom layout, with a master on deck. For more information, contact Yacht Connexion at 561-268-2467 or sales@yachtconnexion.com.



**Marine Surveyors & Consultants**

Certified • Insured  
ACMS, ABYC, NFPA, SNAME

**SIMEX INTERNATIONAL, LLC**

Yachts & Small Commercial Craft

**Paul Squire, Captain**

(954) 854-8181  
simex@comcast.net  
www.simexmarinesurveyor.com





## Using a Brokerage Yacht USP Database to Match Buyers with Boats

Aside from putting them to good use in your yacht marketing and communications, creating a database of yachts for sale, categorized by their USPs [Unique Selling Points], can give you one of the quickest, simplest tools you will ever need to put together smarter yacht selections that better match your clients' needs.

Many brokers, when putting together yacht selections for clients, still work from memory and their own knowledge of "suitable" yachts for sale. Occasionally, their assistants might include a few extra yachts that share the same size or price range, picked up from a database somewhere. The smartest brokers, however, do not limit the relevance and scope of their selections to whatever product they personally happen to remember. They are creating databases of yachts for sale that can be sliced and diced according to a whole range of USP options – with each option on each yacht being scored according to how well it delivers on each USP.

It might seem to be just common sense, but this work has proved to be a game changer for many brokers, who are now able to go well beyond the usual suspects when they want to better match their buyers' and charterers' needs. This is a tool that is helping to identify yachts by USP, a task that normally takes hours, if not days, to uncover. It can also be easily updated to include information on the yachts that are not even officially on the market. In short, it is helping brokers to reveal their added-value to clients from the word "go".

You can keep your USP yacht search database entirely private and in-house (although that does mean prospects and clients will only get to see the value of it if they start working with you) or you can use it to attract potential clients by putting some or all of it on your website. The first step is to promote the fact that you have this tool for clients by encouraging visitors through social media, email and PR campaigns to go to your site and try it out. **The ability to compare yachts according to their benefits and features is very seductive for potential clients for both charter and sales because it's the ultimate time-saver.** Having some online functionality that allows visitors to initially compare yachts based on some very basic criteria to get the ball rolling is something simple and useful that visitors can try out. It also shows them that you are a company keen on providing services that make their lives easier. It shows you understand the USPs of the yachts you feature. Even at this early stage, the average time spent on your site will increase dramatically.

Step two is to offer those visitors the chance to compare yachts. This is based on more detailed criteria, such as comparisons based on the quality of maintenance, the experience of the crew, success in chartering, latest refits, refit potential and so on. In order to access this service, clients need to sign in for a "VIP experience". When they do, you secure the emails that you need to start communicating with them on a much more personal level.

These are the tools that help to build relationships and offer visitors access to something they can play around with, without having to engage with you until they feel ready. And that is what breaks down barriers.

Think about the selections you send out today.

So many retail charter and sales brokers still rely on wordy emails with

long lists of features, recommendations and a multitude of different links that take clients (those who can be bothered) to yacht landing pages that are not even remotely optimized for that client's needs or requirements.

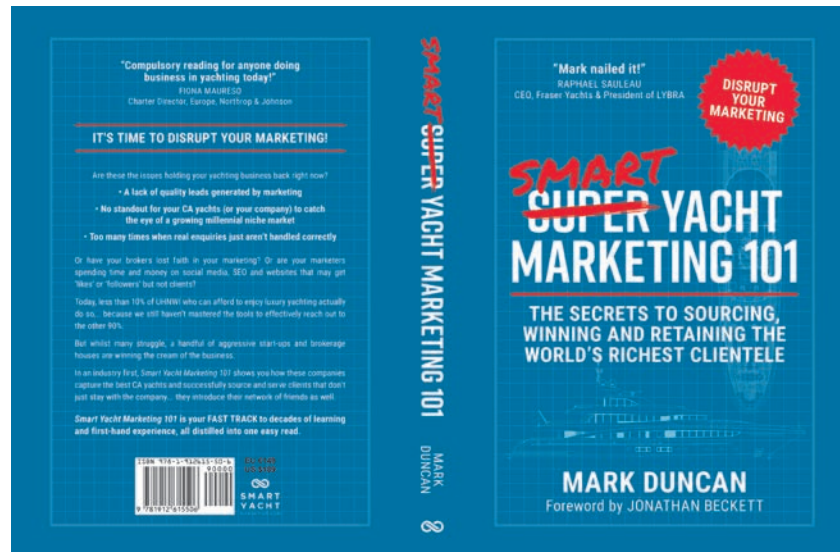
Think about that for a second.

Imagine you are the client. You are cash-rich, time-poor and no expert in yachting, and you now have a long email to wade through. It has lots of different links that take you to lots of different places without even telling you what you need. And, worse than that, you can't even compare the yachts in that selection for yourself. In a world where you can contrast and compare features and benefits for books, cars, real estate, jets, watches, cat litter... luxury yachting seems to be the final resting place of email links and PDFs. And the broker you approached, the person you expected to make the process of buying or booking a yacht easy, is now making you do all the work. For many, that's the point when they decide to either search out another broker or revisit that private island holiday they do every year, instead.

In other words, you've lost them.

Remember, it's not just what you send clients that wins them over – it's how you send it.

*This excerpt was reprinted with permission from Smart Yacht Marketing 101 – The Secrets to Sourcing, Winning and Retaining the World's Richest Clientele by Mark Duncan. This book is available for purchase from Amazon.com. ♦*





# PRIVATE MONEY YACHT LENDING HAS ARRIVED.

PRIVATE YACHT FINANCE, A DIVISION OF  
M&M PRIVATE LENDING GROUP IS YOUR LENDER FOR  
CHALLENGED PURCHASES + REFINANCES ON YOUR VESSEL + SLIP PURCHASES



IMMEDIATE APPROVAL | NO CREDIT CHECK | NO BANK STATEMENTS | NO TAX RETURNS

## TRUE ASSET BASED

CASH OUTS | REFINANCE | NEW PURCHASES



**MICHAEL INTERNOSCIA**

President & CEO

C: 954.445.4434 | O: 305.899.2201 ext. 004 | E: michael.internoscia@gmail.com  
12550 Biscayne Blvd, Suite 400 | North Miami, Florida 33181

[www.privateyachtfinance.com](http://www.privateyachtfinance.com)



M&M Private Lending Group  
MME Capital Management

A division of M&M Private Lending Group, LLC  
NMLS# 860339



## The Comeback Continues

*Charter clients who love the Caribbean have returned, and business is up all over.*

Jeff Shaffer could see that something was different from his perch aboard the 151-foot Benetti *LADY S*.

The boat was docked at the Antigua Yacht Club in early December for the annual charter yacht show on the island, showing off her recent refit and scuba program.

Usually, Shaffer says, he's inundated with vendors looking to do business – he's the charter management director for Superyacht Sales and Charter, as well as co-chair of the IYBA's Charter Committee. But this year at the Antigua show, he says, there were fewer vendors and more charter brokers, all seeming to have demand from clients for Caribbean bookings this winter.

"I was really surprised by the traffic," Shaffer says.

He's not alone in seeing high charter demand this season, not just for the larger yachts, but also for mid-range vessels. The 103-foot Johnson *DIAMOND GIRL*, which Shaffer manages, has completed four Virgin Islands charters since early November and already has seven more booked, with two more clients in discussions. "Easily, the bookings are up by 25 percent over last year," he says.

Daphne D'Offay, senior charter broker at Ocean Independence and co-chair of the IYBA Charter Committee, is also seeing demand that's up compared to last year. The strength of bookings is especially strong, she says, in the traditional hotspots of the northern Caribbean islands.

"Our 80-footer is nonstop with people flying into Sint Maarten and cruising over to St. Barth," she says. "We have five weeks booked on one of our boats, and every one of the weeks is St. Barth. I'm shocked."

It's not just the demand that has brokers excited, but also the fact that clients seem hell-bent on booking all throughout the Caribbean, from St. Thomas and Tortola in the north to the lower Grenadines in the far south. Storm-battered islands from the Virgins to Sint Maarten are still trying to recover from the devastation of the powerful hurricanes that blew through in 2017, but charter clients either don't care or are simply willing to go around the damaged areas to get their Caribbean fix.

"Sint Maarten is not back up and running," D'Offay says. "It is not a place that I recommend for clients to go. But those who are dead-set

on going to St Barth, that's where they're going in and leaving from."

Shaffer says he's also had clients express concerns about the condition of regions where they want to charter, but then, after a conversation or two, the clients book anyway.



"[With] one of the charters that just went to contract on *DIAMOND GIRL*, that was one of the things the charterer asked of the captain: 'We understand the BVIs are still pretty ravaged, what it is that we're going to be able to do?'" Shaffer says. "The captain came back with a few places that are still pretty devastated, where they couldn't go, but for the most part, everyone is having a great time."

D'Offay says that Ocean Independence also is seeing increased demand for Caribbean destinations

that used to see just one-off bookings here and there.

"We've had three St. Lucia, Martinique and Grenadines charter bookings coming through, so we're seeing more of a spread down to the lower Caribbean whereas before, it would be one here, a pick there," she says. "Boats couldn't decide whether they wanted to go down island unless they had an owner who wanted to go. Now, you can go down to the St Lucia and Grenadines area and get bookings. It's happening. We have three fleet boats that are seeing it happen."

Even destinations in the Central America region are getting action, she says. D'Offay manages the 240-foot Delta *LAUREL*, which just finished a holiday charter in Panama and is willing to stay, as opposed to returning to the more traditionally popular Caribbean islands, if client interest is strong for Central America.

"I got a last-minute Panama booking for Christmas," she says. "Last year, I got one in Belize. It's not like the Grenadines yet, but maybe that's going to start to happen with people wanting to go there too."

Overall, Shaffer attributes the business boom to clients who love the Caribbean, who got shut out of their vacations during the worst of the storms, and who simply no longer want to wait to hit the beaches. Many of his bookings this winter, he says, are with repeat clients.

"I think there are people who are used to chartering in the Caribbean," he says, "and they feel there's been enough time for the recovery, and they're coming back." ♦

## Why Sharks Are Essential – and How You Can Help Save Them

A love of the ocean is a prerequisite for anyone investing their hard-earned cash in a yacht. The seas are full of wonder and sharks are, for many, at the heart of what is incredible about our ocean. But anyone lucky enough to spend long periods of time on the world's oceans is familiar with the slightly uneasy feeling about the state of the seas. Bits of floating plastic, discarded fishing net, soda cans – things that have no place in the ocean turn up with alarming regularity, little reminders that humanity and nature are too often at odds.

Just as concerning as what we see is what we don't see. The ocean has an incredible ability to mask its problems, just as it hides its charms. Overfishing, environmental change and pollution are all impacting on the health and abundance of marine life. But the extent of the change isn't always obvious.

As with all marine life, there is more to sharks than meets the eye. While a few large, charismatic sharks grab the headlines, and define many people's relationship with the animals, there are hundreds of species of sharks whose existence and plight are overshadowed. Sharks in their various forms have been going about their business for over 400 million years. Only relatively recently have we really become aware of their diversity and their importance. And only relatively recently have we started having an impact on their existence.

Sitting at the top of oceanic and nearshore food-chains, we rely on sharks to maintain a healthy marine ecosystem. Without them our ocean would face an uncertain future. Yet many shark populations are in decline with an estimated ¼ of species facing the possibility of extinction without urgent action. Many sharks and their cousins, the skates and rays, are at a tipping point. If we can't control our fisheries, then it'll be the absence of sharks in the ocean that'll be the horror story in the future.

So, we need to act with some urgency. And we need to be pragmatic. When the threats to sharks are communicated, we don't often hear about the variability of threat between different species and, indeed between different populations of the same species. Unpalatable as it might be for some conservationists, some shark populations are capable of supporting a fishery in the long term.



A pragmatic approach to conservation, which values the natural world, the importance of livelihoods and the cultural significance of products, requires an absolute commitment to science-based management of stocks. This commitment has to be shared by the policymakers, the industry, the supply trade and the consumer. It's a complex goal but it's one which will, ultimately ensure the long-term survival of species.

At the heart of shark conservation since 1997, the Shark Trust is a respected international hub of expertise, bringing people with different interests together and seeking solutions for the benefit of sharks. The Trust, based in Plymouth in the South West of the UK, has been closely involved in many of the advances in shark management and conservation over the last 20 years.

As well as international advocacy work, the Trust has a strong connection with the public. A provider of fact-based information, the Trust works with aquariums, educators and the media to influence opinion and action. There are also Citizen Science programs that involve people in the collection of data – a valuable currency for science-based conservation. From divers' records and sailors' sightings to spent eggcases washing up on the beach, information from public recorders can be, and is, put to use for conservation.



The Trust achieves a huge amount on a limited budget. Income from a variety of grants and trusts is topped up with subscriptions from an international membership, personal donations, corporate support and sales of merchandise.

We all want a healthy ocean. Sharks are a vital element and a healthy future for sharks, and for the ocean, needs action at many levels. And it needs a sense of urgency. We need everyone who has that uneasy feeling about the ocean to get involved and to do what they can to help.

There are many ways to get involved – Step 1 is learning more and getting motivated. We need you, your clients, your families and your networks to join us. You can add your name to our mailing list or follow the Facebook page for the latest news and updates. Plot your journey from [www.sharktrust.org](http://www.sharktrust.org). ♦

Photos by Serena Stean



## Off the Beaten Path in St. Kitts

M/Y AVALON, the team at Christophe Harbour Marina and the Park Hyatt recently hosted eight IYBA Charter Professionals for a two-night stay at St. Kitts in the Caribbean's Leeward Islands chain.

Much to our pleasant surprise, our arrival into St. Kitts from Miami was a breeze. Thanks to the attention to detail and pre-planning by Melanie Bennett, guest services manager, and Aeneas Hollins, director of yachting, at superyacht marina Christophe Harbour, we were greeted immediately, before waiting in the immigration line at the airport, and briskly transported in three luxury SUVs a short distance to the YU Lounge. Here we were served with hors d'oeuvres and individually plated salads, Champagne and water, all in a comfortable and efficient setting where we could relax, check emails and await our checked bags and passport processing.

The drive from the airport to the Christophe Harbour was approximately 30 mins and offered spectacular views from winding roads and a lookout where we stopped to admire the awe-inspiring meeting of the Caribbean Sea and Atlantic Ocean. We were even welcomed with a double rainbow, which we followed from one end to the other on our drive, and a few roving troops of monkeys.

The old Colonial style has been brought to life in the newly constructed waterfront buildings of Christophe Harbour Marina. Once complete, the main building will offer yacht crew amenities



M/Y AVALON at Christophe Harbour

such as a gym, business lounge and a multitude of guest services. These are complemented by elegant boutiques, a coffee shop and the quaint gourmet market Sugar & Salt, all with full-time gated security on premises. The Tom Fazio-designed 18-hole golf course is still in progress, located across from the marina with spectacular harbor views, and a new megayacht dock is in the planning stages to accommodate nearly 600 feet more dockage space.



Christophe Harbour Marina

A short walk from the marina, Salt Plage Beach Bar brought us all into the spirit of the Caribbean thanks to the hammocks freely suspended over the bay. A tasty lobster dinner dockside followed, along with dancing to a local live band.

Day 2 included a drive into the rainforest, past several ziplining stations. Then we went next door for a tour of Romney Manor and Botanical Gardens, home of Caribelle Batik (factory). Here we were greeted by the owner who has been involved in preserving the flora and fauna along with this property's history dating back to the 17th century. From early petroglyphs to the original rum distillery only discovered five years ago buried deep beneath the ground, the most fascinating details of years gone by come to life again when walking this property.





Christophe Harbour



Park Hyatt St. Kitts

The same feeling arose as we took a short drive down the mountains to the 18th century Fairview Great House. Another unique part of history, it offers rooms dressed with antique furnishings as they were in the 1700s, a sampling of rum from the distillery, cooking expeditions and private dining offered in the old schoolhouse, and tours of the botanical gardens with each plant or fruiting tree precisely labeled.

Christophe Harbour CEO Charles “Buddy” Darby III personally hosted us for a magnificent lunch at the property’s Pavilion Beach Club. Use of the members-only infinity pool, cabana bar, lounge areas and dining make this club an enticing amenity for investors to the island as it develops. The Christophe Harbour Development Company’s vision is inspiring; as it creates new facilities, it is dedicated to protecting the environment, nature and historical culture of the island through outreach projects and education. There is a tremendous amount of giving back to the community through the Christophe Harbour Foundation.

As we carried on into the evening, we were whisked off to the Park Hyatt for a fashion and art exhibit and tour of the facilities. It features a spa, built in the tradition of the old sugar mills that are dotted around the island; private cabanas Bali-style around the adult pool; kids’ club for ages 3-12; gym; cooking classes; three restaurants including Fisherman’s Village for local seafood fare, and a multitude of bars/lounge areas, providing a diverse and complete assortment of activities all on-site for any guests staying ashore pre or post charters. The Park Hyatt’s suites are minimalist in style with an open plan and most come with private dip infinity pool.

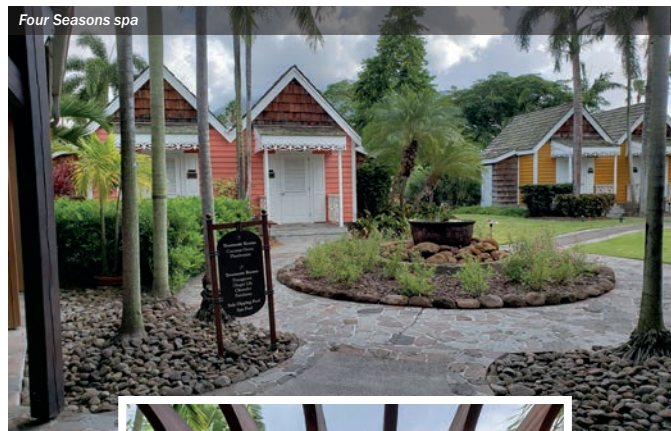
Our last day started with a challenging hike above Christophe Harbour, well worth the panoramic views from above and including



a visit from a wandering goat here and there along the path. After a brief visit to the local farmer’s market for a tasty roti and the allure of fresh bread, fruits and vegetables, we met a water taxi back at the marina for a 20-minute ride across to the Four Seasons Resort, Nevis.

Although the property sustained the most damage in the area as a result from the hurricanes of 2017, the Four Seasons finally was able to reopen this winter and proud to report, full to capacity. The 80 villas on premises are all privately owned with some that are offered for rent. Suites are approximately 800 square feet and accommodate

eight comfortably with a private fenced-in garden terrace and short walk to the beach.



Four Seasons spa

The spa area offers a truly serene experience with individual treatment cabanas, hot bath steps away from the colder plunge pool, and pristine views. There are a host of activities available along the beach and poolside, along with tennis, golf and a kids’ club. A day pass can be purchased for \$250-\$400 for charterers, depending on whether they want partial or full use of the premises with a room included for refreshing or resting.



Four Seasons plunge pool

We found the experience from start to end in St. Kitts to be a refreshing taste of the Leeward islands. Because it is still newly developing for tourism, there is a charm, cleanliness and friendliness about the island that has you wanting to come back. The Christophe Harbour team’s past and present yachting experience shows through in their professionalism and attention to detail; an experience worth sharing with charter clients and yacht owners as a stopover or start to their Leeward Islands cruising itinerary. ♦

For more information about the superyacht marina at Christophe Harbour, St. Kitts, visit [www.CristopheHarbour.com/marina](http://www.CristopheHarbour.com/marina).



# Members Gallery

## Annual Marine Industry Holiday Party

MIASF Flagship Room | Fort Lauderdale  
December 11, 2018

IYBA, Marine Industries of South Florida, U.S. Superyacht Association and Young Professionals in Yachting members got together to “jingle and flamingle” at this festive annual holiday fête, held at MIA SF headquarters. The party benefited the Marine Industry Cares Foundation and also collected unwrapped toys and gift cards for the Children’s Diagnostic and Treatment Center in Fort Lauderdale.





# Members Gallery

PHOTOS BY SUKI FINNERTY, *YachtingToday.TV*

## IYBA Brokers Open House

Bahia Mar | Fort Lauderdale  
January 17, 2019

## Yachts on Display

ANDIAMO  
AUSPICIOUS  
BALISTA  
BARCODE  
BLUE HERON  
CARTE BLANCHE  
CARMELLA

COASTAL QUEEN  
ESSENCE OF CAYMAN  
FORE ACRES  
GOING COASTAL  
HAGGIS XIV  
KINTA

LA BELLE SHESH  
M4  
NORSEMAN 45  
NOTYNOG  
PAPI PAPA  
REDHEAD

RHINO  
SEA FALCON  
SEAS THE MOMENT  
SILVANA  
SILVER LINING  
SPLASH







1500+ MEMBERS  
WORLDWIDE

REPRESENTING  
500+  
COMPANIES

OUR MEMBERS ARE  
RESPONSIBLE FOR  
20% OF GLOBAL  
YACHT SALES

# IYBA Membership Application

## PROFESSIONAL

- ☐ **Professional Active** \$250 *Florida licensed owner, principal, manager of brokerage firm - Employing Broker*
- ☐ **Professional Associate** \$100  
*Florida licensed broker or salesman of member firm*
- ☐ **Support** \$35  
*Unlicensed employees of member brokerage firms*
- ☐ **Non-Florida Broker** \$150

## CHARTER

- ☐ **Charter Active** \$250  
*Owner, principal, manager of charter yacht firm*
- ☐ **Charter Associate** \$100  
*Employees of charter firm*

## AFFILIATE

- ☐ **Affiliate Active**  
**Licensed Brokers** \$400  
*Owner, principal, manager of marine industry firm*
- ☐ **Affiliate Associate** \$100  
*Employees of marine industry member firm*

## Applicant

First Name		M.I.	Last Name
Company Name			Position
Company Address			
City	State	Zip	Country
Fla. License No.			<input type="checkbox"/> Broker
Expiration Date			<input type="checkbox"/> Salesperson
E-mail		Phone	Fax
Type of Business			Website

## IYBA Member Sponsors

1) Name	Company Name
Phone	
2) Name	Company Name
Phone	

☐ I agree that, if approved for membership to the International Yacht Brokers Association, Inc., to abide by the By-Laws and Code of Ethics of the Association, a copy which I have read. Check for \$\_\_\_\_\_ enclosed payable to IYBA.

Applicant's Signature

Date



INTERNATIONAL YACHT BROKERS ASSOCIATION  
1845 Cordova Road, Suite 205 • Fort Lauderdale, FL 33316  
P| 954-522-9270 F| 954-764-0697 E| [iyba@iyba.org](mailto:iyba@iyba.org)



## Yachting's Legend

The wind was howling out of the Northeast at 40 knots. ALERT was off Cape Canaveral making 5 knots to the South on a bare pole. My wife, Kate, and I were now heading unexpectedly to Ft. Pierce, Florida, in our Palmer Johnson Rhodes 41' – it wasn't fun! The year was 1976. Our original destination had been the South Pacific, with a two-year minimum amount of time to explore all of the islands. Little did I know that soon I would be having a job interview jogging on the beach at the famous Bath Club in Miami with the legend of yachting (and my boyhood idol), Dick Bertram.

Dick was in his late fifties and the pace for 45 minutes in soft sand along the beach was very serious! This was followed by the attendant at the pool removing tar from our feet (a scene I will never forget), which was the prologue to 30 minutes of interval lap swimming. Performance and mental attitude came before resumés at Richard Bertram & Co., the world's largest yacht brokerage firm. "Press On" was the cry that drove the man and his company.

Over lunch Dick reminisced about the design that evolved into the first Bertram boat. While sailing off Newport, R.I. on a 12-meter America's Cup boat, VIM, Dick sighted a Ray Hunt design running very fast and smooth in a big chop. It was that Hunt design that he built in the Miami Richard Bertram & Co. Boat Yard which became the first Bertram race boat, MOPPIE. In her first outing, under extremely severe conditions, MOPPIE finished first (with a lead of two hours) in the Miami to Nassau race with Dick, Carleton Mitchell and Sam Griffith onboard. This victory showed the significance of the deep-V design, and it became the prototype for the first Bertram production boat.

Dick was one of the top competitive sailors in the world, as well. He dominated the collegiate sailing while at Cornell, won three Bermuda races on FINISTERRE and excelled in maxi boat racing internationally. When you sailed with Dick, you watched the master and you learned!

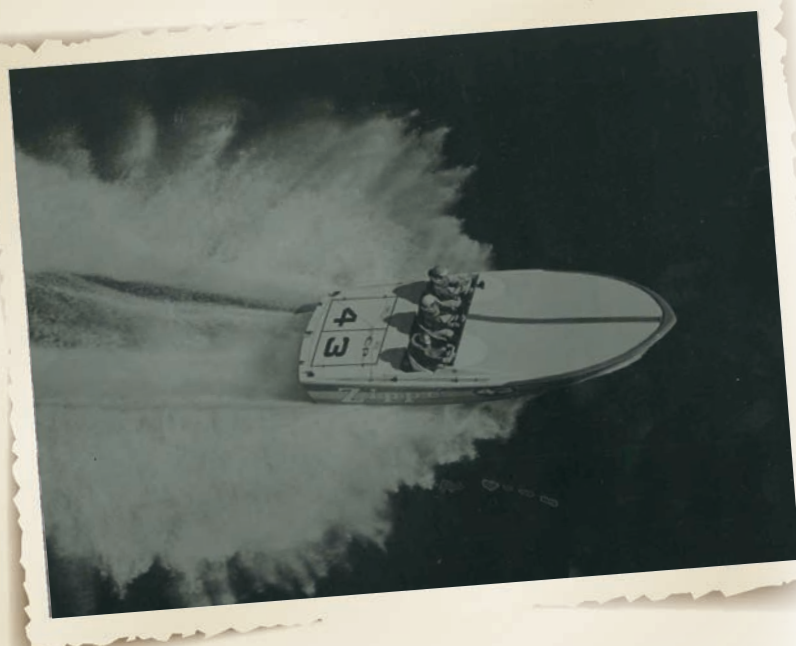
Among his many accomplishments, Dick Bertram started Bertram yacht construction, built up one of the largest worldwide yacht insurance agencies, and created one of the foremost international yacht charter businesses. He constructed one of the largest repair facilities in Florida and a formidable undercover yacht storage facility. He started the Bertram International line of large motoryachts, built in Japan, with the 63' FLYING EAGLE. In 1965, he set the World Speed Record for diesel power boats with the 36' "BRAVE MOPPIE." I could list numerous other achievements, but first and foremost Dick Bertram was the best yacht broker who ever lived and there is no close second. The class and charisma that he radiated was truly something extraordinary!



Working at Richard Bertram & Co. was not your average place of employment. Every other Wednesday evening there were required sales meetings. The brokers came dressed in blue blazers, with the company Eagle crest embroidered on the chest pocket, and a tie. When the boss banged on the table and said, "Let's get started," those were very exciting times in the boat business and we were all proud and thankful to be a part of it. "Listings! Listings! Listings! If you want to be successful, get good, salable listings!" That was Dick's war cry. Once a month he would present the top listing broker with the Golden Eagle. When you walked out of the sales meeting with the eagle, you drew tremendous respect from each of your peers.

A company creed was given to each new broker. Dick hand-wrote on mine, as he did with each of his brokers, "To John, Love Dick". That was just the way it was back then. There was a tremendous amount of camaraderie among the brokers. We were the best in the business and Dick was our leader. Many of us would have followed him into the sea – he was every yacht broker's role model. ♦

*John Weller, who worked for the late Richard Bertram's company for 30 years and counted him as a close friend, wrote this column for FYBA a quarter of a century ago. Bertram continues to be a legend in the yachting industry today.*





# FLORIDA NAUTICAL SURVEYORS

---

954-801-2140

[www.FLORIDANAUTICALSURVEYORS.COM](http://www.FLORIDANAUTICALSURVEYORS.COM)



**Malcolm Elliott and his team of experienced surveyors  
are based in Florida and travel worldwide for all your needs.**



# Yacht MANAGEMENT

FULL SERVICE BOATYARD & PROFESSIONAL YACHT CARE

**FREE HAUL OUTS**



We Make Yacht Ownership Easy, Let Us Take Care of the Details.

Haul Out Vessels up to 100' • Bottom Painting Experts

Mobile Dockside Service • Painting and Refinishing

Electrical and Electronics • Stabilizers and Hydraulics

Mechanical Repairs, Engines and Generators

Air Conditioning and Refrigeration

**954-941-6447**

3001 W. State Road 84, Fort Lauderdale, FL 33312

[MyYachtManagement.com](http://MyYachtManagement.com)





# THREE WAYS TO TELL IF YOU HAVE A HARGRAVE PROSPECT



*The exciting new 116' Hargrave 6 Stateroom Trideck Series – \$14,300,000*



*FUN*

**HARGRAVE**  
CUSTOM YACHTS  
[HARGRAVECUSTOMYACHTS.COM](http://HARGRAVECUSTOMYACHTS.COM)

1. **THEY ONLY WANT A LATE MODEL BOAT** – If they are focused on a yacht that is less than two years old with low hours in Hargrave's 80'-200' size range then they are in the right price range to begin with.

2. **YOU'VE SHOWN THEM EVERYTHING** – You've shown them everything in town and at the boat shows that fits their parameters; in fact, you've shown it to them twice! You begin to get frustrated with them and they start getting frustrated too because they can't find exactly what they want.

3. **THEY ACTUALLY DO KNOW WHAT THEY WANT** – The boats you presented are all in perfect condition and yet there is something about each one that they absolutely will not accept. Hargrave owners tell us that all the time – I would have bought this boat if they changed this, or bought that boat if only it had X. You begin to get the feeling they may not buy anything.

The next time you're in that situation, bring your clients to our office and we can tell them about our program and show them what we have in stock and on order. If you are with your clients at the new Miami Show in February call me on my cell phone and let's get together for a few minutes and I'll walk you through some of our boats so they can see what's so special about custom yachts. We have 1,052' of new yachts valued at \$137,000,000 under construction. There's a reason why we are the number one custom builder in our size range and have an industry leading 69% reorder rate.

— Michael DiCondina, Pres.  
Direct cell 954-648-6281

**800.551.9590 | 954.463.0555**

1887 West State Road 84 • Fort Lauderdale, FL 33315