

COMPASS

PUBLICATION FOR THE MEMBERS OF THE FLORIDA YACHT BROKERS ASSOCIATION

JULY/AUGUST 2013

CHARTER ITINERARY: *Exploring Maine's 3,400-Mile Coastline*

Golfers Hit the Links at
The FYBA Golf Scramble

MARITIME LAW:
Brokers Beware of Fraud

CONTENTS

JULY / AUGUST 2013

FEATURES

12 Yacht Sales and Fraud: Brokers Beware

BY PEGGY GARCIA

14 Meandering Through Maine Charter Itinerary

BY CAPTAIN GREG RUSSELL

DEPARTMENTS

4 From the Executive Director

6 Maritime Law

*Difficulties with International
Service of Process*

BY AMBER F. MCTEAGUE

9 New Members

10 Member News

16 Charter News

17 On the Move

17 Bulletin Board

26 Market Update

*May 2013 U.S. Brokerage Yacht Sales
Reach Highest Monthly Total
Since 2007*

EVENTS & SEMINARS

5 Summer Mixer

8 American Superyacht Forum

18 June Brokers Open House

20 Golf Scramble

24 Yacht Sales Summit

COMPASS EDITORIAL TEAM

Editor-in-Chief: *Randi Myers*

Managing Editor: *Shay Loudenslager*

Art Director: *Darcey Thompson, DMT Design, Inc.*

Editors/Writers: *Louisa Beckett, Gary Beckett,
Turnkey Communications & Public Relations, Inc.*



CALENDAR OF EVENTS

AUGUST

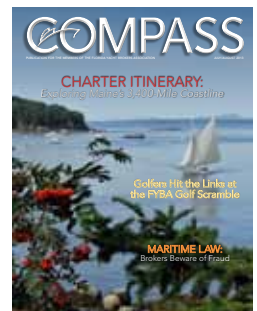
- 13 Yacht Sales Summit in Sarasota
- 15 Brokers Open House

SEPTEMBER

- 19 Brokers Open House

OCTOBER

- 1 Yacht Sales & the Law Seminar
- 9 Charter Seminar & Open House
- 31-Nov. 4 Fort Lauderdale International Boat Show



ON THE COVER

*The view from Bar Harbor,
Mount Desert Island, Maine.*

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 FLORIDA 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 EDUCATIONAL AND INFORMATIONAL PURPOSES ONLY.

\$20,000 - \$24,999

ROBERT ALLEN LAW

\$15,000 - \$19,999

YACHTWORLD.COM

\$10,000 - \$14,999

ALLEY, MAASS, ROGERS & LINDSAY, P.A.
 WILLIS MARINE SUPERYACHT INSURANCE
 MOORE & CO.
 WESTPORT
 SHOW MANAGEMENT

\$7,500 - \$9,999

HOWARD S. REEDER, INC.
 SCOTT FINANCIAL SERVICES
 YACHT CONTROLLER

\$5,000 - \$7,499

BANK OF AMERICA
 TOTAL DOLLAR INSURANCE
 C1 BANK

\$2,500 - \$4,999

IGY MARINAS
 BOAT INTERNATIONAL MEDIA
 DOUGLAS' YACHT SERVICES
 COBRA TOURS AND YACHT
 SERVICES

\$2,500 - \$4,999

PORT LOUIS MARINA
 YACHTCLOSER
 BOATQUEST.COM
 SANLORENZO

\$1,000 - \$2,499

DENISON YACHT SALES*
 SANLORENZO YACHT WORKS*
 HMY*
 BROWN & BROWN*
 INTERNATIONAL YACHT COLLECTION*
 ADVANTAGE SERVICES*
 APEX MARINE*
 SEVENSTAR YACHT TRANSPORT*
 WORTH AVENUE YACHTS*
 ROBERT J. CURY & ASSOCIATES*

TOM GEORGE YACHT GROUP*
 UNITED YACHT SALES*
 MERLE WOOD & ASSOCIATES*
 RPM DIESEL/DIESEL SERVICES
 OF AMERICA*
 THE LAW OFFICES
 OF JEFFREY W. COX, LLC*
 HEADHUNTER, INC.*
 ZEELANDER*
 CELEDINAS INSURANCE GROUP*

POWER AND MOTORYACHT*
 MERRITT YACHT BROKERS*
 GO 2 EVENTS*
 SEACOAST MARINE FINANCE*
 OVERSEA INSURANCE AGENCY*
 PALM HARBOR MARINA*
 BRADFORD MARINE YACHT SALES*
 ATLAS INSURANCE GROUP*
 FLAMENCO MARINA
 AQUA SAFARI ADVENTURES

*2013 GOLF SCRAMBLE HOLE SPONSOR | TO JOIN THESE SPONSORS CALL FYBA 954.522.9270

The End of an Era

Anyone who has ever come into Port Everglades in Fort Lauderdale by boat in the last 50 years could not miss seeing the landmark 200-foot boilers and the four 350-foot red-and-white smokestacks that used to tower over the Port. I say "used to" because as of 6:45 am on July 16th, they are no more. I had the privilege of joining a couple hundred other "loyalists" on the 17th Street Causeway Bridge to see these iconic stacks come down in a series of explosions. It only took about 20 seconds for them to come down. Boom! Gone! A few people clapped but most of us just stood there looking at the blank space



PHOTOS BY DORIE COX

Boilers and smokestacks before (top) and after (bottom) demolition on July 16.

left, a little sad to see them go.

We are in the middle of the summer season, which means things have slowed down for many of us. The excitement of seeing the towers come down will probably be the topic of discussion for months to come.... However, FYBA did break up the end of June with a Summer Mixer that took place at The Grateful Palate.

For charter brokers, there is good news/bad news coming out of Europe. Good news: Spain is doing away with its 12 percent matriculation tax on charters. Bad news: France is now having to start applying its 19.6 percent VAT tax to charters in French waters.

Back in Florida, the FYBA has started our seminar season. Following a successful Yacht Sales Summit in Fort Lauderdale will be the West Coast Yacht Sales Summit in Sarasota on August 13th. Topics such as "How to Donate a Yacht", "Fractional Ownership Programs", and "Chartering a Yacht" are just a few of the presentations on the schedule. The Yacht Sales & the Law Seminar is coming up on October 1st and the Charter Seminar takes place on October 9th, both in Fort Lauderdale. Mark your calendars!!!

I have had the honor of being invited, along with the leadership of two other major yachting industry associations, the National Marine Manufacturers Association (NMMA) and the U.S. Superyacht Association (USSA) on an unprecedented collaborative visit to Colombia by the public-private tourism organization, Proexport. I'll have a full report in the next issue of COMPASS.

In the meantime, keep cool, keep dry, and stay involved in your association!!

Adios,

Ann



AD INDEX

To advertise in COMPASS please contact FYBA at 954.522.9270 or e-mail fyba@fyba.org.

| | |
|----------------------------------|----|
| AIM Marine Group | 27 |
| Atlas Marine Systems | 22 |
| C1 Bank | 26 |
| Concord Marine Electronics | 13 |
| Dockwise Yacht Transport | 19 |

| | |
|------------------------------|------------|
| Dwight Tracy & Friends | 23 |
| Hargrave Custom Yachts | Back Cover |
| Howard S. Reeder, Inc. | 17 |
| JP Reynolds Company | 23 |
| Moore & Company | 7 |

| | |
|--------------------------|----|
| Robert Allen Law | 13 |
| RPM Diesel | 22 |
| World Yacht Survey | 22 |
| YachtCloser | 19 |

Summer Mixer Remix

FYBA held its Summer Mixer at The Grateful Palate on Thursday, June 27. Over 50 industry professionals attended the event, enjoying drinks and hors d'oeuvres compliments of The Grateful Palate.

Congratulations go to Ann Landry of Northrop & Johnson for winning the Summer Mixer Raffle drawing for a \$100 gift card to the new Shooters Waterfront, scheduled to open in late October 2013.

Saturday, July 13, 2013 was the last day of operation for The Grateful Palate at its current location on SE 17th Street. The restaurant's owner recently purchased Shooters Waterfront Cafe and Bootlegger on the Intracoastal Waterway at NE 32nd Ave. in Fort Lauderdale, and has begun their transformation into a trio of waterfront businesses. Shooters Waterfront Café will now be called Shooters Waterfront and serve an enhanced waterfront dining experience. The 14,000 sq. ft. restaurant will undergo a complete interior and exterior redesign, including a new al fresco dining area and a creatively inspired menu of fresh offerings.

Bootlegger will become Events by Grateful Palate, a unique special event venue with outstanding food, service and views of the ICW.

Grateful Palate Yacht Provisions will continue operations seamlessly from the new location, offering convenient provisioning services both dockside and by delivery. Events by Grateful Palate will open in fall 2013.

FYBA would like to thank the staff at The Grateful Palate for their hospitality and for hosting a great networking event!



1.



2.



3.



4.

1. Danny Grant of Pierson Grant Public Relations and FYBA Executive Director Ann Vernon
2. Wendy Umla, Brian Cummins, Katie Tulip, James Maitland, Jenny Wicker, Laura Hogle, Pam Creagan and Krista Kersey
3. Bruce Schattenburg, Anja Hessert and Dean Stuhlmann
4. Leslie Adams, Gretchen Jenkins, Jo-Aynne von Born and Gina Robertson

Difficulties with International Service of Process

Although everyone hopes that the purchase of a vessel concludes with a closing that leaves both the buyer and the seller satisfied, sometimes deals go south. On occasion, litigation is required to resolve this dissatisfaction.

Aside from the disappointment and hassle of having to institute litigation in the first place, few things are more frustrating than learning that, although the injured party has a valid claim, he/she is hindered in pursuing it in court due to difficulties with serving the opponent notice of the lawsuit. Such difficulties are, in fact, quite common in maritime transactions, which often involve international buyers and sellers who are often simply asset holding companies with no real addresses or employees.

"Service of process" refers to the manner in which a defendant to a lawsuit is officially notified of the lawsuit. There are complicated and somewhat archaic rules which must be followed in order to achieve this notice, and the defendant will not be required to come into the court, recognize the lawsuit and respond to the claims at issue until it has been effectuated.

In this day and age of instant electronic communication and electronic records available as proof of this communication, it is relatively easy to provide a party with actual notice that a lawsuit has been filed against him/her. The attorney filing the lawsuit can simply e-mail the defendant or representing attorney a copy of the complaint, or send it to the defendant via fax or by express courier. This way, there will be electronic verification showing that the intended recipient received the document.

However, the procedural rules applicable to lawsuits filed in the United States require significantly more. Unless the defendant has waived entitlement to formal service of process, it is usually necessary to serve him/her by using a process server to physically and personally serve the defendant with the complaint at the commencement of the lawsuit.

This is the case if the defendant or several of its officers or employees can be found by the process server within the United States. If they

cannot, service of process is usually achievable through a cumbersome and time consuming process utilizing the Hague Convention, an international treaty regarding service of process.

Pursuant to the Convention, countries which are signatories consent to service of foreign lawsuits upon their citizens in various ways. Usually, the court in the United States must issue a formal document, which must then be routed through a central agency in the foreign country of the defendant's residence for service in accordance with that country's directives. Often the involvement of the court system in the defendant's country is required.

If there is a dispute over whether a defendant has been properly served, an expensive court battle ensues, requiring resources that should be directed towards resolving the merits of the lawsuit to instead be utilized in arguing over whether the defendant is even required to respond to the complaint in the first place.

To avoid this outcome, one relatively painless solution would be to draft a simple clause into a purchase and sale agreement pursuant to which the parties waive the right to formal service of process and set forth some other means by which they will agree that process has been served, or designate an agent in the United States to receive service of process. There is no certainty as of yet regarding how a particular court will view such pre-litigation agreements, as whether process has been effectuated is a fact-intensive, case-specific determination.

Nevertheless, it is highly likely that such contractual waivers will be deemed effective, especially with the increasing confidence that can be had that the documents were actually delivered given today's means of electronic confirmation.



**The information offered in this column is summary in nature and should not be considered a legal opinion. For more information contact amber.ferry@moore-and-co.net, or 786.221.0600.*



MOORE
— & —
C O M P A N Y
PROFESSIONAL ASSOCIATION



Moore & Company, P.A.

Maritime • Art • Aviation Law

www.moore-and-co.com

BOARD OF DIRECTORS

EXECUTIVE DIRECTOR

Ann Vernon

DIRECTOR OF OPERATIONS

Randi Myers

DIRECTOR OF MEMBER SERVICES

Shay Fortman

PRESIDENT

Lon McCloskey, The Marine Group

VICE PRESIDENTS

Gary Smith, Sarasota Yacht & Ship
Crom Littlejohn, Merle Wood & Associates

TREASURER

Bob Zarchen, Ardell Yacht & Ship Brokers

SECRETARY

Paul Flannery, HMY Yacht Sales

DIRECTORS

Jeff Erdmann (Bollman Yachts)
Bob Denison (Denison Yacht Sales)
Frank De Varona (Yachting Experts)
Whit Kirtland (Bradford Marine Yacht Sales)
Bob Saxon (International Yacht Collection)
Bruce Schattenburg (Y.CO)

COMMITTEE CHAIRMEN

Advertising/Publicity:

Bob Denison, Crom Littlejohn & Lon McCloskey

Arbitration & Ethics:

Gary Smith, Paul Flannery
Crom Littlejohn & Bob Zarchen

Boat Show Liaison:

Lon McCloskey, Crom Littlejohn, Gary Smith, Bob
Denison, Bob Saxon, Chuck Cashman, George
Jousma, Steve Gale & Tom Sanders

Charter Professionals Committee:

Crom Littlejohn & Bruce Schattenburg

Forms:

Paul Flannery & Jonathan Burkard

Membership:

Bob Saxon, Frank De Varona,
Paul Flannery & Brooke Fowler

Seminars, Sponsorship & Events:

Bob Saxon, Bob Zarchen, Gary Smith,
Lon McCloskey & Bob Denison

Public Affairs:

Lon McCloskey, Bruce Schattenburg,
Crom Littlejohn & Bob Zarchen

MARINE ORGANIZATIONS & ASSOCIATIONS

MIASF Anchor: Ann Vernon & Whit Kirtland

MYBA: Bruce Schattenburg

YBAA: Gary Smith

AYCA: Crom Littlejohn

NMMA, MMA, MIAPB & MIAF:

Lon McCloskey & Jeff Erdmann

LYBrA: Crom Littlejohn

USSA: Ann Vernon

SWMIA: Gary Smith

CYBA: Bob Zarchen

MLS:

Bob Denison, Frank DeVarona,
Gary Smith & Whit Kirtland

American Superyacht Forum Draws Good Crowds

FYBA was a sponsor of this year's American Superyacht Forum (ASF), which was held May 14-16 at The Cosmopolitan of Las Vegas in Las Vegas, Nev. The three-day event featured a host of presentations and seminars, as well as topical discussions on the state of the North American yachting industry and ways to improve the business going forward. Several major shipyards, design studios, advisory companies, yacht captains and management companies showed their support by attending the event.

Overall, ASF won rave reviews from many of those in attendance. Here are just a few of the comments from the event's website:

"As an attendee to this event I have to congratulate the organizer for this effort," said George Franssen, of ABB Marine. "Open discussion on good subjects, very interesting discussions. This event showed there are people with great ideas. Let's look at them and make use of them."

Day One began with a welcome by event Chairman, Martin H. Redmayne. "Buying a boat is not obscene," he said. "Let's take control".

Redmayne shared with delegates some sobering figures from Superyacht Intelligence on the North American yacht market's health, which showed that in 2009 there were 100 projects on the Americas order book while there are just 31 today.

Participating companies included: Burger, Trinity, Delta, Marine Group Boat Works, Ocean Alexander, Horizon, Sunrise Yachts, Burgess, Clyde & Co, Goldring & Goldring, De Basto, JQB Design, Donald L. Blount & Associates, Rybovich, Feadship, Bradford Marine, Dania Cut, Camper & Nicholsons, Fairport Yacht Support, Jones Boat Yard, Northrop & Johnson, Hodgdon Yachts, Marina Barcelona 92, Gregory C. Marshall Naval Architect, Setzer Design, Bank of America, Cox, Wooton, Griffin, Hansen & Poulos, Wenthur Law Group and many senior members of the US Supply Chain.



NEW MEMBERS

JUNE NEW APPLICANTS

Professional Associate

Ray Ball – Florida Coast Marine
Sponsors: Dennis Kennedy & Jimmy Fields

Ed Biggie – Atlantic Yacht & Ship
Sponsors: Mack Carroll & Pete Woods

Michael Borosky – Gilman Yachts
Sponsors: Jeff Stanley & Bob Denison

Simon Gibson – Worth Avenue Yachts; Sponsors: Brian Tansey & Lon McCloskey

Michael Hannon – Merritt Yacht Brokers; Sponsors: Charlie King & Bob Denison

Eduardo Martinez – Total Marine
Sponsors: Jim Renfrow & John-Henry Falk

Leonce Richard – Worth Avenue Yachts; Sponsors: Brian Tansey & Lon McCloskey

Francesco Tringali – Rick Obey & Associates; Sponsors: Rick Obey & Andrew Cilla

Affiliate Active

Lesley Hicks* - Hopes to Reality
Sponsors: John-Henry Falk & Diana Fabozzi

Affiliate Associate

Philip Burroughs – Sanlorenzo
Sponsors: George Jousma & Steve Martin

Michael Davey - Robert Allen Law
Sponsors: Bob Allen & Chris Anderson

Peggy Garcia – Robert Allen Law
Sponsors: Bob Allen & Chris Anderson

Charter Associate

Louise Tilley – Burgess
Sponsors: Tom Collins & Keith Maling

Support

Rhonda Burke – Worth Avenue Yachts; Sponsors: Brian Tansey & Michael Mahan

Katy Carter – Denison Yacht Sales
Sponsors: Bob Denison & Alex Clarke

Melissa McCowan – Allied Marine
Sponsors: Tom Jenkins & Alan Learch

Jessica O'Connor – Worth Avenue Yachts; Sponsors: Brian Tansey & Michael Mahan

Andrea Palaez – Allied Marine
Sponsors: Tom Jenkins & Alan Learch

Jenny Silva – Allied Marine
Sponsors: Tom Jenkins & Alan Learch

Kylie Simpson – Allied Marine
Sponsors: Tom Jenkins & Alan Learch

Lindsay Smith – Y.CO
Sponsors: Bruce Schattenburg & Steve Elario

JULY NEW APPLICANTS

Professional Active

Nick Dean* – Ocean Independence
Sponsors: Kevin Merrigan & Hein Veleva

Brian Hill* - Yacht Central
Sponsors: Gary Smith & Ed Whiteaker

Professional Associate

Carmine Galati, Jr. – Galati Yacht Sales; Sponsors: Carmine Galati & Stan Hoynowski

Mark Osterhaven – Worth Avenue Yachts; Sponsors: Brian Tansey & Chris Holtzheuser

Robert Schwarz – A&M Yacht Sales
Sponsors: Ralph Middleton & Lon McCloskey

Affiliate Active

Dave Trostle* - Sterling Acceptance Corporation; Sponsors: Chris Buchheister & Frank Gary

Affiliate Associate

Mark Abba – MHG Insurance Brokers; Sponsors: Clayton Swart & Bruce Schattenburg

Michael Scanlon – Burgess Yachts
Sponsors: Roger Sowerbutts & Keith Maling

Charter Active

Yossi Sokol* - Y Charter Miami
Sponsors: Kent Chamberlain & Andrew Harris

Charter Associate

Bianca Nestor – Northrop & Johnson; Sponsors: Patricia Codere & John Cohen

Support

Dagmar Babain – American Sea Toys
Sponsors: Andy Sheer & Henry Schoone

Audrey Schmidt – United Yacht Sales; Sponsors: Peter Schmidt & Chris Cooke

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

◆ **LUKE BROWN YACHTS** reports that Jet Tern Yachts, builder of Selene Yachts, has appointed its firm exclusive Southeast dealer for the Selene line of trawlers from 33 to 66 feet, and the exclusive agent for the all-new Selene Ocean Trawler Series from 78 to 128 feet designed by Guido de Groot. For more information, contact Kiki Bosch at 954.525.6617.

◆ **SALES:** Pam Barlow sold ZAZU, the 95' DeVries she had listed with Whit Kirtland of Bradford Marine. Phil Annunziato and Joe Collins represented the buyer and seller in the sale of the 85' Tarrab LADY MAZIE. Joe Collins and Steve Deane represented the buyer and seller in the sale of the Scorpio 72 WILDFLOWER.

◆ **ARDELL YACHT & SHIP BROKERS** announces that Barry Benjamin from St. Augustine, Fla., has joined its firm. Benjamin, who has been in the yacht sales business for the last 15 years, brings with him vast financial skills and strong negotiating expertise.

◆ **SALES:** Craig Cadwalader: ATA MARIE, 56' Nordhavn; Bob Zarchen:

NOBILITY, 80' Burger; Jeromy Mold: JAYHAWK, 38' Sonny Briggs; Ernesto Juliao: OSTERA, 44' Sea Ray; Randy Greenfield: NEVER ENOUGH, 48' Baia Flash, BAJAVENTO, 49' Jeanneau; Ron Rickard: SILENT PARTNER, 52' C & C Yachts, SANCTUARY 73' Outer Reef; Brian Hermann: LONGO MAI, 114' Cantieri di Pisa, VAIMITI, 130' Trehard SY Charter, SUFFICIENT 48' Horizon; Dick Phillips: ACE IN THE HOLE, 65' Hatteras, D NILE, 55' Hatteras, CAPTAIN'S LADY 57' Ocean, TEMPTATION, 65' Viking.

◆ **PRICE REDUCTIONS:** MAGIC CARPET, 71' Hatteras – now asking: \$449,000.

◆ **YACHTCLOSER** announces that United Yacht Sales, Bradford Marine Yacht Sales, and Bluewater Yacht Sales are utilizing its web-based contract management system to help make the process of buying and selling a yacht more efficient and enjoyable for its clients. To learn more about YachtCloser, please visit www.YachtCloser.com.

◆ **STUART YACHT SALES** President, Bill Watson, and Wilson Lin, president of POCTA International/Marine Division, builder of DeFever Offshore Cruisers, announced that Stuart Yacht Sales is Florida Sales, Marketing & Service Representative for the custom DeFever cruising yachts, with Stuart Yacht Harbour as Commissioning & Service Center.

◆ **ALLENBY & ASSOCIATES** is pleased to announce that Clifford Allenby has sold the 141' Christensen Motoryacht 2000 BRI. Rob Newton at Yachtzoo was the listing broker.

Clifford Allenby has been appointed World Wide Central agent for the 90' Superyacht Sportfish 2012 SATU, asking price: \$10,885,000. Contact callenby@allenbyyachts.com.

◆ **DOCKWISE YACHT TRANSPORT (DYT)** President Clemens van der Werf resigned on June 1, 2013, after tenure of eleven years with the company, to pursue other opportunities. His experience, knowledge and leadership in the yacht transport sector will be missed and we wish him all the best with his future endeavors. Ben van der Hoeven has taken over Clemens' responsibilities for an interim period until a permanent successor is chosen. www.yacht-transport.com.

◆ **NORTHROP & JOHNSON** is proud to announce the sale of MONTREVEL, 121' (36.88m) Custom yacht built in 1958 with a full refit in 2001. MONTREVEL was listed jointly by Sean Doyle of Northrop & Johnson Fort Lauderdale and Yachtzoo. For more information, contact Karina Lopez at 954.522.3344.

◆ **1 WORLD YACHTS** announces that John Skidmore has joined the firm as senior yacht broker. John has 19 years of experience working with new and brokerage boats, both power and sail, at some of the largest dealerships in



◆ **MARINEMAX CLEARWATER's** Scott Robertson found a buyer for Trinity M/Y WHEELS, listed by Chany Sabates at International Yacht Collection. WHEELS is a hallmark of Trinity Yachts' naval architecture and engineering. Her unique design aims to replicate the essence of a 1940's cruise ship, and her interior decor was designed by Dee Robinson. MarineMax thanks all corresponding yacht brokers for their assistance in this sale. www.marinemax.com

the world, and he brings experience, knowledge, ethics, and enthusiasm to 1 World Yachts.

◆ **MERLE WOOD & ASSOCIATES**

announces the following recent activity:

CENTRAL LISTINGS: 82' Sunseeker, 2007 HIDEOUT, \$2,395,000; 55' New England Boatworks Sailboat, 2009, \$895,000.

PRICE REDUCTIONS: 221' Feadship, 1983/2010 WHITE CLOUD, was \$18,900,000, now \$15,900,000; 205' Icon, 2010 ICON, was €49,500,000, now €45,750,000; 170' Amels, 2004/2012 MARJORIE MORNINGSTAR, was \$29,900,000, now \$27,500,000; 154' Perini Navi, 1990/2011 ANDROMEDA LA DEA, was €13,950,000, now €10,500,000; 116' Feadship, 1970/2008 UTOPIA II, was \$6,200,000, now \$4,950,000.

SALES: 174' Oceanfast, 2004 SEA BOWLD; 147' Timmerman, 2009 LATITUDE; 147' Feadship, 2011 HELIX which is now off the charter market.

◆ **TOM GEORGE YACHT GROUP** is excited to announce the addition of Jessica Engelmenn to the team as a Charter Broker and as an Administrator in Yacht Management. Prior to joining TGYG, Jessica worked for the Brunswick Corporation and at the U.S. Department of Commerce's Export Assistance Center in Fort Lauderdale.

SALES: MISSING LINK, 112' Westport 2008, Tom George, CPYB represented both buyer and seller; KHASMIN, a 94' Sunseeker 2005, sold by Jimmy Rogers, CPYB with TGYG representing the buyers and Tony Lazzara with HMY Yacht Sales representing the sellers.

◆ **INTERNATIONAL YACHT**

COLLECTION is pleased to announce that Frank Grzeszczak & Frank Grzeszczak, Jr. have sold the 80' (24.4m) Ferretti, 2013 EMUNA in conjunction with Atlantic Yacht & Ship.

◆ **YACHTZOO** is delighted to report the sale of the 205' MAIDELLE, built by Icon Yachts in 2012. Another recent sale is the 2009 147' Timmerman LATITUDE, sold in Europe last month to a U.S. buyer. The five-stateroom, tri-deck is now offered both for sale and charter by Yachtzoo. Additionally, the sale of the historic 121' Custom Classic M/Y MONTREVEL closed in June. She was listed by Yachtzoo and sold in conjunction with Fraser Yachts to a Canadian buyer.

◆ **TOTAL MARINE OF FLORIDA** announces the following activity:

CENTRAL LISTINGS: 2011 Fairline Targa 58 SCAMPER; 2004 Aicon 56 MOCEAN GRANTED; 1988 Ocean 55 SEAS THE DAY (contract pending).

SALES: 2012 Sessa F45 ADELISE; 2009 Fairline Targa 52 LA BELLE EPOQUE; 2005 Regal 36 AMBITION; 2011 Atlantis 40 PAREA; 2009 Sessa C52 ALEGRIA; 2012 Formula 290SS; 2013 Fairline Squadron 42; 2002 Rampage 38' 3RD GENERATION'.

◆ **BRADFORD MARINE YACHT SALES** reports the following recent activity:

CENTRAL LISTINGS: 135' 1977/89 Swiftship, CA Parker Bogue; REVELATION, 127' 1966 Global, CA Paul Madden; SHOOTING STAR, 124'8" 2011 Danish Yachts, Joint CA Paul Madden; SILENT WINGS, 104' 1990 Derektor, CA Tucker Fallon CPYB; MIA, 100' 1981/2012 Broward, CA Parker Bogue; INNISFAIL, 90' 1939 Mathis Trumpy, CA Tucker Fallon CPYB.

PRICE REDUCTIONS: *LIONWIND, 155' 1983 Feadship (New Central Listing), reduced to \$6,900,000, Joint CA Whit Kirtland CPYB; *GAUDEAMUS, 115' 1996 Greenbay



◆ **HORIZON YACHT USA** announces the sale of two new-build yachts: a P105 motoryacht and PC60 power catamaran. The P105 is the second new-build Horizon for these owners. She will make her debut at the 2015 Palm Beach International Boat Show. Hull #6 of the popular PC60 model was sold to owners out of Florida, and will be showcased at the 2014 Miami Yacht and Brokerage Show. For more information, please contact Elise Moffitt at

Marine, reduced to \$2,199,000, CA Tucker Fallon CPYB.

SALES: GRAND CRU, 106' 1984 Burger, Listing Broker Whit Kirtland CPYB; ZAZU, 95' 1970 Feadship, Listing Broker Whit Kirtland CPYB; TIN LADY, 94' 1987 Broward, Listing and Selling Broker Whit Kirtland CPYB.

◆ **INTERNATIONAL REGISTRIES, INC.** and its affiliates (IRI) are pleased to announce the appointment of Mr. Diego Ramírez as head of its Fort Lauderdale office. Mr. Ramírez's service to the Registry dates back to 2001 when he was based in Colombia, South America. His longstanding relationship with IRI along with his maritime and legal background will be instrumental in further enhancing services offered by the Fort Lauderdale office.

Yacht Sales and Fraud: Brokers Beware

The real estate industry has suffered with fraud and identity theft schemes for years, but now some of these scams have begun infiltrating the boating industry. Awareness of the potential for fraud is critical for both listing and selling brokers to protect their clients from potential losses and themselves from liability. The following are a few of the latest scams, red flags, and tips for prevention.

The Cashier's Check Scam – A prospective buyer sends a cashier's check to pay the boat's purchase price, often for an amount exceeding the asking price, requesting that the overage be used to pay transportation, boat related expenses, or even be returned to him via wire transfer. Banks may honor the check within 24 hours if it is a cashier's check for a good client; only to discover weeks later that the check is a forgery when it is dishonored by the issuing bank.

Even though the bank provisionally credited the funds to your bank account, if the cashier's check is forged, the bank will debit those funds upon return of the dishonored check. In the meantime, the sale has gone through, the boat has been delivered, excess funds have been sent to a third party, and you are liable to the client and/or the bank for the full amount of the worthless check.

The scam typically involves a foreign purchaser, who gives a lengthy explanation about why he/she is sending additional funds, often without negotiating the price of the boat (another red flag, as who doesn't negotiate over price?). E-mail addresses originating in Nigeria, Russia, Israel, the Ivory Coast, and Australia are often used for this scam.

To protect yourself and your seller, ask buyers for their contact information, and verify their information. Fraudsters are generally reluctant to provide such details, while a legitimate buyer is not. Request payment by wire transfer rather than cashier's check to eliminate the risk of a bounced check.

Disbursement of Funds to Fewer than all Owners – In this scenario, the boat is jointly owned by individuals. One owner requests that payment be made only in his name and keeps all of the sale proceeds, excluding the other owners from their fair share. Make sure that payment is issued to all owners on the title. If specific circumstances require payment to less than all the owners listed on the title, and you know the clients and feel comfortable with the circumstances, have all owners of record sign a notarized authorization for payment to that one individual, preferably executing the document in your presence and indemnifying you should something go wrong.

Shareholder/member of a corporation or LLC requests payment in their personal name – It is difficult to verify that the person requesting payment is the sole owner or even a current shareholder or member. Sources, such as Sunbiz.org, do not list a corporation's shareholders or an LLC's members, but bylaws and other corporate records are not available online for verification. Even if you request, and receive, the corporate records from the shareholder or member requesting payment, these might not be updated or current and are easily forged.

If payment is issued to an unauthorized individual, the company and true beneficiaries could file a complaint demanding payment, and you get caught in the middle. When legal title to the boat is in the name of a corporation or LLC, payment must be issued to the name of the titleholder of record.

All the shareholders or members might request that sales proceeds be disbursed to each individual according to their percentage interest in the company. However, there might be shareholders or members unknown to the broker, who if not included in the payment disbursement, are cheated out of their fair share of the proceeds. Additionally, percentage interests may have changed. Again, the only safe alternative is to issue payment to the titleholder of record.

Titleholder of record is a foreign company requesting issuance of payment to a shareholder or member - Foreign companies often claim difficulty opening U.S. bank accounts, especially shell companies used to hold assets, such as title to a boat. The seller may request that the broker issue payment in the name of one of the shareholders. In this situation, you should insist on sending a cashier's check or a wire transfer directly to the titleholder's foreign bank account.

In our experience, bank accounts in the name of the seller often appear quickly when the seller is presented with a potential delay in receiving funds.

Disbursement to Seller's Attorney – In rare circumstances, you may be asked to disburse to the attorney representing the seller, acting as its registered agent or representative. The only safe alternative is to issue payment to the titleholder of record.

However, if the seller's attorneys are a well-established, serious law firm that you are comfortable with, and you decide to proceed, even though we could not advise you to do it, ask your own attorney to prepare satisfactory documentation to reduce your liability, indemnify you in case something goes wrong, and provide ample supporting

continued on page 22



ROBERTALLENLAW.COM

THE BUSINESS *of* YACHTS

ROBERT ALLEN LAW

INTEGRATING LAW INTO BUSINESS®

FOR MORE INFORMATION, PLEASE CONTACT

yachts@robertallenlaw.com

THE FOUR SEASONS OFFICE TOWER

1441 Brickell Avenue, Suite 1400, Miami, Florida 33131

Call (305) 372-3300 Fax (305) 379-7019

FURUNO®

ADDING A NEW
DIMENSION
TO 3D



CONCORD MARINE
ELECTRONICS



CONCORD MARINE ELECTRONICS

INTEGRATED NAVIGATION, ENTERTAINMENT & COMMUNICATION SYSTEMS

2233 S Federal Highway • Fort Lauderdale, FL 33316 • 954.779.1100 • 954.779.7090 Fax
www.concordelectronics.com • email: sales@concordelectronics.com



Meandering Through Maine

Maine's Atlantic seacoast is best explored by yacht as it extends for more than 3,400 miles (longer than the coast of California), with no defined "coastal road" due to its millions of nooks and crannies. There more than 4,600 islands along the coast according to the Maine State Planning Office's Maine Coastal Program. This makes for an off-the-beaten-path cruising itinerary promising picturesque towns, a craggy coastline dotted with lighthouses, and tranquility. Much of the cruising along the coast can be accomplished by short-distance island-hopping, protected from the elements by the outer islands. Be sure to keep a lookout for porpoises, seals, and migrating whales while enroute.

The best months for a Maine yacht charter are late June through mid-September. Here is a suggested itinerary that goes one-way from Portland to Bar Harbor.

Day 1: Meet your yacht in Portland at DiMillo's Marina, the perfect spot for embarkation. Enjoy a delicious welcome lunch before setting off on a 36-mile, four-hour run to Christmas Cove, up the Damariscotta River in South Bristol. Legend has it that the cove got its name when Captain John Smith anchored there over Christmas 1614. Look for seals and osprey in this pretty anchorage.

Day 2: During breakfast, enjoy the short 13-mile run to Monhegan Island. Once there, it's time to don your walking shoes, as Monhegan is full of beautiful nature trails. If you hike in Cathedral Woods, keep an eye out for the "fairy houses" built from moss and other natural objects by the local children. Or you can visit one of the 20 artist's studios on the island. After lunch, cruise past quaint fishing villages on the way to Hurricane Sound in Vinalhaven, your anchorage for the night. In the early 1800s, Vinalhaven and its surrounding islands were known for the fine-grained granite they produced – which was used to build the Washington Monument and other American landmarks.

Day 3: After breakfast, take one of the yacht's kayaks to explore Carver's Harbor and the local pools and canals in The Basin. Then it's time to make the short journey to Camden, one of Maine's most picturesque ports. On arrival, you will see the masts of myriad vintage and contemporary vessels standing tall against a backdrop of white steeples and green hills. Hop on your yacht's bicycles to explore the beautiful town.

Day 4: Cruise along the Fox Island Thorofare, which separates North Haven and Vinalhaven, and take in the impressive display of summer manors scattered along the islands' shores. Anchor off of Butter Island for a "Downeast" lobster bake on the beach. After feasting on Maine's famous

crustacean, catch some rays or if you're feeling energetic, climb the island's 186-foot peak. Next, take a short cruise to Holbrook Island Harbor, near the town of Castine. Explore the protected Holbrook Island Sanctuary by kayak, then enjoy a hot soak in the Jacuzzi.

Day 5: Visit Castine and browse its many antique shops and artists' galleries. In the afternoon, settle down on deck with a good book for the three-hour cruise to Blue Hill Bay. Located on the west side of pristine Mount Desert Island in Acadia National Park, this bay is known for the colorful mountains that rise above it.

Day 6: After breakfast, take the dinghy to explore the small, scenic town of Blue Hill.

Then re-board the yacht to cruise past Bass Harbor Light, a traditional Maine lighthouse perched atop a craggy cliff, and on through Bass, Southwest and Northeast harbors before reaching Bar Harbor in the early evening. Along the way, gaze at the massive summer "cottages" of the rich and famous.

Days 7-8: Pronounced "Bah Hahbah" by the locals, Bar Harbor is lively in the summer and autumn months because it draws outdoor enthusiasts from around the world. The town is a gateway to Acadia National Park, located only a couple miles from downtown. Some of the many outdoor activities you can enjoy in the park include hiking along some of its 125 miles of trails, biking on its carriage roads, bird watching and mountain climbing, since Acadia is home to 1,532-foot Cadillac Mountain (the highest point on the Atlantic Seaboard).

In the 19th century, Bar Harbor was one of New England's most famous summer "colonies". Its Millionaire's Row included homes built for powerful families like the Astors and the Vanderbilts. Today, some of those stately houses still exist, operating as inns. You also can play a round of



Far left: Vinalhaven. This page, clockwise from top: Camden Harbor; Monhegan Island rhododendrons; Butter Island lobster bake; LADY J off Butter Island

golf here, or take a brewery tour.

At low tide, the sand bar from Bar Harbor to Bar Island is exposed, providing an opportunity to go shelling or beachcombing for treasures uncovered when the water retreats. This exposed land also provides an excellent launch point for kayakers.

If you are interested in seeing more of the marine life around Mount Desert Island, you can go to the marina at the end of Bar Harbor's Main Street and sign up for tours to see puffins and whales, lobster and seals, pelagic seabirds, or an overall nature cruise.

When it's time to leave, guests have the option of flying out of Bangor International Airport, which is approximately a 50-mile drive from Bar Harbor; or the Hancock County Bar Harbor Airport conveniently located halfway between Bar Harbor and the city of Ellsworth, Maine.

Greg Russell is captain of the luxury charter yacht M/Y LADY J, a 142-foot Palmer Johnson. For more information, please visit www.ladyjyachtcharters.com

◆ OCEAN INDEPENDENCE

welcomes the 92' Cheoy Lee FIRST HOME to its fleet. This proficiently upgraded, four-stateroom motoryacht has won an award for her interior and will be a pleasant surprise for many brokers and charter guests. With her charming, professional crew; comprehensive list of toys, and competitive introductory rate of \$27,000/wk + expenses, we look forward to her success in the Bahamas starting in August 2013.

◆ NORTHROP & JOHNSON'S

Jonathan Chapman, based in the agency's Newport, R.I., office, is pleased to announce his appointment as worldwide Central Agent for the 2013 Benetti Vision 145' CHECKMATE, the most recent launch in the Vision series. Within her striking black hull, CHECKMATE sleeps 12 guests in 5 cabins, and has separate accommodations for 10 crew. Offered at \$24,900,000, CHECKMATE is also available for charter through Northrop & Johnson at a rate of \$200,000/week + expenses. For more information and detailed specifications, contact Karina Lopez at 954.522.3344 or email karina.lopez@northropandjohnson.com.

◆ NEPTUNE GROUP YACHTING is delighted to welcome the 80' Lazzara CRISTOBAL to its in-house luxury charter fleet. Built in 2004, CRISTOBAL



M/Y LATITUDE

underwent a complete interior refit by Claudette Bonville and Associates this year. The yacht accommodates six guests in three classically elegant ensuite staterooms, including a master cabin with king berth and two queen-size guest staterooms. The crew has a separate companionway, ensuring privacy for all.

Based in Miami Beach, CRISTOBAL is available for charter in Florida and The Bahamas at an introductory rate of \$25,000/wk + expenses. Her regular rate is \$27,500/wk + expenses; holiday rate is \$30,500/wk + expenses. The owner will consider day charters of up to 12 guests from \$6,000/8 hours + expenses. For more information, call 954.524.7978 or visit www.ngyi.com.

◆ CAMPER & NICHOLSON'S

reports a new Central Agency listing, HERITAGE III. Built in 2007, she was last refitted in 2012 and is now presented in fantastic condition with beautiful living areas and state-of-the-art entertainment systems throughout. She sleeps up to 10 guests in five generous staterooms, with additional accommodation for 6 crew to ensure the ultimate guest comfort and relaxation. She is available year-round in the Bahamas starting at \$85,000/week + expenses. For more information, please contact 954.462.1462.

◆ YACHTZOO is the Central Agent for the 147' Timmerman LATITUDE. With accommodations for 12 charter guests in five staterooms, LATITUDE is offered in the Mediterranean this summer. Her charter rates are €165,000 (high season) and €150,000 (low season), plus expenses. Contact 954.767.1035 or email usacharterfleet@yacht-zoo.com.



M/Y CRISTOBAL

ON THE MOVE

◆ **MICHAEL HARTMAN**, previously with Camper & Nicholsons, is now with Luke Brown Yachts. Contact him at michael@lukebrown.com

◆ **GINA ROBERTSON** has joined Fraser Yachts after being with Yachtstore for 15 years. Her email address is Gina.Robertson@fraseryachts.com

◆ **STUART YACHT SALES** is pleased to announce the opening of a second staffed brokerage office in Stuart, Florida. The new office is strategically located across from Sunset Bay Marina at 602 SW Anchorage Way, and will be open seven days a week! The new facility includes eight boat slips (one with a 12,000-lb. lift) that are able to accommodate 50-footers with a draft of up to five feet. For more information, call 772.283.9400; visit www.StuartYachtSales.com or email SYS@StuartYachtSales.com.

BULLETIN BOARD

◆ **YACHT BROKER/SALESPERSON: ATLANTIC YACHT AND SHIP, INC.**, 50+ years in yacht brokerage and service, is seeking an experienced yacht salesman for its Dania Beach office and locations throughout the U.S. and abroad. Candidate must have a proven track record in yacht sales, be self-motivated, and ready to work. Desirable office location in full-service marina, bilingual support staff, international reach, and aggressive marketing will contribute to your success. Send resumé in strict confidence to kmcmahon@ayssales.com or fax to 954.921.1518.

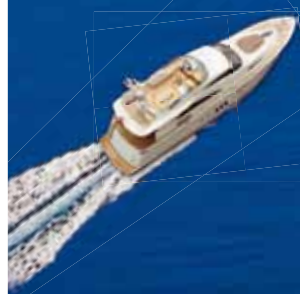
◆ **YACHT BROKER/SALESPERSON: INTERNATIONAL YACHT COLLECTION** is currently seeking proven and experienced brokers and salespersons for its Fort Lauderdale home office. Great location and work environment in the heart of the yachting arena, aggressive marketing, administrative support, and a company profile that includes brokerage sales, yacht management, crew placement, charter marketing, and charter vacation sales. Don't miss the opportunity to join this fabulous team. Please forward resumé to rdarling@iyc.com. All inquiries are handled with the strictest confidence.

CRUISING PERMITS

MARINE CLEARANCES

CUSTOMS ENTRIES

IMPORT GUIDANCE



WE'LL TAKE IT FROM HERE

Howard S. Reeder, Inc. has been providing unsurpassed personalized expertise in U.S. Customs procedures and entries for over 50 years. Trust the leader and navigate customs with confidence.



Howard S. Reeder, Inc.

Navigating Customs with Confidence Since 1940

Licensed U.S. Customs Brokers

BOAT SHOW BONDS / MEGA YACHT ENTRIES
DRAWBACK ENTRIES / IMPORT CONSULTING

T:305-371-8431 F:305-381-6795
www.howardsreederinc.com



Close to 100 people attended the June 20 Brokers Open House at Bahia Mar. The event featured 30 boats on display, ranging in size from 151' to 39'. Thank you to our event sponsors, Yacht Controller, Scott Financial Services and Boatquest.com and also to Mayra's Personal Touch Catering for providing the cold drinks and hors d'oeuvres.

- 1.** Marc Welch, David Johnson, Cindy Sailor and Bob Denison
- 2.** Carrienne Rigano, Natalia Hortynski and Keara Bell
- 3.** M/Y MIMU
- 4.** Anthony Valiente, Shay Loudenslager, Joe Flynn, iPad3 winner Justin Onofrietti and Melanie Jolles
- 5.** Participating boats at Bahia Mar

YACHTS IN ATTENDANCE

| | |
|---------------------|------------------|
| ELLE | PERSHING 82 |
| D'NATALIN | BRENA |
| ENDLESS SUMMER | JODY LEE |
| FIRST DRAW | 76 ALPHA EXPRESS |
| MIMU | RIVA VENERE 75 |
| CHRISTINE | BEAUCASTEL |
| GOLDEN OSPREY | ReENERGIZED |
| ONCE AROUND | ISLAND COWBOY |
| BLUE PRINT | SAYONARA |
| MISS LISA | SEA HUNT |
| GO FOURTH | GIVE THANKS |
| ABOVE ALL | SEAFARI |
| PATRIOT | SEACLUSION |
| FERRETTI ALTURA 840 | GIRLS FLY TWO |
| JESSICA | RACHEL ANN |



YOUR YACHT IN THE SAFEST HANDS!

Dockwise Yacht Transport is the world's premier yacht logistics company, offering hassle-free yacht transportation to the world's most desirable cruising grounds. Our goal is to help make your yacht shipping experience be as smooth and simple as possible, while offering you the unbeatable service you deserve. Why not choose the **most trusted name** in yacht transport for your next passage?

SAILING SCHEDULE *AUGUST - DECEMBER, 2013*

VOYAGES FROM THE MEDITERRANEAN

TO THE CARIBBEAN

Genoa → Martinique 11/2013
Palma de Mallorca → Martinique 11/2013

TO THE EAST COAST USA

Genoa → Port Everglades 08/2013
Genoa → Port Everglades 10/2013
Genoa → Port Everglades 12/2013
Palma de Mallorca → Newport 10/2013
Palma de Mallorca → Port Everglades 09/2013
Palma de Mallorca → Port Everglades 10/2013
Palma de Mallorca → Port Everglades 11/2013
Taranto → Port Everglades 08/2013

TO THE PACIFIC WEST COAST

Palma de Mallorca → Golfito 11/2013

TO THE SOUTH PACIFIC

Palma de Mallorca → Auckland 11/2013
Palma de Mallorca → Brisbane 11/2013

VOYAGES FROM THE EAST COAST USA

TO THE CARIBBEAN

Newport → St. Thomas 11/2013
Port Everglades → St. Thomas 10/2013

TO THE MEDITERRANEAN

Newport → Palma de Mallorca 11/2013
Port Everglades → Genoa 09/2013
Port Everglades → Genoa 10/2013
Port Everglades → Palma de Mallorca 09/2013
Port Everglades → Palma de Mallorca 10/2013

TO THE PACIFIC WEST COAST

Port Everglades → Golfito 12/2013

TO THE SOUTH PACIFIC

Port Everglades → Auckland 12/2013
Port Everglades → Brisbane 12/2013

VOYAGES FROM THE CARIBBEAN

TO THE EAST COAST USA

Martinique → Port Everglades 12/2013

TO THE MEDITERRANEAN

Martinique → Genoa 11/2013
St. Thomas → Palma de Mallorca 11/2013

TO THE PACIFIC WEST COAST

Martinique → Golfito 12/2013

TO THE SOUTH PACIFIC

Martinique → Auckland 12/2013
Martinique → Brisbane 12/2013

PLEASE NOTE: All dates are approximate, without guarantee. For exact dates check with our booking agencies. DYT offers sailings to/from additional ports of call. Please visit our website or call us to discuss your specific needs.

DYT USA: T 1-954-525-8707 • E dyt.usa@dockwise-yt.com

YACHT-TRANSPORT.COM



WORLD CLASS YACHT LOGISTICS



**Don't Let Time Kill Your Deals;
Sell More Boats with YachtCloser!**

Software Providing Freedom &
Simplicity for Yacht Brokerages

800.669.2572

www.YachtCloser.com

FYBA Golf Scramble: Playing Through



1.

On Tuesday, June 4 FYBA held its 2nd Annual Golf Scramble at Jacaranda Country Club.

Eighty golfers participated in the scramble and despite the rainy weather, the event was a success and participants enjoyed the day. FYBA would like to thank main event sponsors Show Management and Robert Allen Law. Additionally, FYBA would like to thank Chima for sponsoring the awards, Sanlorenzo for sponsoring the beverage carts, Yachtcloser for sponsoring the Hole in One and Lauderdale BMW for providing a 2013 128i Convertible as the Hole in One prize. For a list of all of the individual hole sponsors, please see the bottom of page 3.

1. A foursome on the course 2. Harley Henning, Jenny Wicker, Rob Carron and Andrew High



2.



TOP TEAMS:

1st Place Team:

Paul Engle, Chris Saumsiegle, Brian Cummins and Doug Smith

2nd Place Team:

Jim Velez, Peter Colagiovanni, Mike DiCondina and Tom Posey

3rd Place Team:

John Jarvie, Grant Henderson and Lon McCloskey

4th Place Team:

Tom Gresh, Bill Anderson, Jason Dunbar and Michael Hartman

5th Place Team:

Mark Karampelas, Wally Catalano, Jimmy Rogers & Don Campbell

INDIVIDUAL AWARDS:

Longest Drive:

John Jarvie

Straightest Drive:

Tom Posey

Closest to the Pin:

Grant Henderson



3. Golfers having some fun on the course 4. Team from Robert Allen Law 5. Brian Hermann, Bob Zarchen, Randy Greenfield and Peter Reed 6. Wally Catalano, Jimmy Rogers, Mark Karampelas and Don Campbell 7. Team from Show Management 8. Sponsors with the 1st place team from Bradford Marine Yacht Sales



Since 1956...
RELIABILITY
Unparalleled
PROFESSIONALISM
International
MARINE SPECIALIST


RPM Diesel Engine Co., are authorized dealers for
MTU 2000 series marine diesel engines and qualified
on the MTU 4000 series marine diesel engines.



- In House Fuel Injection & Turbo Laboratory
- Marine Generator Experts
- Main Engines & Generator Surveys



2555 State Road 84, Fort Lauderdale, FL 33312
954-587-1620 • www.rpmdiesel.com
Information: mike@rpmdiesel.com


PLISKE MARINE INC
BUTCH PLISKE
Surveyor

309 Farmington Drive
Plantation, Florida 33317
worldyachtsurvey@aol.com

Cell: 305.342.1893
Fax: 954.792.0535
Home: 954.797.5087


ATLAS MARINE SYSTEMS
Mike Prado
Sales Manager
mikep@atlasmarinesystems.com

1801 S. Perimeter Road, Suite 150 • Fort Lauderdale, FL 33309-7140
Tel 954-735-6767 • Fax 954-735-7676 • Toll Free 888-476-8687
www.atlasmarinesystems.com

Yacht Sales and Fraud: Brokers Beware *continued from page 12*

documentation that the seller has authorized payment to its attorney in the established manner.

When representing buyers, demand evidence of title and the HIN of the boat from the seller. Make sure to visually inspect the boat before your client enters into any purchase agreement. Keep all deposits in your escrow account until the buyer has physically accepted delivery of the vessel.

Disbursement to the seller with an escrow account check is the safest method. If wiring the funds to the seller, contact the receiving bank to verify that the name and account details are correct and the seller's name is identical to the name on the title.

If you feel uncomfortable with the identity of a buyer or seller, receive conflicting payment instructions, have complications with a corporate titleholder, or if something just doesn't feel right with the transaction, it is best to consult with an attorney. It's better to be safe than sorry.

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

Peggy Garcia is an attorney at Robert Allen Law in Miami, Florida (www.robertallenlaw.com). Robert Allen Law is a boutique law firm, practicing in the areas of maritime, commercial, and international law. For further information regarding this please contact Bob Allen at ballen@robertallenlaw.com or Peggy Garcia at pgarcia@robertallenlaw.com, or by phone at 305.372.3300.

EXPERIENCE, KNOWLEDGE & PERSONAL SERVICE

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

Boat Show Bonds

Import/Duty Paid Entry

Yacht and Boat Shipping

Yacht Entrance & Clearance

Temporary Import Bond Entry



CUSTOMS BROKER / FREIGHT FORWARDER

101 SE 21 Street, Fort Lauderdale, Florida 33316 | 954-522-3763 | www.jpreynolds.com

BLACKFIN



... is back!

The Legend Returns ... with Special Introductory Pricing!

If you have clients considering the purchase of a new or late-model center console, consider a 27' or 34' Blackfin

Perfect for use as a yacht tender

Broker-friendly commission / referral structure

- Hand-built craftsmanship
- Semi-custom
- Soft, dry ride

954-767-0007 Info@BlackfinBoats.com
www.BlackfinBoats.com

Timely and Informative Topics Featured at Yacht Sales Summit 2013



More than 150 people attended the FYBA Yacht Sales Summit 2013, which was held June 11 at the Hyatt Regency Pier 66 in Fort Lauderdale, Fla. Sponsored by Yachtworld.com, Howard S. Reeder, Inc. and Robert Allen Law, the event focused on a variety of topics of importance to FYBA members and brokers. The event also closed with a cocktail reception, sponsored by C1 Bank.

The most popular session topics were the Dynamics of Fractional Yacht Ownership panel discussion; SEO & Preserving Your Reputation, and the Brian Butler presentation entitled Find 'Em, Get 'Em, Keep 'Em: Attract, Acquire and Retain the Right Customers. Additional presentations included a panel discussion on U.S. Customs, Foreign Flags & Cruising Permits; a DBPR update presented by Vicki Bedford of the Florida Department of Business & Professional Regulation, and Current Industry Statistics, presented by Tracy Hess of Yachtworld.com.

All in all, a great time was had by all attendees who found the presentations and discussion topics informative



and helpful.

"These seminars are a wealth of information and each one provides a new valuable 'Pearl of Wisdom'," said Jeff Erdmann of Bollman Yachts and an FYBA director and chairman of the association's legislative affairs committee.

"Just when you think you know it all, then you show up to the Yacht Sales Summit and get blown away," said Christopher

Cooke of United Yacht Sales.

"FYBA rocks. They care about US Florida brokers," added John Keenan of Denison Yacht Sales.

"What is so interesting about the FYBA seminars is how they present topics pertinent to the times," said Ann Vernon, FYBA executive director. "If you're interested in continuing to learn what is happening in your profession then it is recommended to attend the seminars. No matter how long one has been in the industry there is always something new to learn!"

FYBA would like to thank the sponsors for making the Yacht Sales Summit possible and also thank the FYBA Seminar Committee for organizing an excellent event!



1. FYBA President Lon McCloskey, Executive Director Ann Vernon and Director and event moderator Bob Saxon.
2. Event sponsors Trey Reeder, Tracy Hess and Bob Allen
3. Robby Lawson, Peggy Garcia, Chris Anderson and Frank De Varona
4. Rhonda Darling, Laura Hogle, Erin Ackor and Katya Jaimes
5. Andrew High, Danielle Butler, Bruce Schattenburg and Paul Flannery
6. Shay Loudenslager, Sara Ingersoll, Keara Bell, Carol Kopet and Isa Rubio



C1 Bank Maritime Financing

Experience at the helm.

Our experienced loan specialists offer you the advantages of in-depth industry knowledge and fast, local decision-making from a Florida financial institution whose lending resources run deep. From sportfishing boats to superyachts and everything in between, C1 is ready to custom tailor a financing solution to help get your client on the water today.



2013 Approved Transactions

2009

74' Bertram Convertible

\$3.2 mm loan

2010

97' Ferretti Custom Line M/Y

\$3.2 mm loan

2010

141' Cantieri Navali Baglietto M/Y

\$6.0 mm loan

2010

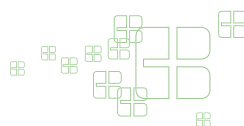
165' Feadship M/Y

\$17.5 mm loan



Clients 1st. Community 1st.

C1Bank.com



Miami HEAT
Corporate Partner



For a confidential
consultation, contact:
(305) 702-6810
maritime@C1Bank.com

MEMBER FDIC



Loans subject to credit approval. Rates, program terms and conditions are subject to change without notice. Other restrictions and limitations apply.

MARKET UPDATE

May U.S. Brokerage Sales Reach Highest Monthly Total Since 2007

According to Yachtworld.com, U.S. brokers who supply sales figures to SoldBoats.com sold 3,730 boats in May 2013, posting a nearly 4 percent increase over the 3,589 units that were sold in May 2012. That was the strongest growth reported in any month since 2007 and was more than 13 percent above the five-year moving average for May of 3,293 brokerage boats sold.

Brokerage sales of sailboats totaled 607 units for a 5 percent increase, while powerboat sales rose 4 percent, to 3,123 boats. The total value of brokerage sales reported to Soldboats.com in May 2013 rose by \$98 million, due mainly to growth in sales of boats over 80 feet in length.

Anecdotal reports from Florida yacht brokers are showing similar improvements.

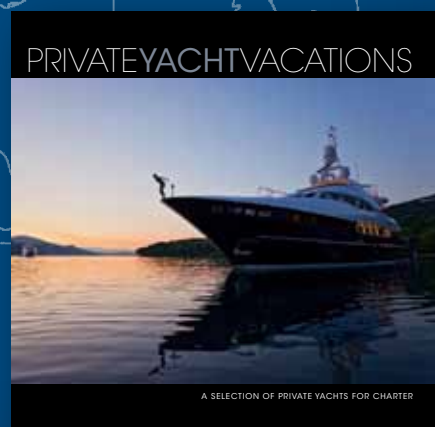
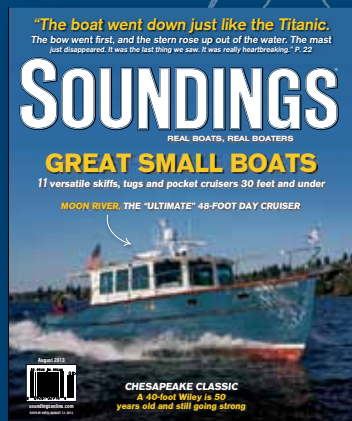
"FYBA members report good sales activity across most segments of the market," said Lon McCloskey, FYBA president and president of The Marine Group. "Prices are stabilizing and some inventories of premium production brokerage boats have been depleted. We are seeing our repeat clients show more interest in upgrading, which has generated some new business, especially in these mid-season summer months."

Looking again at the Soldboats.com figures, sales gains were reported across the board for boats 45 feet and shorter. There were 1,691 closings for boats under 35 feet, representing a 4 percent increase, according to Yachtworld.com. Sales of boats between 36 and 45 feet rose by 3 percent with 759 boats sold. Reflecting ongoing struggles in the category, slightly lower sales were posted for boats in the 46-55 range – with 178 boats sold representing a 3-unit decline. The total value of sales of boats 55 feet and under reported to Soldboats.com increased from May 2012 by about \$13 million.

However, sales of yachts more than 80 feet in length did increase, according to Yachtworld.com, with 20 unit sales recorded – a 50 percent gain from May 2012. In the 56- to 79-foot range, there were 82 sales, up from 76 in May 2012. However, the value of those sales declined by \$6 million or about 10 percent.

Despite the gains in May, as well as March and April, unit brokerage sales reported to Soldboats.com through the first five months of the year were 1 percent lower than in 2012, with 12,659 boats sold. However, the value of sales increased by 15 percent to \$1.66 billion.

AIM MARINE GROUP Delivering the Marine Market



TO FIND OUT HOW WORKING WITH US CAN BENEFIT YOU,
CONTACT ARNIE HAMMERMAN P: 425-789-1024 E: ahammerman@aimmedia.com

www.aimmedia.com/mg.html



YACHTS
INTERNATIONAL

BoatQuest.com

PassageMaker

SOUNDINGS
THE BOAT SHOW MAGAZINE

Trade Only

SAIL

POWER
& MOTORYACHT

SHOW
MANAGEMENT

NOBODY EVER LOST A CLIENT RECOMMENDING HARGRAVE



NEW | 125' HARGRAVE RAISED PILOTHOUSE | 4 STATEROOMS | ASKING \$14,400,000

100% CUSTOMER SATISFACTION RATE

With 50+ builders in our market segment and 500 different models for your client to choose from, how does any broker know what to recommend? At Hargrave, we deliver more than a great boat, we deliver an incredible experience for your client. Since the day we started building we have received a 100% satisfaction rating from every broker we've done business with, and we can prove it.

SEE FOR YOURSELF

HARGRAVE
CUSTOM YACHTS

1887 WEST STATE ROAD 84, FORT LAUDERDALE, FL 33315 800.551.9590 954.463.0555 HARGRAVECUSTOMYACHTS.COM