



Marine Industries Association
of South Florida
Since 1961

MIASF News

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2017

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From the Captain's Chair

THE 58TH ANNUAL FORT LAUDERDALE INTERNATIONAL BOAT SHOW

We are in the final countdown to opening day of the 58th Annual Fort Lauderdale International Boat Show! With this year's extremely active storm season, we are very grateful to have been spared to the degree we have, and fortunate to be able to continue to assist people in other areas of Florida, Texas, Puerto Rico, and the Virgin Islands who are still in the recovery process. It is important to acknowledge the willingness of the marine industry to offer support with a kind and generous spirit wherever and whenever it's needed.

Out of this season comes the biggest boating event in the world, which triggers economic activity in the South Florida region for the entire year. The show provides an opportunity for the newest merchandise to enter the market place as well as pre-owned product to change hands. It stimulates commerce for everyone from surveyors, engineers, and attorneys, to electricians, plumbers, and welders. The work, like haul-outs, refits, and repairs, spurred while vessels are in town benefits hundreds of companies and helps support the careers of the 136,000 employees in this region who work in the marine industry.


Nothing happens until someone sells something; a transaction has to take place in order to enact commerce. As we know, FLIBS generates a whopping \$508 million in direct sales during the five days of the show. That's over \$100 million a day! No other event, not even a Super Bowl, contributes that level of economic activity to a community.

The show remains an important catalyst for our industry to thrive. The cumulative business-to-business (B2B) and business-to-consumer (B2C) transactions that occur during the show create an enduring value throughout the year and often influence a large percentage of a company's bottom line.

Remember, FLIBS is your boat show. As a member of MIA SF, you can and should be proud of the continued growth and progress experienced by the number one boat show in the world. Be sure to stop by to relax at the MIA SF Hospitality Lounge located in Purple Zone BC13 at the Bahia Mar Face Dock, where a buffet lunch is served every day, and special events are scheduled throughout the days of the show. Contact the office for additional details or to purchase lunch tickets.

Looking forward to seeing you at the show!

Phil Purcell
CEO/President, Marine Industries Association of South Florida



ThrowRaft and Barker Boatworks have entered into a new partnership with a combined commitment to improve water safety throughout the recreational boat building industry.

ThrowRaft recently gained critical acclaim for creating the TD2401, the world's first and only U.S. Coast Guard approved inflatable throwable personal flotation device. The device is 9x smaller than the ring buoy, 5x smaller than the square cushion, and can legally replace throwable devices aboard all recreational vessels.

Barker Boatworks will now be designing a recreational boat incorporating ThrowRaft's compact throwable device without sacrificing too much valuable space for the mandatory safety equipment.

Troy Faletra, founder of ThrowRaft and the product's inventor, said, "ThrowRaft's mission is to save lives by designing the most innovative flotation and safety devices in the world, leading the Personal Flotation Device (PFD) industry into the future. We are excited that one of the most innovative boat builders in the world will soon be incorporating TD2401 brackets into their vessels as part of the standard build out."

PRÜFTECHNIK recently selected **AME/Advanced Mechanical Enterprises** as Florida's authorized distributor for its laser alignment and condition monitoring equipment. As their authorized distributor, AME will service PRÜFTECHNIK's current Florida customer base, while also growing it. Besides facilitating the sales of equipment, they'll also be the source for accessories, and provide service, repair and calibration services, along with training for new users. Some of PRÜFTECHNIK's cutting edge technologies that AME will be representing include the VIBGUARD, a comprehensive online vibration analysis condition monitoring system, and the ROTALIGN touch – a high-end intelligent laser alignment system used for many versatile applications.

"Being chosen as PRÜFTECHNIK's Florida distributor is a huge honor for AME," said Rich Merhige, AME President. "Our core mission is to improve efficiency and machinery reliability, so this partnership falls right in line with that."

Happy 50th Anniversary to **Derecktor Shipyards** in Fort Lauderdale! A special celebration is being planned in November. Cheers to all our friends at Derecktor for at least 50 more!



November 1st

Prime Time Preview

12:00 p.m. to 7:00 p.m.

The 58th Annual Fort Lauderdale International Boat Show

Wednesday, November 1st through Sunday, November 5th

November 2nd through November 4th

Daily Hours

10:00 a.m. to 7:00 p.m.

November 5th

Daily Hours

10:00 a.m. to 6:00 p.m.

Onboard the MIA SF Hospitality Lounge, Purple Zone BC13

- Buffet luncheon from 11:30 a.m. to 2:00 p.m., \$35 members and guests/\$40 non-members
- Cash bar from 4:00 p.m. to 6:00 p.m.
- Exhibitor Party (FLIBS exhibitors and MIA SF members only) November 4th from 6:00 p.m. to 9:00 p.m.

Light Up Lauderdale

Light Up Lauderdale is a ten-week celebration of glittering holiday lights and holiday garland presented by Riverwalk Fort Lauderdale and the City of Fort Lauderdale. Kick off this year's festive Light Up Lauderdale display at the Get Lit event at Esplanade Park on **Thursday, November 9th, 6:00pm – 8:30pm.**

In its seventh year, this free holiday spectacular showcases the two and half mile brick Riverwalk pathway on both sides of the New River in Downtown Fort Lauderdale.

This family friendly kick-off to the holiday season will include live holiday musical performances by the Broward Center Spotlights, and the Bobby Rodriguez Orchestra, train rides, sleigh rides, kids' crafts, face painting, vendors, and more!

Attendees are encouraged to bring an unwrapped toy for less fortunate children in our community.

Post-FLIBS Party

Meet and network with other members at this MIA SF Member Mingle Event being held at Frank & Jimmie's Propeller on **November 16th from 5:30 p.m. to 7:30 p.m.** Contact Sean Smith for more information at sean@miasf.org.

Tribute to the Seventh Coast Guard District

Join us for the annual Tribute to the 7th Coast Guard District on **November 16th** at the Harbor Beach Marriott. Sponsorships are still available and individual tickets are available for \$350 each. Contact Patience Cohn at patience@miasf.org for tickets and details.

News

Welcome Aboard New Members



Marine Industries Association
of South Florida
Since 1961

1445 Southeast 16th Street
Fort Lauderdale, Florida 33316
Phone: 954-462-5527

Company Description: Ferretti Group is the world leader in designing, building and marketing luxury motoryachts. Our exclusive portfolio consists of some of the most prestigious brands in the world, including: Ferretti Yachts, Pershing, Itama, Riva, Mochi Craft, CRN and Custom Line. Ferretti Group yachts are distinguished by their excellent quality, safety, performance at sea, and design. Each brand in Ferretti Group has its own unique charm which makes it immediately recognizable.

AMG Insurance International

Kerry Gonzalez
Email: Kerry@amginsuranceintl.com
Website: www.amginsuranceintl.com
319 Clematis Street
West Palm Beach, FL 33401
Phone: 772-742-2401
Company Description: Insurance for the MARINE and AVIATION

MARINE INDUSTRY MEMBERS:

Ferretti Group America

Guy Gauvin
Email: guy.gauvin@ferrettigroup.com
Website: www.Ferrettigroupamerica.com

industries - including nonstandard, unique or insurance not available in the domestic market. We can insure boats/yachts, charters, rental fleets, YACHT MANAGEMENT PROFESSIONAL LIABILITY, yacht brokers, CARGO, marinas, boat builders, refits, boatyards and shipyards, CONTRACTORS and Marine or Aviation PRODUCTS.

Concierge Cuba, LLC

Maria Romeu
Email: conciergecuballc@gmail.com
Website: www.conciergecuba.com
1735 SW 22 St.
Fort Lauderdale, FL 33315
Phone: 786-400-3416

Company Description: Yachting and VIP travel specialists with a focus on OFAC compliant travel for US citizens and yachts of US or foreign registry that wish to travel to Cuba from US waters. From CG3300 permits, International SeaKeepers programs, to OFAC compliant itineraries and concierge services in Cuba, we are the premier Cuba yachting agent, founded and headed by founder and former general manager of Cuba VIP Yachts, Maria Romeu

Stotler Yachts

Robert Stotler
Email: Robert@stotleryachts.com
Website: www.stotleryachts.com
401 East Las Olas Blvd.
Fort Lauderdale, FL 33301

Phone: 866-607-5393

Business Description: Brokerage, charter, yacht management, consulting

Boatrax

David Villegas

Email: david@boatrax.com

Website: www.boatrax.com

168 SE 17th Street, STE 705

Miami, FL 33131-1423

Phone: 954-907-3055

Company Description: Boatrax designs products and experiences that integrates seamlessly into a boater's life to track, manage and share the boat's usage information and make it useful and accessible.

Sanlorenzo of the Americas, LLC

George Jousma

Email: George@SanlorenzoAmericas.com

Website: www.sanlorenzoamericas.com

1515 SE 17th Street, Suite 125

Fort Lauderdale, FL 33316

Phone: 954-376-4795

Company Description: Boat Dealers – New

Wright Maritime Group

Erik Schiffelbian

Email: technical@wrightmaritime.com

Website: www.wrightmaritime.com

800 S. Andrews Avenue, Suite 200

Fort Lauderdale, FL 33316

Phone: 954-524-2733

Company Description: Large yacht operations and management, plus new construction.

ASSOCIATE MEMBERS:

STEP CG

Wendy Roark

Email: Wroark@stepcg.com

Website: www.stepcg.com

140 S. Dixie Highway

Hollywood, FL 33020

Phone: 513-795-6000

Company Description: Founded in 2014, STEP CG is one of the fastest growing privately held companies based in Cincinnati, Ohio. We are a technology engineering firm supporting a full portfolio of voice, networking and professional service solutions. We specialize in the Internet of Things (IoT) and how that applies to our customers across a wide range of industries, including healthcare, education, manufacturing, financial, retail, legal, government and service providers. We offer a complete range of networking, security, and voice services, from planning and design, to testing and deployment, to ongoing monitoring and support.

For information on joining MIASF, email Sean Smith at sean@miasf.org.