

# ALL AT SEA

## SOUTH FLORIDA



### Inside: NASSAU

Race to **CUBA**

Sipping **DIPLOMÁTICO RESERVA**

**IOT** on the Water

Congrats **NAUTICAL VENTURES**



# SOUTH FLORIDA NEWS



## CRUISING NORTH? NEW LONG-TERM DRY STORAGE YARD IN GULF SHORES

Easy access to a variety of local waterways for cruising, inshore and offshore fishing opportunities and award-winning coastal cuisine are just a few reasons to travel to the Gulf Shores and Orange Beach area of Alabama. Now, if you're looking for long-term dry storage in this area, you're in luck. In November, Saunders Yachtworks opened its 42,000-square-foot storage yard that can accommodate power and sail vessels up to 50 feet inside a fenced perimeter with security lighting and power hook-ups. Customers will have the option to dry dock or leave the boats trailered.

"Saunders has a long history of providing a wide variety of marine-related services to the fleet of recreational boats using the Alabama Gulf Coast," says John Fitzgerald, Saunders CEO. "The decision to offer our customers a long-term dry storage option was a natural fit for our company."

The Saunders family has been in the marine service business in coastal Alabama since 1959. The company operates a full-

service yacht yard in Gulf Shores that accommodates vessels up to 130 feet with a 165-ton lift. A second yard, located in Orange Beach, offers 60-ton lift capacity with full-service and do-it-yourself options, as well as a ship's store. [www.saundersyacht.com](http://www.saundersyacht.com).



## CUSTOM-YACHT DELIVERED IN SIX MONTHS

Imagine taking delivery of a 78-foot semi-custom trawler-style yacht in half a year. Van der Valk Shipyard, in the Netherlands,

offers this capability via its exciting new series of fast displacement motoryachts designed for the yard by Guido de Groot. The all-aluminum construction, which is built to MCA approval, offers a four-stateroom layout plus accommodations for three crew. Wood, stone, fabric or leather is available and an extensive list of equipment is included. C18 Caterpillar engines and 4,000 gallons of fuel gives the yacht a tremendous range at displacement speeds and makes it perfect for round-the-world exploration and passage-making.

"This speeds up the process from when you decide you want it to when it's actually delivered," say Kevin Frawley, a yacht broker with Denison Yacht Sales, in Fort Lauderdale, Florida. "It usually takes 12-16 months, or longer, to build a new custom yacht. This is a unique opportunity to have a new, custom-built high quality Dutch yacht in less than 6 months."

### NAME & DATE CHANGE FOR MIAMI BOAT SHOW BREAKFAST

Inventions and improvements are the heart of the marine industry. That's why the National Marine Manufacturers Association



tion (NMMA) is re-branding its 'All Industry Breakfast' at the Progressive Insurance Miami International Boat Show to the 'Innovation Breakfast'. The name change celebrates the thousands of innovative products, ideas and services displayed during the Show each year. As part of the re-branding, the annual breakfast, traditionally held on opening day of the Miami Show, will move to the second day or February 17, 2017, and will re-locate to the show's expansive new Center Courtyard area at Miami Marine Stadium.

"The new Innovation Breakfast provides a better platform and opportunity to showcase and honor the thousands of new and

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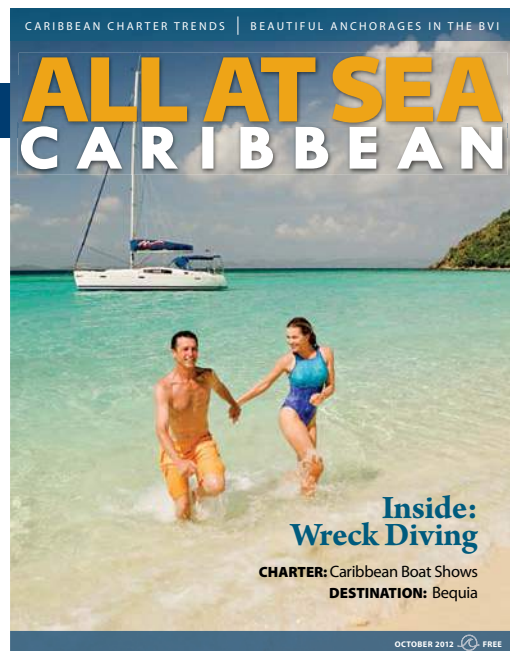
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innovative marine products, services, and ideas introduced at the show each year," says Ben Wold, executive vice president of NMMA and show manager. "And the Miami International Boat Show's move to Miami Marine Stadium Park provides an idyllic, historic boating location to showcase the advancements in our industry."

*To purchase tickets to the breakfast, contact NMMA's Venus Berryman at [vberryman@nmma.org](mailto:vberryman@nmma.org).*

## ISS AWARD WINNERS – JUDGES SHARE REASONS FOR SELECTION

Stunning. Beautiful execution. Modern simplicity. These are just a few of the words used to describe one of the ISS (International Superyacht Society)'s 2016 Design & Leadership Award recipients. The awards, which represent superlative achievement, were presented in November at the 26th Anniversary of ISS's Awards Gala in Fort Lauderdale, Florida. Awards were presented to six individuals and companies in the Distinction & Leadership category, while eight yachts earned Design Awards. One of these was Narvalo, a 108-foot Nauta Yacht, for its interior design. Judge Carol Williamson commented that the ves-

sels "architectural detailing is beautifully executed." Another judge, Ian Cook, said, "This vessel's proportions externally are well balanced. The interior is light and has a modern simplicity" Derik Wagner, ISS president says, "It gives the ISS great pleasure to recognize those individuals and companies that sacrifice so much to create excellence, excellence for which the superyacht industry and the lifestyle it enables is considered the apex of man's desire."

## ALL AT SEA SOUTH FLORIDA

COVER SHOT:

**Naval Architecture Award – Semi-displacement Motor Yacht Winner:**

IRON MAN with naval architecture by Azimut Benetti Spa and constructed by Benetti Shipyard

**Image courtesy of Quin Bisset**





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# NASSAU ISLAND

BY: CAPT SHANE MCCLELLAN



In this issue, we are going to visit the capital of Nassau on the island of New Providence, where 70-80% of the less than half a million population for the entire country resides. During the early 1700's this was a pirate haven and you can learn about it at the Pirates of Nassau Museum. Here you have the opportunity to see all sides of pirate life from the simple campsite settlements, artifacts of the era, boarding parties, and torture devices. There is even a recreated ship you can walk through to get a sense of the "sweet" life.

The end of the pirate days was swift as the British sought to regain control of the islands and appointed Captain Woodes Rogers as Royal governor in 1718. He successfully clamped down on the pirates, reformed the civil administration and restored commerce. Three forts were built to protect the wonderful natural harbor. The main fort was Charlotte, which was large and housed troops. It even had a well dug inside in the event of a siege. The eastern entrance was protected by the small Fort Montagu, which housed several cannons and was manned only during assaults. The final



fort built was Fincastle and is situated on top of a hill overlooking the harbor. All three of these forts are open to visitors.

Across the harbor you will find Paradise Island with several resorts. The best known is the mega resort Atlantis. This resort is amazing in size and available recreational activities. The most popular is the water park with close to a dozen different water slides.

The other popular attraction is The Dig. This is an aquarium housing many wonderful sea creatures and is decorated as an archeological dig site that discovered the lost city of Atlantis. I found the surroundings to be almost as captivating as the rays, fish, sharks, and other sea creatures. All activities are included with a stay in the hotel or dockage in the marina.

On the way to or from Atlantis you should stop at the fish fry under the bridge. Here you can have many varieties of fish and of course conch. Speaking of which, did you know 1 out of 10,000 conchs produce a pearl like an oyster? Stop by a jewelry store and see this gorgeous pink rarity.

Even though Nassau is the most urban setting you will find in the Bahamas you can still find nice beaches on Paradise Island and reefs off of Rose Island, which is about five miles to the east and is a quick way to get away from the hustle of town.

One thing I wanted to do in the Bahamas is participate in the Junkanoo festival in Nassau. It is held during the night, the day after Christmas and again on New Year's Eve. It is a street parade and feels like a combination of Mardi Gras and a marching



## BOAT SHOWS

### FT. MYERS, FL

**JANUARY 12 – 15**

**Charlotte County Boat Show**  
fortmyersboatshow.com  
954-570-7785

### JACKSONVILLE, FL

**JANUARY 27 – 29**

**Jacksonville Boat Show**  
boatjax.com  
jmaboatshow@boatjax.com  
904-228-2328

### NAPLES, FL

**JANUARY 19 – 22**

**Naples Boat Show**  
www.miacc.org  
director@miacc.org  
239-682-0900

### PORT CHARLOTTE, FL

**JANUARY 12 – 15**

**Charlotte County Boat Show**  
swfmia.com  
info@swfmia.com  
954-570-7785

### STUART, FLORIDA

**JANUARY 13 – 15**

**Stuart Boat Show**  
www.AllSportsProductions.net  
contacts@allsportsproductions.net  
954-522-5288

## FISHING TOURNAMENTS

### ISLAMORADA, FL

**JANUARY 6 – 8**

**Key Largo Sailfish Challenge**  
fishnbully@msn.com  
305-240-9337

**JANUARY 10 – 12**

**Florida Keys Outfitters Sailfly**  
www.floridakeysoutfitters.com  
tackle@floridakeysoutfitters.com  
305-664-5423

**JANUARY 16 – 17**

**Capt. Al Flutie Over The Hill Rip-Off Sailfish Tournament**  
www.redbone.org/tourn\_sched.html

**JANUARY 19 – 21**

**Cheeca Lodge Presidential Sailfish Tournament**  
www.cheeca.com  
lizfirst@bellsouth.net  
305-451-5094

**JANUARY 25 – 26**

**IFC Sailfish Tournament**  
www.theislamoradafishingclub.com  
Vinnie@theislamoradafishingclub.com  
305-664-4735

**FEBRUARY 3 – 4**

**Swamp Guides Ball Fishing Tournament & Auction**  
www.fkfga.org  
(305) 664-5142

**FEBRUARY 3 – 5**

**Islamorada Women's Sailfish Tournament**  
fishnbully@msn.com  
305-240-9337

### KEY WEST, FL

**FEBRUARY 3 – 4**

**Cuda Bowl**  
www.cudabowl.com  
info@cudabowl.com  
305-360-6969

*Continued on page SF9*

band competition. There are several levels of competitors with the Valley Boys and Saxon being the biggest groups. Junkanoo has been featured in the movies Thunderball, After The Sunset, and Jaws The Revenge.

If you get the chance to visit Nassau during Junkanoo go for it. Even if not, a few days in this capital can be enjoyable before heading to the out islands, of which we are going to Eleuthera over the next two issues.

Visit [www.svGuidingLight.com](http://www.svGuidingLight.com) to read more from Captain Shane about the Bahamas, Caribbean, life aboard, world traveling, and more.



# SAILORS TO RACE TO CUBA IN A CULTURAL EXCHANGE

BY JILL ZIMA BORSKI



The second annual Conch Republic Cup/Key West Cuba Race Week set for Jan. 22-to Feb. 3 is the only triangle race to Cuba, visiting two ports, Marina Gaviota in Varadero and Marina Hemingway in Havana, and includes the challenging return to Key West. "We include buoy racing in Havana which allows Cuban racers to take part," said Karen Angle, the event's executive director. "Also, there is built-in down time to allow the participants to enjoy Cuba in this 'Cultural Exchange Through Sport.'"

The race starts with a 110-mile race from Key West to Varadero, followed by a 100-mile race from Varadero to Havana. In Havana, the fleet stays at Hemingway International Marina (a co-host of the event with Key West Community Sailing Center) and participates in the around-the-marks Castillo del Morro Race and Parade of Sail before racing back 90 miles from Havana to Key West.

By mid-November, 25 vessels were registered comprising approximately 60 people. Last year, 54 racing vessels and 435 people competed. Sixty teams are expected in 2017 in divisions for cruising and racing monohulls and schooners. Late registrations are possible but time for processing permits requires participation to be subject to permits being approved in time to race.

New this year is the location of the buoy racing in Varadero, changed from Havana. "We [also] added some extra days to allow more time for weather issues and down time in Cuba," said Angle. "The race committee is a complete group of experienced members who work together on many races from Charleston Race Week to Quantum Key West Race Week."

The winner of the Conch Republic Cup is the team with the best combined overall performance in the four races that comprise Key West Cuba Race Week. The event timing is





designed to allow sailors who follow the racing calendar to continue on to the Caribbean racing circuit.

A Key West Citizen article last year began, "Brisk winds Friday made for a quick, but bumpy, start to the first leg of a sailing race between Key West and Cuba."

Eddie Evans of Charleston, S.C., skipper of the Oceanis 381 Naut-On Call, won the 2016 Conch Republic Cup. He planned to defend his trophy this year. "Initially, I wanted to join in for the thrill of visiting Cuba," said Evans, who competed for many years in the Regatta Time in Abaco because of the spirited competition and fun-loving attitudes of its organizers and participants, "but I found the Conch Republic Cup to share the recipe of fun and competition that my crew and I find so appealing."

Evans has been sailing for 40 years, and while he used to average

*Continued from page SF7*

## FISHING TOURNAMENTS

### MIAMI, FL

**JANUARY 11 – 15**

#### Sailfish 400

[www.bluewatermovements.com/sailfish\\_400/](http://www.bluewatermovements.com/sailfish_400/)  
[info@bluewatermovements.com](mailto:info@bluewatermovements.com)

### WEST PALM BEACH, FL

**JANUARY 4 – 7**

#### Silver Sailfish Derby

[www.westpalmbeachfishingclub.org/silver-sailfish-derby.php](http://www.westpalmbeachfishingclub.org/silver-sailfish-derby.php)

## MUSIC FESTIVAL

### TAMPA, FL

**JANUARY 21**

#### Gasparilla Pirate Festival

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

## SAILING REGATTAS

### FORT LAUDERDALE, FL

**JANUARY 10 – 13**

#### Fort Lauderdale to Key West Race

[www.keywestrace.org](http://www.keywestrace.org)

### KEY WEST, FL

**JANUARY 15 – 20**

#### Quantum Key West Race Week

[www.keywestraceweek.com](http://www.keywestraceweek.com)  
[info@keywestraceweek.com](mailto:info@keywestraceweek.com)  
 650-704-9770

**JANUARY 22 – FEBRUARY 3**

#### Conch Republic Cup

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

### MIAMI, FL

**JANUARY 22 – 28**

#### ISAF Sailing World Cup Miami

[miami.ussailing.org/](http://miami.ussailing.org/)

**FEBRUARY 3 – 5**

#### Melges (NA) Miami Winter Series Event No. 2 | Miami Winter Regatta

[www.melges20.com](http://www.melges20.com)

200 ocean miles a year aboard Naut-On Call, he now averages closer to 5,000 nautical miles when he includes the Conch Republic Cup on his schedule. "While we enjoy being competitive, our boat's ultimate goal is making friendships and sharing our passion of sailing and adventure with like-minded individuals."

The Conch Republic Cup is a historic race that started in 1997 with a direct race to Varadero then expanded to Havana in 1999. With the loosening of the travel restrictions to Cuba by the Obama administration, organizers were able to revive the race. Past races included five classes of vessels – 2 PHRF, JAM, Multihull and Schooner.

Commodore José Miguel Díaz Escrich, port officer of the Hemingway International Yacht Club of Cuba which boasts 2,433 members from 65 countries, said, "The board of directors and [our] members... greet you sincerely and wish to share with you and all members of [the] American boating community the happiness that fills our hearts because of the establishment of diplomatic relations between our two countries, [an] historic event that opens a path full of hope and optimism that will enable us to continue expanding and strengthening relations of friendship and cooperation established with the American boating community since May 21, 1992, when our Yacht Club was founded." ☺

*Jill Zima Borski is a writer and artist living in the Florida Keys. Her website is [www.jill-zima-borski.com](http://www.jill-zima-borski.com).*



# THE INTERNET OF THINGS COMES TO THE MARINE INDUSTRY

BY CAROL M. BAREUTHER



One of the latest tech buzzwords is the Internet of Things (IoT). Instead of person-to-person communication, the IoT is a network of internet-connected devices that 'talk' between themselves via sensors that collect and exchange information. The widespread availability of Wi-Fi has made the IoT possible. Devices, in this case, are usually something other than the standard computer or smartphone. For example, the new features in cars such as backup camera and enhanced cruise control are all interconnected. Now, the IoT has come to the marine industry.

"The IoT in the marine ecosystem is how all of the products that we as a company manufacture interconnect," explains

Lee Gordon, director of global public relations and communications for Mercury Marine headquartered in Fond du Lac, Wisconsin. "In essence, driving a boat is now a lot easier than it used to be because all our devices communicate and interact seamlessly with the boat's engine(s)."

What Mercury has accomplished in this area is an excellent example of the IoT as it applies to the marine industry. In this case, it all starts with the engine and from there adds in devices such as the company's Active Trim, Joystick Piloting, Skyhook and Vessel View mobile. Here's how it works:

Active Trim: If you're an expert boater, you like to trim the en-





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gines yourself, while novices don't always know how to do this optimally. This device offers five selectable trim profiles that can accommodate nearly any boat application from small runabouts to high performance yachts. The technology is based on the company's patented GPS-based control system that controls the trim in concert with boat speed and engine RPM. This enables you, experienced or novice, to focus on driving rather than trimming the boat.

**Joystick Piloting.** If you see a young boy or girl driving a boat don't be surprised. Think of joystick piloting like a video game, but with Verado engines on the back. The joystick integrates three features, skyhook, route and auto-heading. The top of the knob notifies you of the mode they are in, just like the 'check engine' light on an automobile. A light ring was added to give you a visual indication of what you're doing with the joystick and its state. Many customers, even experienced boaters, say they will never buy a boat again without Joystick piloting, according to Gordon.

**Skyhook:** If you are out fishing and find that perfect fishing hole, you no longer have to throw that heavy anchor in the water – and even if you do, you'll still drift away from your point. This device uses GPS coordinates to hold position with the push of a button.

**Vessel View Mobile:** It seems like everything in life is available in the palm of our hands, i.e. on our phones. You may be at the grocery store, about to drive to the dock and wonder if you have a full tank of gas? This device is a Bluetooth module that connects to the boat's engine(s) and transmits data to a connected smartphone via a free app. A boat owner can give their dealer access to that data to help diagnose engine issues real-time. Taking it a step further, the boat owner can give their dealer the ability to monitor maintenance intervals.

"Most boaters have mobile devices, all boaters need to drive their boats and trim their engines, so the evolution of technology has been adopted very favorably with boaters of all ages," says Gordon. "We utilize several Voice of Customer techniques to make sure the products we develop are as easy to use as possible."

What does Gordon see as the future for the IoT and boating?

"As customers get more accustomed to the ecosystem of a vessel, they will require us to advance the products and manufacture new ones. These, all working together, will continue to make boating much easier and more enjoyable for everyone."





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# NAUTICAL VENTURES CELEBRATES ITS DIAMOND ANNIVERSARY

BY CAROL M. BAREUTHER



What started as a Hobie, kayak and sail dealer in 1987 is today a major marine superstore. Nautical Ventures, with three South Florida locations, celebrates its 30th anniversary this year. In December, the company enjoyed an early celebration after being recognized as a Top 100 Dealer for 2016 during the National Marine Dealer Conference & Expo.

"As the kayak craze grew into other nautical sports, such as stand-up paddle boarding and extreme kayak fishing, the store grew alongside it, adding new brands and product categories to support those markets," explains Frank Ferraro, director of marketing for the Nautical Ventures Group.

In 2009, a neighboring brokerage firm, QPS Marine owned by Roger Moore and Jeff Garcia, bought a majority interest in Nautical Ventures and added a boat dealership with yachting components to the store. Moore soon formed important relationships with key brands such as Novurania, Yamaha, Mercury, Bote Paddle Boards, Century Boats and more, and expanded the retail footprint to a 30,000-square

foot state-of-the-art waterfront dealership in Dania Beach. In 2015, Moore bought the former MarineMax location in North Palm Beach and opened a second store to serve that market. Both locations feature the company's signature AquaZone™, an in-water facility that gives customers the opportunity to try products before they buy them. In 2016, a third retail location was opened in Riviera Beach adjacent to the new \$50 million expansion project taking place at the Riviera Beach Marina.

What's ahead for Nautical Ventures in 2017?

"We're adding larger boats, up to 80-foot, to our inventory. We're growing our brokerage division. We're adding an e-commerce component to our website. We're improving our service division and placing an emphasis on repower programs and engine sales. We have integrated new dealer management software to streamline operations and better communicate with our clientele. We are also growing our rental operations and creating organic events and meetup groups to meet the social demands of our customers," says Ferraro.



# Where you fish, Bonefish & Tarpon Trust is at work.

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Nurture Belize — protecting fishing areas from development and destruction

Florida Keys — working with guides/anglers to protect and improve fisheries for the future

Bahamas — flats and mangrove conservation

Project Permit — population study, what, when, and how they tick

Boca Grande, Florida — juvenile tarpon habitat restoration



BONEFISH & TARPON TRUST

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# DIPLOMÁTICO RESERVA – VENEZUELA

RUM BY CLINT AND TERRY BORAM

We never know where we are going to find our next rum to review. Diplomático Reserva was sitting on the bar counter at the Coconut Grove Sailing Club the days leading up to the potential landfall of Tropical Storm Matthew. Ironically, the bartenders were using it to make Hurricanes. Clint asked for a sample straight up and thought the rum deserved a review.

Diplomático distillery was founded in 1959 at the foot of the Andes Mountains in Venezuela. In 2002, after several mergers, a group of local investors purchased the manufacturing assets and formed Distillerías Unidas S.A. Although the company is new, the traditions of making rum is not. Reserva is made from the highest quality Venezuela sugar cane and sugar cane molasses. The rum is a balance of pot still rums, distilled from sugar cane honeys and light column still rums. It is then aged up to eight years.

And who is the gentleman featured on the bottle? According to legend Don Juancho Nieto Meléndez lived near the distillery at the end of the 19th century. A craftsman at heart, Meléndez sought ways to refine his own product by sampling rums throughout the Caribbean. His impressive rum collection came to be known as “The Ambassador’s Reserves.” Diplomático pays homage to a Meléndez dedication, know-how, gentleman’s manners and authentic personality.

## HE SAID

This dark hued rum definitely has a mellow wood nose. I know it should be oak, however I’m getting more hickory or ash with tobacco and a slight hint of vanilla. The longer I let it decant and breathe the more notes come out. On the palate there is a rush of pepper which settles quickly. I also get a buttery note. Maybe toffee, if you will. The combination of spice and butter lingers and warms my throat. Second and third sips brings out some orange peel and more of the tannins from the wood.

## SHE SAID

I love the green, corked bottle with the black and white pic-



ture of a distinguished gentleman. The nose is very earthy with a slight hint of vanilla. Oak is the dominant wood note with some cedar undertones. Once on the palate there is a burst of cinnamon. Reminds me of the cinnamon red heart candies I loved as a kid. I get burst of spice, slight heat on the throat then it’s gone; nothing lingers for me. The rum has a syrupy consistency and laces the glass like a nice rum but it doesn’t

provide the sweetness one would expect. I’d say it’s hardy without much complexity.

## OVERALL

At a price point of \$38.00 there are far better offerings that provide more contemplation. We’re not saying to pass it up though. Diplomático Reserva makes a nice rum to share with others when you are simply shooting the breeze at anchor.

## 3 OUT OF 5



### SIPPING RUM SCALE

- 1 – An expensive mixer
- 2 – A quick celebratory shot
- 3 – Wouldn’t be embarrassed to share with friends
- 4 – Are my friends worthy of a sip
- 5 – Special moments rum

**ABOUT CLINT AND TERRY:** *We have sampled many a dram over our 33 years of marriage and quite often we don’t fully agree. Could be the difference is male/female taste buds. Or, somebody is just wrong.*