

VOLUME VI SUMMER 2014

BLUEWATERYACHTSALES.COM

ONBOARD

GET TO BLUEWATER



INSIDE
CUSTOMER PROFILES : NOTABLE DELIVERIES : NEW MODELS : SALES & SAFETY TIPS : INCREDIBLE REFITS : AND MORE



FROM THE HELM

IT IS WITH GREAT PRIDE for our organization to present you with this magazine that not only marks a year and half into the successful merger of Bluewater and Jarrett Bay Yacht Sales, but more so, showcases the many people and groups that have contributed to the accomplishments in our combined 50+ year history.

While our management and sales teams knew that we would be better united as one than standing alone, we have been truly blessed beyond our expectations with how well this joint venture is progressing. Bluewater is fortunate to have managing partners that have made great strides with their respective business endeavors, and inherently understand what it takes to be successful. These partners have built a strong management and support team, and a company culture at Bluewater that

demonstrates daily the value of working together.

We realize that boating is really about people, not just boats or equipment. It is our mission to maintain our reputation as a highly respected, professional sales team that is desirable to do business with by all entities - manufacturers, customers, lenders, employees and sales professionals. As we continue to build a support system that allows our team members to foster rewarding careers, it is done with the primary objective of enriching our customers' lives with better boating experiences.

With a focus on people, what differentiates Bluewater from our competitors is even more evident. As we benchmark ourselves against our competition, we realize that

Bluewater Yacht Sales and our sister companies of world-class yacht yards have the highly skilled human horsepower supporting our sales efforts that few other organizations can offer. This distinguished-by-design structure allows us to stand alone in providing our customers steadfast support from point of contact to after-sales service. Not only can our sales team offer their vast boating knowledge and sales expertise, we can provide added support through the broad scope of services offered at our three yacht yards in Hampton, Virginia as well as Wanchese and Beaufort, North Carolina. All of these facilities and their staff are resolutely ready to support the success of our sales organization.

Within the pages of this magazine, you will find the results of another successfully met objective to only represent the finest

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new boat brands. You will read about our progress to-date with our most recent location expansions aimed at better supporting our customers and the brands we represent. You will find details of the relationships that we have built around trust, and an understanding of our partnerships with both our brands and our customers.

Within these pages, you will find tributes to those companies and customers we now call friends – relationships we have forged through our love of boating. Enjoy the read, and thank you for being a part of the Bluewater Network.



Jan Boone
President,
Bluewater Yacht Sales

ONBOARD

EDITORIAL STAFF

Editorial Director

Jan Boone

Executive Editor

Robin Anderson

Managing Editor & Art Director

Jason Pim

Contributing Editors

Magnus Thiersmann

Deirdre Bell

Special Thanks

Todd Anderson, Jud Black, Mark Connors, Chris Hall Sr., Chris Hall Jr., Earle Hall, Bob Hoste, Scott James, John McDevitt, Chuck Meyers, Randy Ramsey, Dan Reitz, Hank Sibley and all of our participating customers and affiliates.

ON THE COVER

Bluewater customer boat, *Sea / Sea*, photo courtesy of Reel Cam Productions



LINES OF PEDIGREE



THE SALTY AIR OFFSHORE of

Cape May, New Jersey can feel brisk at times, even in the middle of July. Perhaps it's a welcomed relief to the sun's heat, or it merely goes unnoticed in the midst of the action as lines tighten, rods begin to flex, voices rise and the excitement grows. Three generations of the Turner family have grown to enjoy sport fishing in these waters and have been recurring participants in venerable Mid-Atlantic tournaments such as the Viking/Ocean Showdown and White Marlin Open for many years. The Turner family enjoys cruising equally as much as fishing, and likes to spend summers in and around Chesapeake Bay when they are not active on the tournament scene. While the boats and crews have changed over the years, the name adorning the transom of owner Richard Turner's Viking yachts has always been *Foolish Pleasure*. The name of a derby-winning thoroughbred in the mid 70's, Turner felt it was a great name for a boat as well, and has stood by that belief for nearly four decades.

Early in his boating career, Turner owned a Bertram 28 before stepping up to a Bertram 35. For his next vessel, he bought the Viking 35 sedan bridge demo at the 1977 Annapolis Boat Show. He was immediately taken by the quality of build and craftsmanship along with the offshore stability and

cruising comfort of the boat. Following that first Viking, he moved up to a 43 Motor Yacht, a great boat he said, but ultimately he realized that the style of a sportfisher better suited his family and their boating activities. Their next boat was a Viking 56 Convertible and his run on Viking Yachts has been rounded out more recently by two boats bought via Bluewater Yacht Sales and broker Jud Black, a 61 Enclosed Bridge followed by a 62 Enclosed Bridge delivered in early 2014.

This extensive and loyal history of building and owning new Viking Yachts means Turner has had a uniquely long and personal view of the company's explosive growth over a majority of their fifty years in business. Mr. Turner considers the Healeys



(Viking ownership) extended family and has watched Pat Healey grow from a boy to a leading executive in the company. Likewise, he has had a front row seat while witnessing the Viking plant in New Gretna, New Jersey blossom from a couple of small warehouses to a massive 810,000 square foot operation boasting five assembly lines.



The Turners, Capt. Hannum and Mate AJ Pegler have been staunch supporters of the Florida Fish For Life tournament, annually offering up the boat and crew for free charters to support colon cancer awareness.

A FAMILY AFFAIR

Richard's son Tim, and granddaughter Alexa pose after releasing Alexa's first blue marlin. In conjunction with a tuna she caught during the same tournament, the release propelled the *Foolish Pleasure* team into first place honors at the 2007 Viking/Ocean Showdown.



THEN

Dick Turner at the helm of *Foolish Pleasure*, his first new Viking Yacht, a 1978 35' Convertible, while returning to Indian River Inlet, DE after a successful offshore fishing trip.



NOW

Their 5th new Viking, the Turners are looking forward to forging new memories aboard their 2014 62' Enclosed Bridge Convertible, *Foolish Pleasure*.



THE FOOLISH PLEASURE LINEAGE

BERTRAM 28

BERTRAM 35

VIKING 35

VIKING 43MY

VIKING 56C

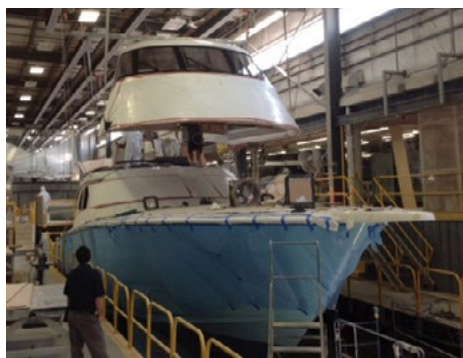
VIKING 61EB

VIKING 62EB

SOMETHING NEW

Turner's long-time Captain, Paul Hannum oversaw construction of their new 62EB from start to finish, with frequent visits to the Viking factory throughout the build time. Hannum recounts the process, "We had a great experience building the new *Foolish Pleasure* with Viking Yachts. Everyone involved was helpful and brought their years of experience to the table as we added many custom features, some which required additional engineering."

"I have always been very impressed with the customization options Viking offers. It is like building a custom sportfishing yacht in a third of the time," Turner adds. His new 62 is outfitted with many custom choices,



"It is like building a custom sportfishing yacht in a third of the time."

and to suit his particular accommodation wishes, they opted for a 3 stateroom layout with 3 private heads as opposed to the typical 4 stateroom found on other Viking 62s. He also exercised his preference for cross-over berths in the forward stateroom. Mr. Turner raves about how great the



The Turner's new 62EB undergoing final preparations at the Viking Yacht factory

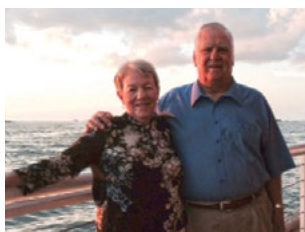
interior designers are at Viking, "I've always appreciated the breadth of options available for every surface on the interior."

In addition to some of the larger changes requested by the Turners, Hannum explains how many small details went into the boat, for example a teak bullnose grab rail which was incorporated into the cabinetry throughout the salon and bridge. They added a gas grill to the cockpit along with a SubZero refrigerator and pull out trash compartment within the flybridge. The berth in the master stateroom was designed and built to be wider and fuller, and there was also a custom cabinet and electrical installed in the master stateroom for a sleep aid oxygen machine. "Although it seemed as if the Viking team had afforded me and this build extra attention because of Mr. Turner's long history with Viking Yachts," stated Capt. Hannum, "the reality is that they go the extra mile for all of their clients."

HITTING THE TRAIL

In honor of their 50th Anniversary in 2014, the Viking Yachts Key West Challenge was conceived, inviting Viking owners and their vessels to Key West, Florida for four days of food, drinks, fishing and family fun. Having just received hull #62-008, the Turners and Captain Hannum decided it would be a great event to debut the newest iteration of their *Foolish Pleasure*. Though admitting a steep learning curve in honing their South Florida kite-fishing techniques, they were proud participants of the inaugural event, and hope to make it part of their annual fishing and cruising plans.

During their stay in Key West, Captain Hannum and the Turners spent some time with the owners of *Odin*, a Viking 61 Enclosed Bridge, much like the former *Foolish Pleasure*. The new *Odin* will also



Richard and Bonnie Turner at the Viking Key West Challenge

be a Viking 62 Enclosed Bridge. As Hannum recalls, "we were all able to share ideas and lessons learned from the building of *Foolish Pleasure* to the *Odin* crew. It was a great opportunity for the future owners to get a hands-on look at what they are going to be building."

SUPPORTING CAST

When the Turners and Hannum took delivery of the new *Foolish Pleasure* their first stop on the way south was the Bluewater Yachting Center in Hampton, Virginia. As Bluewater Sales Professional Jud Black described it, "They didn't need a shakedown cruise, as Capt. Hannum knew they had a safety net of Bluewater locations to stop at should any trouble arise." While at the Bluewater Yachting Center, they enjoyed an overnight stay and a delicious

crab cake dinner at the award winning Surf Rider Restaurant on-site. Hannum reported the boat performed exceptionally on her maiden voyage, despite less than favorable weather, "It was on this leg of the trip that we discovered some similarities and differences between the new 62 and the old 61 Viking. Both boats provide a very seaworthy feel and comfortable ride, but in the conditions we faced, the new hull design provided a drier ride and much more efficient performance," he recounted.

"What sets Viking and Cat apart is support you can rely on..."

Their new 62' Enclosed Bridge is equipped with Caterpillar C-32s with ACERT, cranking out 1,925 horsepower each. Both

Turner and the Captain agree that it is a fantastic package. Hannum boasts, "she is fast, efficient and nimble for her size. Acceleration is smooth and effortless, while turning, docking and backing down are very predictable." Hannum has run numerous boat brands with different power plants, and he comfortably admits that they all have issues and malfunctions from time to time. He continues, "What sets Viking and Cat apart is support you can rely on when something goes wrong. The Viking team is always available to help provide assistance wherever you are and Caterpillar has service providers and outlets in most places worldwide."

Captain Hannum and the Turners have a core group of Cat professionals that they can call upon day or night and get help to keep them running smoothly. The team feels fortunate when a recommended hourly engine service on the *Foolish Pleasure* coincides at a time when the boat is already

in the Delaware/New Jersey area and they are able to utilize the local services of their long-time trusted Caterpillar dealer, and Viking partner, Ransome Cat. When asked about power throughout all of the vessels he's owned, Mr. Turner answered more assuredly than any other question: "Cat."

Turner has been rather outspoken in his support and recommendation of their engines and service, and confirms Hannum's beliefs that maintenance intervals are very reasonable and Caterpillar's Extended Service Coverage plans are superior offerings. As with all of his Viking yachts owned to-date, Turner plans to use his new 62EB at least through the life of his 10 year Cat warranty before even considering moving on to another boat. Given his impressive ownership history, that sounds like a wise and experience-driven decision. 🇺🇸

50 YEARS OF EXCELLENCE

VIKING YACHTS CELEBRATES PRESTIGIOUS MILESTONE WITH INAUGURAL KEY WEST CHALLENGE

ALWAYS READY TO PARTY, Key West is one of the handful of cities in the U.S. that inarguably never sleeps. Top that with its close proximity to world class sport fishing and its well developed lodging and yachting accommodations, and it's easy to see why Viking Yachts chose it as the destination for their exclusive 50th celebration event.

Held during the first week of April, it was timed well to take advantage of the Gulf Stream's early warming trends that typically initiate the Spring runs for pelagic species up the Eastern seaboard. On this year however it also provided for a very welcomed relief from a particularly long and cruel



winter which beset upon the majority of North America.

With over fifty Viking vessels of differing type, size and age participating throughout the weekend, this three day event was filled with plenty of food, drinks and family fun, all wrapped up in the uniquely quirky, charming and exciting atmosphere of Key West and the Conch Republic.

FUN FOR ALL

Besides the usual Captain's Meeting and tournament style fishing, the Viking Key West Challenge boasts several great events specifically designed to cater



to any and all age groups, helping to make this event truly family oriented. In addition to the sponsored dinners each night, there was also a midday barbecue pool party, a scavenger hunt, and a dock side children's fishing tournament. The Viking Key West Challenge wrapped up on Saturday with an awards banquet recognizing vessels and anglers with forty different honors across a variety of categories.





photo: JDeCastro / Against The Wind Images / Viking Yachts



Long time Viking and Bluewater partner Eric McDowell of Christi Insurance was an event sponsor



Alexis Captain Andy Morris and Mate Matt "LCB" Serafin accept Top Tuna award from Viking's Pat Healey

The success of this event was immediately obvious to all in attendance, with constant praises from owners, captains and dealers prompting Viking to quickly confirm the next Key West Challenge for the second week of April in 2015, and they're already accepting and receiving reservations.

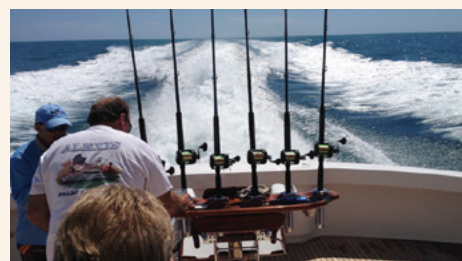
BLUEWATER CREWS

Several Bluewater Yacht Sales customers and staff were in attendance throughout the weekend, including Bluewater principles, the Hall and Black families who enjoyed fishing aboard Charles Barker's Alexis, the



impressively massive Viking 82C. Alexis and her crew were recognized in several categories of the tournament, including first place honors in the tuna and kingfish divisions. In total during the one day tournament, the fleet released 103 sailfish and weighed in over 50 fish.

Additional Bluewater customers attending the event included *Foolish Pleasure* and *Odin*, of which angler Nancy Bryant Taylor was awarded second place in the Top Female Angler category of the tournament. Interestingly, the Taylors aboard their 61' enclosed bridge *Odin*, were awaiting the delivery of their new 62' enclosed bridged while the Key West Challenge happened to serve as the debut of the Turner family's brand new 62 enclosed bridge, *Foolish Pleasure*. This coincidence allowed the two crews to discuss Viking's new 62EB model



at length, at a time when the Taylors were working through some of the finer points of their build decisions and options.

All three crews that were involved truly enjoyed their time in Key West, and were equally pleased to be there to help celebrate such an important milestone as Viking's 50th anniversary. "The Bluewater family is very proud to have been such a large part of Viking Yachts' success for much of their first 50 years, and we were honored to be there," added Bluewater partner Earle Hall. In fact, the *Foolish Pleasure* team has already booked their slip and registered their boat for the 2015 version of the event, looking forward to the tournament and activities as well as returning to that one-of-a-kind Key West atmosphere. 🇺🇸

KEY WEST CHALLENGE

The core of Bluewater's Virginia management team, the Black and Hall families, enjoyed a sun-drenched day fishing aboard Bluewater customer Charles Barker's 82' Viking, Alexis





Bluewater Sales Professionals Roger Mooney, Mark Connors and Chuck Meyers at the Grand Banks Factory



CRUISING TO A FINISH

Of primary interest to the Bluewater contingent during this visit was the final stages of construction on hull #2 of the 50' Eastbay SX model line. This hull was built with Twin IPS Volvo 900D11 engines and was delivered to Bluewater Yacht Sales just prior to the Annapolis Boat Show.

Among the great features, the new 50SX line offers a galley-down option with twin master cabins with walk around berths and en suite heads. Beyond the standard features, the boat has been

EASTERN GRANDEUR

TRAVELING TO GRAND BANKS' MALAYSIAN PRODUCTION LINE

UNLIKE MANY BOAT BUILDERS in the Far East, Grand Banks has their own dedicated yard with a long-standing history of exceptional craftsmanship, consistent seaworthy construction, keen attention to detail, and meticulous quality control in every boat they build. Bluewater brand champions Mark Connors, Roger Mooney and Chuck Meyers recently traveled to Grand Banks' Malaysia facilities where the trio expanded on their knowledge of the company's construction processes and craftsmanship capacities – such as their in-house lamination, metal work and carpentry capabilities.

One of the most notable aspects observed by our team was Grand Banks' ability to mill their own teak accents. Due to the exceptional regional resources in Southeast Asia, the carpentry team is able to stockpile large supplies of raw teak on site throughout the seasons. Grand Banks craftsmen then meticulously dry and mill these high quality materials prior to crafting them into the signature steering wheels, beautiful toe rails and lustrous interior finishes the company is renowned for.





**GRAND BANKS
50 EASTBAY SX**

LOA: 50'
 Beam: 16' 9"
 Displacement: 50,050 lbs.
 Draft: 3' 6"
 Fuel: 800 gal.
 Water: 170 gal.


Power
 Twin Volvo IPS 900D11
 700hp each

customized to provide an additional pull-out sofa in the salon which is ideal for small children but could accommodate guests of up to 6' in height. On the exterior, sun worshippers will appreciate the sun pad forward of the cabin, while their more UV ray conscious counterparts can enjoy leisure time under the aft awning that shades the entire cockpit and retracts seamlessly into the hardtop when not in use.

The cabin top boasts an expansive sun-roof to allow for natural light and good air flow while underway or at rest. In the cockpit, an optional electric grill and a custom-designed auxiliary helm center complete with joystick controls have been added. Coupled with a bow thruster and the state-of-the-art pod drives, the power system and controls provide for exceptionally simple docking and close-quarters maneuvering.

"With the IPS pod drives she is easy to handle in the tightest of areas and even the most experienced boaters have come

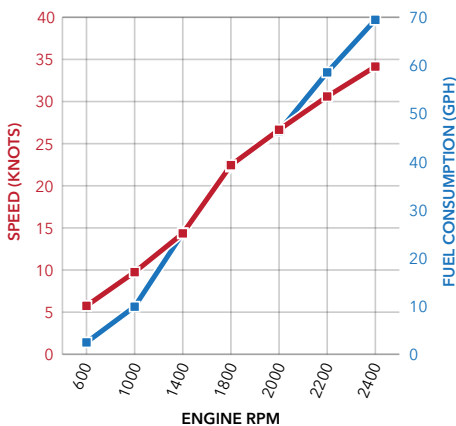
away from sea trials extremely impressed with the boat's maneuverability," explains salesman Chuck Meyers. The tracking in a high speed turn is downright remarkable – at 28 knots the wheel can be turned hard over with no slipping or cavitation, and a look back from the helm confirms the incredibly tight turning radius she can achieve. Meyers also recounts after a sea trial on the Severn River, a customer noting that he could see down the entire river through the sunroof without missing a beat as the boat cornered aggressively. Also of note for today's discerning cruiser, all this high-end performance is achieved with a very minimal sound signature – a mere 72 dB while cruising at 20.5 knots and 76 dB while cruising at 28.3 knots – with a top speed pushing 34 knots.

With this marriage of innovation, performance and high end luxury, we think you you'll agree the Grand Banks 50 Eastbay SX is a marvelous cruising solution to behold. 



He could see down the entire river through the sunroof without missing a beat as the boat cornered aggressively.

50 EASTBAY PERFORMANCE





DELIVERING ON A PROMISE

EXCEPTIONAL CRAFTSMANSHIP, SPEED & TOURNAMENT SUCCESS
HEADLINE THE LAUNCH OF THE 77' JARRETT BAY, *BLANK CHECK*

JARRETT BAY BOATWORKS' latest impressive flagship, the 77' *Blank Check*, was delivered to her anxious owners just prior to the year's tournament fishing season. From her cold-molded Douglas fir and Okume bones to fiberglass skin coated in glossy Alexseal® Cloud White, the 77' Jarrett Bay stays true to its custom Carolina heritage, yet represents the next evolution in sportfish performance and functionality.



Under Randy Ramsey's leadership, the Jarrett Bay and Bluewater teams are proud to have so successfully fulfilled the needs of the *Blank Check* team and their discerning owners, the Doyle family. After decades of boat ownership, the Doyles and their long-time Captain Danny Hearn knew exactly what they wanted in their next custom sportfish vessel, and weren't shy about asking for it. "Jarrett Bay will do just about whatever you can envision. If you imagine it, they can build it," stated *Blank Check* Captain Danny Hearn. "Everything is first-class and really sharp. The tower is massive, but extremely well balanced and proportional to the boat. An all-around awesome platform for the family to travel and fish from."

Captain Danny Hearn was and is an integral part of this boat's creation, having worked for the Doyle family since 1993. "I'm the



son of a son of a son of a sailor, and my dad was a sport-fishing captain as well." As any good captain would be, he was involved in the build of the *Blank Check* every step of the way with Mr. Ramsey and his team at Jarrett Bay Boatworks. "It's a rarity in this business to find this kind of relationship and is just one more facet of what makes *Blank Check* so special," Hearn says.

Upon entering the engine room you will find twin 16V-2000 MTUs rated at 2,600hp. Carrying 3,200 gallons of fuel, the 77 hits a

top speed of 41 knots and a cruising speed of 35 knots. "I'm very pleased with her performance. She's very quick out of the hole, turns on fish just fine, and with the underwater exhausts and those submarine doors in the engine room; is very quiet for those wishing to hang in the salon while we're underway," Hearn says.

A HOT START

On her first day offshore, *Blank Check* enjoyed a triple header white marlin release during the Big Rock Lady Angler Tournament, but that was just a taste of the success to come. As soon as fishing concluded at the Big Rock Blue Marlin Tournament, the team departed for the marlin-laden waters of Bermuda.

In the first tournament of the Bermuda season, the Bermuda Billfish Release Cup,



the *Blank Check* got things going Saturday, on day one of fishing, with a blue marlin release for angler Will Herring, scoring the team 500 points. Having the first release of the tournament turned out to be key as team *Blank Check* earned First Place Team honors, Daily Release Jackpots, Overall Release Jackpot and an invitation to the Offshore World Championship.

The World Cup Blue Marlin Championship is a unique international event held every year on July 4th and in 2013 there were 130 teams participating throughout 18 countries and territories. While fishing the Bermuda Billfish Blast, angler Kevin Gaylord reeled in the winning 668 pound marlin aboard the *Blank Check*. Prize money totaled over \$300,000 for the single heaviest marlin in the one day event, and this was the second year in a row the winning fish was caught in Bermuda. In the World Cup there is no second place.

Among the other accolades and awards for the team so far, these tournament victories have put Captain Danny Hearn squarely in the mix for Captain of the Year honors from InTheBite Magazine.

After finishing out the Bermuda Billfish Blast, Bermuda Big Game Classic and



Blank Check earned over \$450,000 in tournament purses in her first month on the water

Seahorse tournaments the crew turned south and swept through the Bahamas and Northern Caribbean on their way to St. Thomas for the renowned USVI Atlantic Blue Marlin "Boy Scout" Tournament. Though ultimately the team was not able



to overcome a slow first day of fishing, the team averaged two to three blue marlin releases a day and were in an 8-way tie for the lead going into the final day of fishing.

As their brilliant tournament showing came to a close, *Blank Check* returned stateside to receive some routine maintenance at the Jarrett Bay facility in Beaufort, North Carolina, before heading south for the winter sailfish season and to headline the company's boat show lineup.

AN EVEN BIGGER CHECK

In the midst of this successful and award winning season, Dan Doyle Sr. and Jr. were also busy planning years into their

sport fishing futures. In fact, since taking over the ownership of the in-progress 77' build in Fall 2011, the Doyles were already contemplating a bigger boat – one that allowed them to enjoy the custom construction process from the very beginning this time. Doyle Sr. explains, "The process of building a boat with Jarrett Bay is like being a child anticipating Christmas. In this case the boat was so much better than I ever imagined. This team needs to stay together and execute many more works of art. In fact, we are counting on it."

Recognizing their opportunity to seize a coveted new construction slot at Jarrett Bay, the Doyles recently contracted the construction of an 84 foot custom build that is now underway and targeted for completion in June of 2016.

While the length grows by seven feet, many of the specifications that make the 77' *Blank Check* a success in performance, efficiency and comfort will remain the same in the 84, including

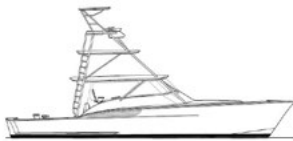


"...This team needs to stay together and execute many more works of art."

the sub-six foot draft, twenty-one foot beam, and the twin MTU power plants. Perhaps most notably, the fuel capacity will swell from 3,200 to 4,000 gallons, which illustrates the owners' wishes to undergo even more ambitious long-range billfishing campaigns. In the meantime, the Doyle family and Captain Danny Hearn and crew plan to enjoy the 77' to the fullest extent while the artisans at Jarrett Bay ply the team's next masterpiece. 🇺🇸



IN-PROGRESS CUSTOM BUILDS AT JARRETT BAY



46' EXPRESS

Length: 46'
 Beam: 15' 4"
 Draft: 4' 6"
 Water Line: 41' 5"
 Cockpit: 122 sq. ft.
 Dry Weight: 41,500 lbs.
 Fuel: 800 gal.
 Water: 100 gal.
 Holding: 30 gal.
 Power: Twin Cat C-18s



64' CONVERTIBLE

Length: 64'
 Beam: 18' 6"
 Draft: 5' 3"
 Water Line: 58' 0"
 Cockpit: 140 sq. ft.
 Dry Weight: 78,000 lbs.
 Fuel: 1,800 gal.
 Water: 250 gal.
 Holding: 50 gal.
 Power: Twin Cat C-32s w/ACERT

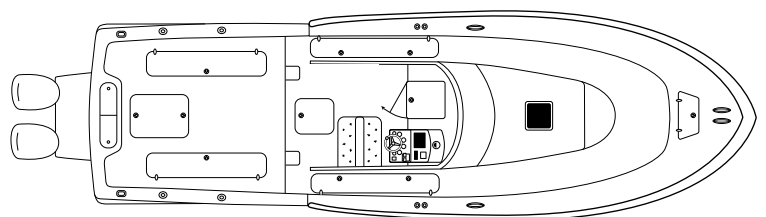


84' CONVERTIBLE

Length: 84'
 Beam: 21' 8"
 Draft: 5' 8"
 Water Line: 75' 6"
 Cockpit: 260 sq. ft.
 Dry Weight: 140,000 lbs.
 Fuel: 4,000 gal.
 Water: 350 gal.
 Holding: 250 gal.
 Power: Twin MTU 16V 2000s

34' SEMI-PRODUCTION WALK-AROUND EXPRESS

Construction: All Fiberglass
 Length: 34'
 LOA w/Outboards: 37'
 Beam: 11' 2"
 Draft: 2' 0"
 Fuel: 327 gal.
 Water: 50 gal.
 Standard Power: Twin 300hp Yamahas
 Dry Weight w/Standard Power: 8,500 lbs.



HOW TO MARKET YOUR BOAT

AS THE ADAGE GOES, “the two happiest days of a boat owner’s life are the day they buy a boat and the day they sell it.” Although it may seem simple to swab the deck and stick a ‘For Sale’ sign on the bow, in reality there are many steps to ensuring you can make a sale in a timely fashion for the price you desire. Here’s how to prepare for what will hopefully be one of your “happiest days:”

PRICE IT RIGHT

The number one key to selling a boat quickly is to price it right. An overestimated valuation will virtually guarantee your listing will languish on the market for a lengthy period. In order to reach a fair asking price that will grab a potential buyer’s interest, you have to think like a buyer. Search for comparable boats through as many online resources as possible and avoid comparing boats with more features than yours, as that will lead to overpricing. Contact the brokers or sellers of comparable vessels to ask how long their boat has been for sale. This could provide an indicator of whether or not their boat is priced competitively. Ultimately, you have to take your emotions out of the process if you want to sell your boat quickly.

EXPOSURE

You need to get your listing in front of as many qualified buyers as possible. At first you may not see the value in contracting a listing agent, but after a couple of weekends dealing with “tire kickers” and no-shows, – or worse yet, not receiving any leads at all – you might rapidly change your tune.

A sales professional can quickly and accurately assess your boat’s fair market value through research and first-hand knowledge. You



You may ask them for a marketing plan tailored for your boat that includes MLS listings

along with print advertising and digital promotions. In addition, ask them to prepare a comparative market analysis for you and ask each for advice. Don’t be afraid to ask how they handle closings, escrow funds or negotiate potential trade-ins. Your comfort and confidence throughout the

entire transaction is important, and a little footwork in the beginning will pay off big in the end. When choosing a professional, they should be familiar with the type of vessel you are selling and also exude a sense of ambition and passion for working with you. A true professional will help steer you through the entire process from listing to closing, all in a courteous manner.

PREP, PREP, PREP

First impressions are everything. Before photographing or showing the boat, thoroughly clean her inside and out. Check every compartment for dirt or grime that might offend a buyer. If there is anything not working or that needs attention, take care of it! You may also consider hiring a marine technician or surveyor to do an inspection and make certain everything is ship-shape. When you feel you have completely cleaned and staged your boat for a successful sale, make certain you re-enter the buyer state of mind. Tour the boat as if you were preparing to put an offer on her, and if something does not pass your scrutiny test, correct it.

SHUTTER, CLICK.

Keep in mind the old saying, “a picture is worth a thousand words.” This has never been more true than in today’s high paced, short attention span marketplace. When photographing the exterior, it is ideal to have the boat in open water, not at the dock. Pilings, other boats and even buildings in the background can easily obscure your vessel’s profile. Within the interior, it is often advisable to use a wide angle lens, as it will help in making the more confined spaces of your boat seem larger. Clean surfaces and counters always help make



an area appear more spacious and inviting, if there are any items or clutter you were unable to remove during your cleaning and detailing of the interior, be certain these are stowed during your photography session.

These tips may seem elementary, but you’d be surprised how many sellers break some, or all, of these cardinal principles. 📸

TURN-KEY PREPARATION

EXTERIOR: CURB APPEAL

- Detail the exterior, all surfaces must be clean and shiny
- Brighten any teak with a fresh coat of varnish or Cetol
- Clean all windows, port lights and hatches both inside and out, caulk if necessary
- Ensure enclosures and canvas are in good condition
- Clean dirty shore power cords
- If the vessel is out of the water, ensure it has fresh bottom paint, new zincs and available power - buyers can’t view your boat if there is no functioning lighting.
- For winter showings, consider keeping the boat in the water and out of the snow. Sales opportunities can be lost if your boat is iced in or blocked by other boats in storage.

INTERIOR: CLEAR THE CLUTTER

- Always empty garbage
- Add air fresheners to rooms, lockers, drawers and bilge
- Clean out all appliances and cabinets
- Clean and air out any musty smelling areas
- Ensure all light fixtures operate
- Clean and clear all surfaces, floors, counter tops and lockers
- Remove or replace worn rugs and carpets
- Polish chrome faucets and mirrors
- Pump out the holding tank and shower sump
- Re-caulk tubs, showers and sinks
- Hang fresh towels
- Replace worn out bedding and pillows, or use coverlets



MECHANICAL: EASY FIXES

- Fix any leaks, inspect and tighten hose clamps
- Clean the bilge until it is spotless and free of both mold and oil
- Check fuel/water separators - these are one of the first items visitors see in the engine room
- Ensure all electrical connections are intact
- Ensure all gauges and alarms function
- Prepare all oil and filter change records

DOWNEAST EASY





WHIZZING BY THE SUN DRENCHED SHORELINE everyone aboard quickly agreed we had a winner on our hands. On this beautiful summer day in Belfast, Maine several Bluewater representatives had pushed off from the dock to help put hull #1 of the Back Cove Downeast 37 through her paces. Scott James, Hank Sibley, Bill Berger, Johnny Hicks and Jan Boone accompanied Back Cove and Sabre personnel on a successful and picturesque demo ride, easily proving this newcomer to the Back Cove lineup has what it takes to impress.

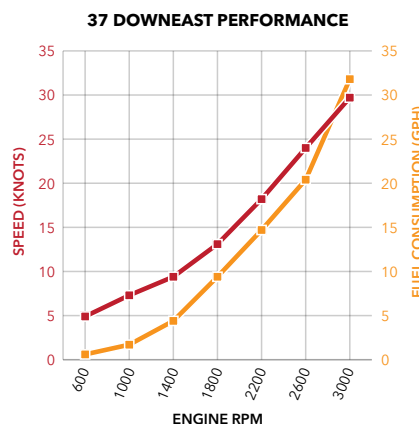
A beautiful modern design with traditional lines, the Downeast 37 is thoughtfully rigged and appointed for easy single-handing and comfortable



BACK COVE DOWNEAST 37

LOA: 42' 6"
 Beam: 13' 3"
 Displacement: 21,100 lbs.
 Draft: 3' 3"

operation for cruising couples of any skill level. Below, the layout boasts an island berth, functional galley and entertainment center and fantastic storage space and machinery access throughout, making relaxation and maintenance a breeze. On deck, convertible seating and a retractable cockpit awning ensure a comfortable day on the water for a variety of guests and activities. Approaching 27 knots at only 65% load, the single Cummins Diesel effortlessly propels the 37. It also sips fuel at the miserly rate of 2 nmpg at a comfortable cruise of 22 knots. While this new design and her modern controls signify a new chapter in the Back Cove line, her heritage and timeless styling also make it easy to appreciate.  



Fuel: 300 gal.
 Water: 120 gal.
 Power:
 Single 600hp Cummins QSC 8.3



EXPERT OPINIONS



Hank Sibley

What I love are the wide decks to the bow and the ease of use for one person to dock the boat with bow and stern thrusters. It's speed and efficiency are a big plus, as the boat cruises easily at 25 knots with very low fuel burn. I am also impressed with the soft ride. The entire boat is easy to keep clean and is manageable for as few as one to two people.



Scott James

I ran the boat on a choppy afternoon and was very impressed with the quick throttle and helm response, the nice flat running angle and the low, flat wake. To me, the flat wake is indicative of a boat that is moving through the water with very little effort. This is an easy, pleasant boat to run.



Mark Connors

I was very impressed with the ride, the cruising speed, efficiency and the low noise levels at the helm. The layout is fantastic for a couple who like to entertain as well as spend a few nights aboard cruising. I feel that Back Cove hit a home run with this boat!

TIME FOR TWO

VIRGINIA COUPLE PREPARES FOR MARRIED LIFE WITH A NEW BACK COVE



"Selecting a name for our new Back Cove 34 was a lot harder than we thought," says Kelly Mire and Alicia Carberry. "It took a lot of brainstorming, but finally *Tilly Time* just sort of popped out at the end." Mire continues, "Ironically, Tilly is Alicia's childhood nickname courtesy of her big sister. She didn't like it at the time, but she does now." Kelly and Alicia have been newly inducted into the Bluewater family and are also busy planning their Bermuda wedding for the Fall. The couple's new boat purchase stemmed from over a year of searching for a "weekender" style boat that they could enjoy cruising and entertaining with their family and friends, but would



Yacht Sales had a 2014 Back Cove 34 in stock that Mire and Carberry had seen at the Annapolis powerboat show. Connors and Bluewater put together a great deal on the brand new model. Mire describes the process, "Mark was incredibly helpful with the many questions we had about



"Back Cove has pulled everything we wanted into a great package, at a reasonable price point."

also prove a capable performer in open water and while exploring Chesapeake Bay. "We both love the classic lines of Downeast boats, and Back Cove has pulled everything we wanted into a great package, at a reasonable price point." Mire added.

Originally the pair was not looking to purchase a brand new boat, and had found a very clean 2013 Back Cove 34 available. Bluewater's Mark Connors helped the couple prepare an offer, but immediately before presenting it, the boat sold. Fortunately for them, Bluewater

purchasing and owning a boat of this type, because it was very different from what we were used to. He brought us a level of knowledge and confidence that allowed us to feel comfortable we were making good decisions." Having closed on the boat during the holiday season, they were able to spend New Year's Eve on *Tilly Time* before wintering the boat at Bluewater's Hampton yacht yard. Mire and Carberry reminisce, "We stayed at the dock, but it was a great way to spend our first overnight on her, watching fireworks and ringing in the new year on our new boat.



"We had planned to explore around the lower Chesapeake surrounding Hampton during the early Spring, but the long Winter got in the way." They enjoy visiting St. Michaels and Oxford, Maryland and plan to spend the summer months on the Magothy River, along with attending the Bluewater Summer Cruise to Tangier Island in July.

Speaking about the Back Cove 34's layout, the couple enjoys the galley-up design which affords for an open and flexible area to entertain guests while also carving out more room below for the stateroom, head and full size shower. Naturally, Mire approves of the low operational costs of the single Cummins engine, while the propulsion package still includes a bow and stern thruster that help take the stress out of short-handed docking scenarios. Moving up from much smaller runabouts and center consoles is not without it's learning curves, "At this point, we wanted something that we felt comfortable learning to handle and gaining experience with." Mire explains. Ultimately they may move up to something big enough to comfortably accommodate more people for longer journeys, "but that will likely be a few years out. Of course, Mark [Connors] will be the first to know when we are ready." 🇺🇸

SOMETHING FOR EVERYONE

SEASONED SPORTFISHERMAN BEGINS A NEW CHAPTER ABOARD SABRE 48

LITERALLY DOZENS OF BOATS have comprised Robert Bocchino's resume of boat racing, cruising and fishing, including center consoles, cigarette boats, and several large sportfish convertibles. Always passionate for learning about new technologies and design, he's been a frequent boat show attendee, and it was at a show many years ago that he first forged a lasting relationship with Bluewater President Jan Boone and Sales Professional Bob Hoste (both then working at Hatteras Yachts) while he purchased his first Hatteras. Bocchino actively fished the major Atlantic tournaments aboard

In addition to journeys up and down the Atlantic coast, Bocchino has cruised and fished the Bahamas multiple times and also visited Cuba.

Now nearing retirement, Bocchino enjoys life as a transient between his homes in New Jersey and Jupiter, Florida, and has been looking for a more manageable cruising yacht to make seasonal intracoastal trips with. Bocchino had been eyeing what Sabre yachts had to offer for a few years, and after sea trialing one in Florida, he was impressed with the taught handling and smooth ride, however he did not want to

wait to take delivery of one from the factory. After learning of the availability of the company's in-stock Sabre 48, he was at the Bluewater Yachting Center in Hampton, Virginia without delay to test the boat. Casting his racing and fishing past into his wake, he now looks forward to cruising at more reserved and economical speeds with his new Sabre 48 Express.

Bocchino and his wife took time deciding on the upgrades and

customizations they would have installed on their Sabre, knowing this was a vessel they would spend several years travelling with. They rarely travel alone and prefer to bring another couple along for their voyages, which is why he praises the 48's

SABRE 48 EXPRESS

This two stateroom, two head express features a flag blue hull, cherry interior cabinetry and cruises quietly at 30 knots.

LOA: 48'

Beam: 15' 4"

Displacement: 40,000 lbs.

Draft: 3' 9"


Fuel: 525 gal.

Water: 160 gal.

Power

Twin Cummins QSC 8.3s
600hp each

double stateroom layout with separate private heads. "We like to provide high-end accommodations to our guests rather than second rate sleeping quarters," Bocchino says. His admiration for his new Sabre includes the Zeus Pod drives and the highly efficient twin Cummins QSC diesel engines. Not only is this vessel easy to maneuver at the dock, its handling is sporty, executing composed and confident turns while exceeding 32 knots.

In their new Sabre, the Bocchinos feel they have found a boat with the perfect size and accommodations to fit their changing lifestyle. "This is why we focus on offering a complimentary suite of quality new boat brands. We have something everyone can appreciate," Boone explains. "It is deeply satisfying when old friends return and we can repeatedly help them sell and purchase their dream boats. All of us at Bluewater truly relish these opportunities to help customers turn the page on the next chapter of their boating history." 



The Bocchino's Sabre 48 offers rather opulent living spaces

his first Hatteras and when it came time to upgrade he again worked with Boone and Hoste to seal the deal on a new GT60. A few years later he bought his third new Hatteras while waiting out the 38 month build of a custom 67' Willis he had ordered.

REGULATOR UNIVERSITY

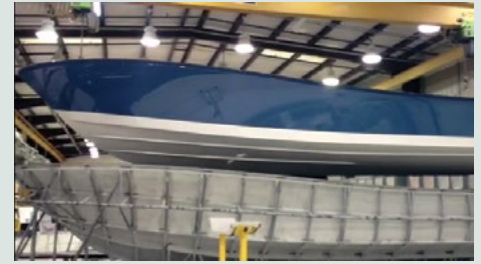


Bluewater Yacht Sales staff participate in a factory tour at Regulator Marine

Several delegates of Bluewater sales professionals have made a number of recent trips to the Regulator Marine facility in Edenton, North Carolina for their "University" meetings. Primarily a factory tour and dealer meeting, these events provide our sales people with opportunities to learn more about specific production processes, pour over new models and exchange feedback and product ideas directly with the Regulator team.

"It's all about working closely with the manufacturer and our customers to bridge

that communication gap, innovate to their changing needs and ultimately bring the best boat we can to market," explains Bluewater President Jan Boone.



A Regulator 34 being pulled from the mold

SEE JACK RIDE



NO STRANGER to boating or fishing, Jack Taylor has owned several boats built by Viking Yachts and Regulator Marine throughout his life. While the design and lengths of these boats have varied greatly, one thing has remained constant for him: his relationship with Bluewater Yacht Sales, its founders Chris and Earle Hall, and salesman Jud Black, who he has bought six boats from. Taylor explains, "I consider Chris, Earle and Jud personal friends. Jud is a great and honest guy and is always a pleasure to work with."

Taylor has enjoyed many sportfishing boats over the years, however he has stayed loyal to his brands, much as he has remained loyal to Bluewater. He has owned three Viking Yachts in his lifetime, a 43, a 55 and a 61 and enjoyed all of them. However, as his fishing activity has wound down in recent years, and knowing that he no longer desired to sleep aboard his boat, his focus shifted to smaller boats. He found Regulator's line of hard-core fishing center consoles fit

his changing needs nicely. Now on his third new Regulator, Taylor describes how reliable and sturdy he has found the boats to be. His first Regulator was a 23, the second a 26, and now his most recent, a 34, and Bluewater helped sell the prior boats. As the largest model in the Regulator Marine lineup, he has grown fond of the 34's stability and points out that in hard cornering, the boat is compliant and steady, "leaving your crew feeling confident rather than scrambling for something to hold onto." The maneuverability at low speeds has also impressed Taylor, as he has often drawn onlookers' attention as he effortlessly swings the 34 into a tight spot at a restaurant or marina.

MAKING IT YOUR OWN

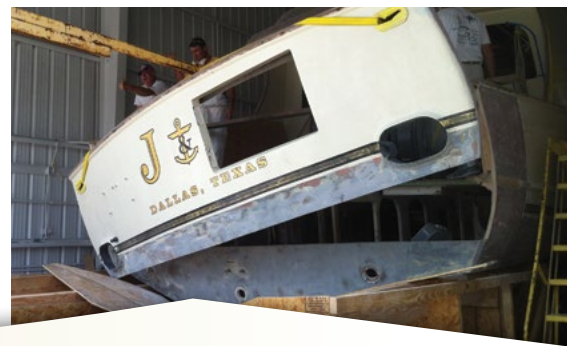
Before taking delivery of his latest Regulator, Mr. Taylor entrusted the Bluewater Yacht Yard in Hampton, Virginia with several customizations. "I've always been very satisfied with the work performed on my vessels at the Bluewater Yacht Yard. Even for those times that parts are delayed, or the project takes longer than originally anticipated, the Bluewater team handles it appropriately and never disappoints with their quality of work." His new Regulator 34 received custom multi-colored striping

on the Carolina Blue Hull along with a pair of Stidd helm chairs for those days his back is not complying with his desires to be on the water. With full-height curtains attached to the t-top, Taylor does not allow the brisk mid-Atlantic climate to keep him from enjoying a day on the boat. He says they take the boat out at least once a month, in every month of the year, adding, "If I have a day off from work, I check the weather."

"A calm sunny day with the temperatures barely cresting 50° is great for a day out on the water."

Although he is no longer as active as he once was with big game fishing, Taylor still enjoys getting out on the Chesapeake for the kind of day trips that the Regulator 34 makes quick time of. Taylor also added he looks forward to the Bluewater Summer Cruise to Tangier Island, Maryland as well as his own scheduled trips to Ocean City and Annapolis.

Taylor is so hooked on the rugged durability and quality construction he has observed in his Regulator boats that he is hoping they will announce something bigger than their current flagship 34, "If they built a boat in the 40 foot range I would be the first one in line." And we're confident Bluewater will be his first choice to help make the boat his own and get him on the water to enjoy more Chesapeake sunsets. 🇺🇸



STRETCH JOB

A COCKPIT EXTENSION AND TOTAL REFIT TRANSFORMS A 63' HINES-FARLEY SPORTFISH INTO A 66'

WHAT HAPPENS when yacht owners need more space but just can't bring themselves to part with their pride and joy? For some, an extension of their current boat is the answer.

J&B is a Hines-Farley sportfish yacht which the Jarrett Bay service department hauled out as a 63' but returned to the water as a completely updated 66'. An incredibly intricate project undertaken with Phillips Project Management of New Bern, NC, the boat's transom was removed with surgical-like precision and the bridge deck, engine room, bulkheads and cockpit rebuilt to provide more space for a mezzanine level, as well as make it the longest and fastest Hines-Farley on the water today.

J&B underwent a complete repower with twin C32 ACERT Caterpillar engines, along with new generators, fuel and freshwater systems, a bow thruster addition, and an exhaust package with improved ventilation. She also received custom interior upgrades, extensive rewiring and electronics upgrades, along with new paint from top to bottom and a new full-size tower.

The entire rebuild took place from start to finish at the Jarrett Bay Marine Park and received attention from a myriad of park affiliates including Bausch American Towers, IMS American Electronics and Gregory Poole Cat®. All in all, she is an impressive example of Jarrett Bay and Bluewater's comprehensive service and refit capabilities.



NEW LIFE
Teams from over 10 marine service companies worked hand in hand to rebuild and upgrade almost every aspect of *J & B*

Photos courtesy of Phillips Project Management & Jarrett Bay Boatworks



J&B was run over 8,000 nautical miles round-trip to be cared for at Jarrett Bay



DECISIONS, DECISIONS

The process of J&B's renewal actually started as long ago as the 2011 Fort Lauderdale International Boat Show, when the owner ultimately decided there were no new boats available that could break his devotion to his long-treasured rig. Enter seasoned project manager Marc Phillips, who worked for builder Hines-Farley from 1985-1999 and was involved in the initial construction of this fine custom boat. Now working independently, Phillips was tapped early on as a natural choice for leading this special refit project. Having worked for Hatteras Yachts after his tenure at Hines-Farley, Marc also had pre-

established working relationships in North Carolina with the Jarrett Bay and Gregory Poole CAT teams.

Slicing open a one-of-a-kind sportfish yacht is not for the faint of heart and working with an experienced yard and staff such as Jarrett Bay presents many benefits. Nothing would seem to encapsulate the owner's and captain's complete trust in Phillips and Jarrett Bay more than their eagerness to run the boat over 4,000 nautical miles – on her own bottom – from Puerto Vallarta through the Panama Canal and Caribbean, just to get to the Jarrett Bay yard in Beaufort, North Carolina. Ultimately the decision to bring the boat all that way was made due to the long-term availability of an enclosed service bay at exceptionally competitive prices, as well as Jarrett Bay's willingness to take on such a large project with Marc's close supervision during the dissection and rebuilding of her hand-built framework. Phillips explains, "A strong team was our concept from day one. The owner, his captain, Jarrett Bay, the design team and all the subcontractors fully embraced that concept."

Finding a willing service team however is just the start on a project as complex as this. Experience, adaptability and communication are equally important traits throughout the lifespan of an ambitious



TRICKED OUT

Project Manager Marc Phillips and the Jarrett Bay team performed a multitude of upgrades over the course of the project. Here's what Marc had to say about some of the notable new features for J&B.

Power

"Jamie McDonald at Gregory Poole (Cat) was able to come up with the power, weight and pricing that was a perfect match for the boat. The Cat® Three60 controls and GPLink system were the crown on top of an already great engine, gear, and thruster package."



ON THE WEB:

gregorypoole.com/marine

Tower

"After over 8 years of west coast marlin fishing with the original tower, the



captain knew what he wanted and Bausch American Towers designed a piece of art that complemented the lines of the boat."

ON THE WEB:

bauschamericantowers.com

Remote Monitoring

"GPLink is a fantastic tool to keep track of the vessel. On the way up the captain felt at times he was all alone with no safety blanket, with GPLink he knew we were all looking out for him. I still monitor the boat for alarms and performance regularly and always will. It's an amazing feature that works flawlessly."

ON THE WEB:

gplink.com





project. "Through constant communication we were able to hit our goals even though we were frequently adjusting the scope of work. In the end the owner was amazed at the quality and quantity of work we all accomplished in 14 months," adds Phillips.

A DAY AT THE PARK

Home to Bluewater Yacht Sales' Beaufort, North Carolina headquarters, the Jarrett Bay facility is situated in the Intracoastal Waterway just north of Beaufort Inlet and is one of the most complete yacht service centers in the United States. Directly adjacent to Bluewater's office space, the haul-out basin is the beating heart of a 175-





"Anything you want to accomplish on your boat can be done right here."

acre marine industrial park, with nearly two-dozen occupants providing every kind of marine service and product imaginable.

The service yard features three travel lifts with capacity up to 220-tons, nearly 1,500 feet of floating docks and throughout the course of a calendar year, the team hauls out over 600 boats for maintenance and projects of all types and sizes.

Owner Randy Ramsey explains, "Our idea was to bring together like-minded marine companies in a way that we can all work with each other and provide ultimate service to our customers. If you bring your boat to Jarrett Bay – whether its a large or a small job – you'll work with a single service manager who can coordinate every trade service. From rebuilding engines, installing a new tower, full paint jobs – anything you want to accomplish on your boat can be done right here."

Jarrett Bay is authorized to provide repair and warranty work for all of Bluewater's new boat brands and it's easy to see why major production builders such as Lazzara, Hatteras, Grand Banks, Nordhavn and Viking have fully entrusted them with the scope of those responsibilities.  



AMAZING CAPACITY

- Servicing approximately 475 boats/year ranging in length from 16' to 135'
- Performing 600-700 haul-outs/year, with more than 9,000 haul-outs since 1998
- Nearly 300,000 items in inventory, valued at more than \$1,000,000
- Over 7,000 gallons of paint applied in 2 years
- 15,177 board feet of teak installed in 2.5 years - this would cover the cockpits of 120 Jarrett Bay boats
- Hauling 150 yachts in 4 days, Jarrett Bay sheltered a total of over 220 vessels during Hurricane Irene



PALACE TIME

TOURING PRINCESS YACHTS' EXPANSIVE KINGDOM

A CONTINGENCY of Bluewater Sales Professionals recently traveled to Princess Yachts' United Kingdom factories, where they learned first-hand why the Princess name has become so well associated with the finest in luxury motor yacht design. Princess' production line has always been vertically integrated and they are capable of fabricating nearly every component for their yachts in-house. Despite coordinating production across five facilities, the fulfillment process and distribution of materials is incredibly efficient, allowing the

company to manufacture over 300 boats per year. Touring their Plymouth, England location, our team observed how Princess incorporates the latest advancements in technology such as resin infused construction processes for their hulls – ranging from 39' up to 131' – all of which excel in performance, style & seaworthiness.

As part of the Moët Hennessy Louis Vuitton (LVMH) family, Princess' design appointments and production philosophies are being heavily influenced by Louis Vuitton's couture look and vastly successful business experience. However, the factory has always been quite open to outside input from their American and Australian counterparts, who regularly advise on the specific features and appliances necessary to appeal to each continent's differing customer types. James Noble, Marketing Director at Princess Yachts America explains, "In Europe these yachts typically do not require some of the accoutrements that our U.S. customers have come to expect, such as larger showers, higher capacity air conditioning, large hardtops and generally more open layouts. For 19 years we've been involved from the very

beginning of the design process to help spec out the North American versions of each Princess model."

Always a debt-free company, and now re-energized by the financial investment and resources that LVMH and L Capital bring to the playing field, Princess is poised to be unrivaled in their class. The improvements to style and performance, and the addition of the M-Class yard for 100'-plus vessels speaks loudly to these investments. New facilities, new production mantras and frequent new model designs demonstrate Princess Yachts' commitment to being the very best in many markets throughout the world. This was resolutely clear during our team's recent visit and we would love to share more of what we learned with you. Bluewater brand champion, John McDevitt advises, "For anyone in the market for a best-in-class sport cruiser in the United States, we firmly believe you should look no further than Princess' highly refined line of motor yachts. 🇺🇸"



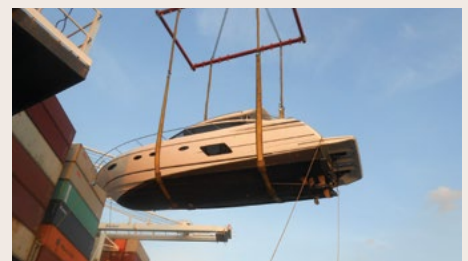
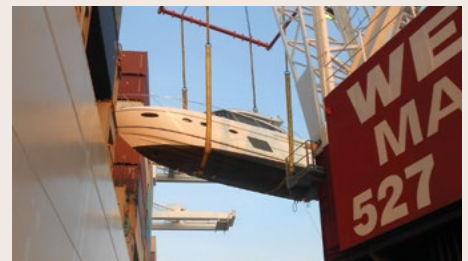
Courtesy ** How to greet a Princess**

ON A STEAMY NIGHT in the Port of Newark, New Jersey, personnel were standing by to assist in the off-load of the latest shipment of vessels originating from Princess Yachts in the United Kingdom. On this particular evening, Bluewater Sales Professional John McDevitt helped oversee the unloading of a V52 Express and a 60 Motoryacht from the imposing container ship that had transported them safely over the North Atlantic. For nearly 15 years, McDevitt has been part of the small group of yachtsmen involved with launching, inspecting and running new Princess Yachts. This night the team was charged with running the 100+ nautical miles from Newark to New Gretna – home of the Viking Yachts facility. As McDevitt summarizes it, “these pre-deliveries are both challenging and interesting.” How the boats are prepared for shipping, loaded, secured, transported, launched and run to the Viking docks for quality control is an undertaking that not many boaters have likely thought or heard about.

With a staff of approximately 20 people, Princess Yachts America (formerly known as Viking Sport Cruisers) performs an array of logistical preparation in the design, delivery and support of these luxury motoryachts.

During this process, the role of Captain is greatly expanded as members of the transport team are made responsible for checking the boats’ condition prior to launch from the container ship, as well as creating a punch list of action items during the trip to the Viking facility. Power systems and battery conditions must be checked and confirmed before launching so that the boat can be safely started as soon as she’s lowered into the water by the sling crane. Onboard fuel is usually minimal as many of the container ships are not rated or approved to carry flammable and combustible liquids. In the past, much of the vessel’s gear was not installed in order to protect it during shipping or reduce clearances.

On this off-load the boats were scheduled to run to the Viking facility the next morning and despite tornado warning conditions, the new arrivals performed





PRINCESS V52 EXPRESS

LOA: 54' 6"
Beam: 14' 7"
Displacement: 46,297 lbs.
Draft: 3' 9"
Fuel: 440 gal.
Water: 80 gal.

Power
Twin Cat C-12s with ACERT
715hp each

flawlessly. These particular stock boats were then prepped by the capable quality control team at Princess Yachts America before appearing in Bluewater's "Princess on the Chesapeake" VIP Tour and subsequent season of boat shows.

PRIMING AND PREPPING

Typically once the new vessels arrive in the U.S., it takes two to three weeks to fully commission the vessels according to Marketing Director James Noble. Approximately 40% of these yachts are usually pre-sold hulls which are promptly delivered to their owners, while the remainder are inventory boats held by Princess for dealer and boat show demos. "In the down market a few years ago we were averaging six or seven new boats brought over for Fort Lauderdale and then another six or seven for the Miami Show. Now we're approaching 40 vessels a year imported and commissioned between our two East Coast facilities." It varies on each shipment, but the majority of vessels are outfitted at the Viking Service Center in Riviera Beach, Florida and the remaining in New Jersey at Viking headquarters.

At Princess, the process of appointing a European-built boat for North America consumers starts at the very beginning of the design phase. Princess North America staff are involved in specifying the differing features, electrical systems and appliances required to bring the boats to market. Out of necessity, the North American models

have drastic differences in their electrical systems. Not only do the boats need to conform to different standards such as 110 volt alternating current, but circuit breakers, wire gauge and appliances all must be re-sized appropriately as well. The designs also feature more power outlets throughout, including GFI protection, and are also typically outfitted with retractable shore power cords. With the dawn of the global economy, the process of acquiring region specific appliances has become much easier, but about two containers a month are still sent from the U.S. to England, shipping over the more hard-to-acquire and custom-requested equipment for American customers' boats. By this method, when the yachts arrive in the U.S., "there is very little that still needs outfitted besides perhaps some water maker options or completing and testing the satellite television," Noble explains. Nevertheless, each boat is put through a thorough series of tests, sea trials and ABYC surveys, before being delivered to a customer or the show circuit. Says Noble, "The checklist is 200-300 items long."

EXPERTLY RUN COMPANIES

Princess and Viking have had a long (and to the uninitiated, confusing) relationship; but it's really quite simple. Working at Viking Yachts in 1995, Tom Carroll initiated the partnership and importation of Princess Yachts to the U.S. and the company oversaw their commissioning. For some time these yachts were branded

as Viking Sport Cruisers. But now that the Princess brand is flourishing in America, the companies have opted to discontinue the use of the Viking Sport Cruiser nameplate and rely solely on the strength of the Princess brand.

Both Princess and Viking have a wealth of similarities Noble says. "Both companies have been around for over forty years and their respective founders have been very hands-on managers throughout most of their history. Because of our relationship, Princess and Viking share some of the longest tenured dealers in the industry. Some of them, like Bluewater, have been working with us for 40-some years now."

"A Princess Yacht is an amazing product as soon as it leaves the factory, but we're here on the other side to see to its final sale, delivery and service, as well as provide steadfast warranty support. We are fully stocked with spare parts and our dealer network – which Bluewater is a very big part of – provides over 45 support locations along the U.S. coast."

Princess Yachts America pride themselves in working closely not only with their dealers, but directly with customers as well. "Despite having delivered approximately 600 yachts over 19 years, we still know where pretty much every one of those boats is," Noble says – an impressive feat of logistics in and of itself.



DOING HARD TIME

HOW TO MAKE THE MOST OF YOUR BOAT'S TIME OUT OF THE WATER



THE ANSWER TO WHY one goes through the expense and effort of owning a boat is generally summed up in the experiences that occur while it's afloat. When you take the water out of the equation, some of the sparkle diminishes. Words like *haul-out, maintenance, engine work, rebuilds* – none compare favorably to *summer cruise, sandbar, blue water, or even the most basic, boat ride*. The simple fact is that time spent in the yard is viewed as “on the hard” in more ways than one. Few anticipate yard visits with much more than a mild sense of dread and an eagerness to get to the other side of it. It is work after all, and often intimidating. But the truth is, when done right, it's not that hard and the end result is worth every minute.

GROUND WORK

Your first time in a yard should be just the beginning of a long and meaningful relationship. Laying down a good foundation is important. A continuous support model such as the “24/7 worldwide” mantra embraced by the Bluewater Yacht Yards is meant to enhance your boating experience – it's your backup.

For customer Steve Jones, a stay in the Bluewater Yacht Yard in Hampton dramatically altered his entire boating experience. Jones has a type of muscular dystrophy that primarily affects his legs. He uses a motorized chair for his adventures in lieu of legwork, and decided long ago that his condition would only be a limitation to his lifestyle if he let it become one. As an avid fisherman he figured it would just take the right boat and setup for him to continue to hang with the rest of the offshore fleet. Though his initial thoughts regarding

accessibility first pointed towards an open, walk-around platform, extensive research and a lot of talk changed his mind. With the help of Bluewater sales associate and friend Kevin Pankoke, he looked at a lot of boats, traveled to many shows and spoke to the best boat builders. After six months of this pointed research he decided that with the right help and a few “tweaks” a convertible sportfish would do a better job of getting him where he wanted to go. When Kevin showed him the 52 Viking he knew it was the one—or could be—and so *Cuttin' Up* hit the drawing board.

“It was a great experience... creatively overcoming the obstacles and then designing and building the solutions.”



Bluewater staff demonstrate the hinged belly band and custom davit designed to lift Jones and his motorized chair

DREAM BIG

He knew what he wanted to do and had a general idea of how it should work. What he didn't know, was how it could be done, or who could do it. Directly next door to the Bluewater Yacht Sales Hampton office and the sprawling Bluewater Yachting Center rises the hub of the Bluewater Yacht Yard. It was there that Jones met the cast who would make it all happen. He had a vision and he turned to Earle Hall and his crew to bring it to life. “I knew what I wanted. What I needed was the technical know-how to actually make it work, and somebody to build it. These guys have the skillset, and

then some.” Jones learned early in life that the answer is always “no” if you don't ask. He knew that just because nobody had done this particular type of project before, didn't mean it couldn't be done. For Earle Hall it was a test of sorts. “I've always said we could do anything to a boat and make it look like it was always supposed to be that way. In fact, a lot of the things we do all the time now are because someone came along and just asked for it, and then somebody else wanted the same thing until everyone had to have it that way. Steve's project looked different because nobody had asked

us before, but individually the pieces were interesting and doable. It was the sheer scope of modifications that was the most challenging aspect.”

COMMUNICATE GOALS

In a nutshell, the premise was to make the boat completely accessible to someone who cannot lift their legs. Jones' goal was to refit or modify the boat such that he could board, get to the bridge, run the boat (and fight a fish,) get into the fighting chair (and fight a fish,) enter the salon, and traverse down the companionway into the staterooms and head – all without having to lift a leg or ask anyone else to do it for him. Jones can only move his legs across level surfaces, so essentially he wanted to address

every level and either add a transition, or make them common to the next. As in any boat design, every inch counts. That is where the conversation with the service technicians began. Earle Hall remembers it vividly, “You'd be surprised what you don't notice about your own two feet. In order to do this right we had to listen very closely to everything Steve pointed out and then figure out how to make it workable for him. It was a great experience getting into the customer's vision, creatively overcoming the obstacles and then designing and building the solutions.”

DETAILS, DETAILS

The whole project began with a literal walk-through starting from the dock. Jones needed to be able to step aboard without the luxury of actually stepping, no matter the dock type, distance or height. Although marine davits are somewhat common equipment, none of them would work exactly the way either Jones or the Bluewater crew envisioned for the task. "We got held up a bit trying to use what already existed davit-wise and the manufacturer just didn't

get it. Fortunately the guys here at the Bluewater yard didn't let that stop them and went ahead and reinvented the whole thing." The crew cut the flying bridge rocket launcher and hinged it such that it could swing out to allow a bridge mounted davit to lift a person in harness via a lanyard operated control. The cockpit mezzanine was reworked to include a "garage" which doubles as storage when the scooter stays home. Elsewhere in the cockpit, Release Marine created a hinged arm to the fighting chair, a feature now showing up on other boats since it makes maneuvering a large rod and person combo onto the seat a smoother transition.

The next level to address was the step up out of the cockpit itself. A hole cut into the deck masquerades as an innocent hatch cover but conceals a James Bond-like remote operated scissor lift, allowing cockpit deck to meet mezzanine. From there to the bridge, an ingenious hydraulic elevator was added to a completely retrofitted ladder (while also maintaining its ladder functionality) to smoothly lift from salon door up to bridge level. From there, it's merely one step to a modified electric Stidd

helm chair with electric height and lateral adjustments. Back below, unnoticeable to the untrained eye, the salon dinette was raised eight inches from floor level and then you face the companionway steps. Noticeable, but handily integrated, a floor level elevator follows the steps much like an escalator. The coup de gras is ensconced in the master bath, where the marine head now operates from a wall plate that lifts and lowers it along a 30 inch range to ease on and off access.



The mezzanine was altered to provide storage for Jones' chair



Release custom fighting chair



Actuated step lift



Integrated elevator & bridge ladder



Raised dinette for simplified access

NOT TOO HARD

From top to bottom, Jones' traditional sportfish convertible went from a multi-level obstacle course to an even playing field in only eight weeks. The target was to hit the Virginia Beach Billfish Tournament, a challenging prospect time-wise, but *Cuttin' Up* made her debut at the Rudee Inlet event.

When asked if he dreaded yard time, he admits, "It may have been slower than I'd like, but there were some real challenges there. The truth is that I was excited about the whole experience. Not everybody could pull this off, and it wouldn't have happened without the inventiveness and sheer can-do attitude of the entire Bluewater staff."

Fabrication and engineering genius Brian Motter played a key role in figuring out some of the complexities of the systems and received high praise from both Jones and the rest of the team. Hampton Yard Manager Craig Messick points out, "Brian pretty much figured out all the hard parts faster and smarter. He was the one who kept the ball rolling whenever things started to look tricky."

ACROSS THE BOARD SERVICE

Jones appreciated the ingenuity and quality of work performed on his Viking yacht so much, he also asked Bluewater Yacht Yard to customize his Cadillac Escalade. The team modified a passenger door into a latching gullwing configuration and installed an articulating chair lift to make the vehicle more accessible.



Would Jones do it again? "Absolutely. This boat will last though, between the way it was built and how well we take care of it. We come back to Bluewater Yacht Yard pretty often for our routine maintenance. Since day one they've been very hands-on and we've had more one-on-one conversations than you'd expect from a busy yard." Lastly, the question everyone is thinking... the name *Cuttin' Up*, did that have anything to do with what was done to the boat? Jones laughed, "Nope, Nicholas, my son, came up with that. I told the kids and everybody else that all of this is going to be fun or we're not doing it at all. That's what we're doing when we're out there - cutting up and having a good time. It's what we do." 🗣️



Cuttin' Up, doing their thing

A MATTER OF PERSPECTIVE

FULL TIME CRUISERS REFLECT ON BLUEWATER'S GLOBAL SUPPORT

AFTER 13 YEARS, a long and meaningful relationship is either working or it's not. Geof and Mary Bloom say it's definitely working. Early in the new millennium the two met Bluewater sales professional Jud Black as they were searching to step up from a 53 convertible. After years of boardrooms, and 30 years of boating, the next boat needed to be a capable cruiser with all the comforts of home, moderate luxury and a killer view. Geof said that they just clicked with Jud and the relationship



has flourished ever since. Jud agrees, "The best part of what I do is getting to live vicariously through my customers. I get to help them build the boat of their dreams. Watching that unfold is pretty cool. Geof and Mary have great ideas and have made all their boats pretty much an adventure for me."

In 2002 Jud handed them the keys to their first new Viking 61 Enclosed Bridge. In the years since, they have continued to expand their boats and their time on the water, moving up to a 68 and more recently a 76. The Blooms cruise extensively spending approximately 10 months out of the year aboard their Viking 76 Enclosed Bridge. Moving up and down the East Coast, their winters are based out of Key Largo's Ocean Reef, with forays into the Bahamas. Come spring they work their way up the coast for a biannual stop at the Bluewater Yachting Center and Yacht Yard in Hampton where *Moderation* gets completely serviced for the summer season. The next legs take them on up into New England and a whirlwind

of traditional ports of call, Newport, Portsmouth, Martha's Vineyard and up along the scenic Maine coastline. Geof Bloom believes they could not do it alone. "We all know how boats are. What you need to make this work is infrastructure. Bluewater is our infrastructure and our family." Accompanied by another near-family member, Captain Max Murphy keeps the boat up all year long, monitoring systems, potential problems, mitigating problems and staying in touch with the

Bluewater team in Hampton. When something goes wrong, his first call is to Service Coordinator Anita Coughenour, Yard Manager Craig Messick or Earle Hall directly. The Blooms feel strongly that Bluewater knows the boat best, and is

therefore best suited to take care of any troubles that arise. "*Moderation* is our home and primary residence and you just want your own people to look after your stuff. Dragging a stranger onboard, no matter how talented they may be, just doesn't work for us. Craig and his team are an integral part of our crew," Bloom summarizes. "I know a lot about boat yards, as I lived in one for years. Those guys were terrible. Bluewater is darn good. I know if we have an issue they'll help, usually above what we expect. They've bailed us out of a few bad experiences." In one instance they were exiting the Cape Cod Canal when they lost their steering. An immediate call to Bluewater put Craig Messick on the phone with Capt. Murphy and they were able to quickly diagnose a faulty steering pump. By the time the boat reached Boston, Bluewater had ordered a replacement pump from Viking Yachts



and Earle Hall made arrangements to fly a Bluewater technician to the boat the next morning. The job was done that day and the cruise continued with no additional interruptions.

FROM THE BEGINNING

The Bloom's belief in Bluewater has a foundation that was laid from the start. They wanted an outside upper level helm above the enclosed bridge on the 61, but it was not a standard feature. They wanted the comfort of the enclosed bridge, but also the ability to get out and enjoy the fresh air. Bloom explains, "Jud went to bat for us and finally convinced Viking to build the sky bridge we wanted and let Bluewater install it. It's an important feature for us and we've put one on every boat since. Bluewater also designed, built and installed a custom arch for each one." Listening to the customer and delivering what they want is a crucial page in Earle Hall's playbook, "You've got to listen and comprehend what is really important to the customer, and then do what it takes to give it to them. That's what service is all about, not just fixing what's broken, but building them what they want from the start."

But fixing what is broken is important too, and nothing illustrated that for the Blooms better than their experience in

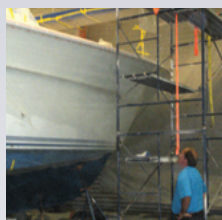


Bluewater Yacht Yard staff finishing the skybridge and custom fabricated radar arch on the Viking 76EB





One of the Bloom's prior boats, the 68EB, undergoing a repower in 2010

the fall of 2010 when their 68' required an engine repower. "We needed to get south to Ocean Reef quickly, and once again Bluewater went to bat for us arranging for the new units and installing them quickly." As a rule, repowers requiring engine removal and replacement are not a walk



Earle Hall inspects progress on a vessel

in the park. The aft bulkhead and salon floor needed to be removed and then both engines lifted up and out without incident. Bluewater moved quickly to get the project rolling, utilizing their custom engineered hoist crane to smoothly pull and replace the engines. "The whole crew was focused and intense about making this happen, it was pretty awesome," recounts Earle Hall. Including the repower and the fabrication of new salon flooring and bulkhead, the entire project was concluded in seventeen days. The Blooms were amazed and stated that the boat was returned to them in bristol condition.

"We're at the Bluewater Yard at least twice a year, but they're here for us all year long. Nothing about our lifestyle would work without Bluewater and we're very satisfied with their extraordinary service."  

LOCATION LOCATION

Adjacent to the Bluewater Yachting Center & Marina (which also boasts a separate haul-out and yard area) the Bluewater Yacht Yard is a complete service and repair solution. Located in Hampton, Virginia, these expansive facilities function as a convenient pit-stop for Chesapeake boaters as well as transient long range cruising traffic. Likewise, the Bluewater Outer Banks Yacht Yard is strategically located in the Wanchese (North Carolina) Seafood Industrial Park, just inside of Oregon Inlet. Both yards act as centerpieces of their respective boating communities by hosting a number of other marine service affiliates while also offering the tallest indoor repair facilities in their areas.



HAMPTON YACHT YARD

Hampton, VA - Hampton River Marker 2

- Full service for vessels up to 120'
- 100- and 50-ton Marine Travel Lifts
- 8 acres of exterior service area
- 11,000 sq. ft. climate controlled paint facility
- Multiple interior service bays



OUTER BANKS YACHT YARD

Wanchese, NC - Broad Creek Marker 16

- Full service for vessels up to 80'
- 70-ton Marine Travel Lift
- 12,750 sq. ft. climate controlled paint facility with 90' length and 50' height clearance
- 12,000 sq. ft. indoor repair facilities



THE WORKS

- Full welding, cabinetry, fabrication and machining services
- Complete refits & repowers
- Custom mezzanine retrofits
- Inboard, outboard & generator service
- Factory trained paint teams
- Vessel surveys & inspections
- Running gear & steering repair
- Inverters, electrical & audio/video
- Plumbing & auxiliary systems
- Captain's services & transportation
- Cleaning & detailing
- Bilge cleaning & pump-out services
- Fuel polishing
- Diving services
- Seasonal preparations & storage
- Hurricane haul-out programs
- Mobile service, anytime, anywhere

BOATING FEVER



THE BOATING LIFESTYLE IS OFTEN CONTAGIOUS and Dr. Kent and Judy Webb can give first-hand testimony to that. Since initially falling in love with boating on the lakes of Minnesota, the Webbs have owned nearly fifty boats of greatly varying makes and sizes.

Now enjoying their time on North Carolina's open waters aboard their Viking and Regulator sportfish boats, Dr. Webb shared the origins of their lifelong passion for boating and fishing, "During my time as the chief resident at a hospital in Minneapolis, I took a medical student under my wing. The parents of this med student thanked me for my efforts by inviting my wife Judy and I for a weekend stay at their lake house, which included access to all of their toys. We had so much fun on their boat that we were determined to have one of our own."

After years of hard work and multiple jobs to payoff medical school and fund their first boat purchase, the Webb's decided "Moonlighter" would be the perfect name for their new pride and joy. Since that first boat, a 16' runabout perfect for cruising around the Land of Lakes, the Webbs have owned nearly fifty boats of varying makes and sizes. Currently the Webbs own both a 2012 Viking 60C and a 2013 Regulator 28 that they enjoy cruising and fishing the Wrightsville Beach area with. Moving forward they plan to travel the East Coast

from Maine through the Florida Keys and Bahamas on their Viking, while wintering in Palm Beach, Florida.

"We love to spend the time on our boats with family - cruising and fishing. My career has kept me from spending as much time as I would have liked with my family, in particular my teenage grandson. Now that we are nearing retirement, we plan to spend as much time together fishing and enjoying boating as possible.

"Since that first little runabout, we have owned nearly twenty boats that have exceeded thirty feet in length and roughly two dozen boats that measured less than that. A few of the boats that stand out was a 46' Bertram we sold to the Bee Gees and a 54' Bertram that we won Top Bertram with at the prestigious Hatteras/Bertram Shootout when it was in Walker's Cay, Bahamas. We also owned hull number one of the 63' Hatteras Raised Pilot House but Judy's favorite vessel so far was our 75' Hatteras motoryacht."

+ THE CONSULT

Unquestionably experienced buyers, the Webbs expressed their appreciation for the positive service they received while working with Regulator, Viking, Bluewater Yachts Sales and broker Clark Sneed on their purchases.

"My wife and I cannot say enough good things about our Viking 60' or our new Viking Family. Viking Yachts President Bill Healey

personally took the time to show us the plant when we visited. His hands-on approach was something you just don't find much these days with a company of Viking's size.

"We have owned a lot of different boat brands, and there are just so many things about this Viking that we fell in love with. The OctoPlex system alone was enough to sell me on this boat. Managing, monitoring and having remote access to all of our boat's complex systems gives us great peace of mind. Having Caterpillar power was also a selling point for me. I've always been partial to Caterpillar because of their great service. This boat is the most responsive convertible we've owned. Even at 44 knots



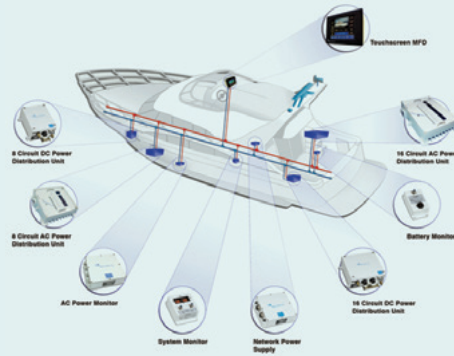
"Now that we are nearing retirement, we plan to spend as much time together fishing and enjoying boating as possible."



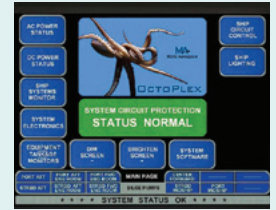
THE MANY ARMS OF OCTOPLEX

The OctoPlex system used on many Viking Yachts puts the user in complete control of all AC and DC components within the vessel, and allows for the monitoring and control of common NMEA 2000 marine devices, such as compass, GPS, tank level adaptors and more. Through the use of a Touch Screen Display, OctoPlex boasts a fully configurable and customizable user interface with an intuitive and quick-to-learn operating system. Acting as the brain of the system, the Touch Screen Display brings the system functions, status reports and alarms directly to the user. Users can monitor temperatures of the engine room, exhaust, engine oil and coolant, along with bilge water levels,

bilge pump operation, vital battery status and generator functions, amongst many other vessel vitals. Controlling AC and DC circuit breakers remotely through the OctoPlex system allows panels to be placed in remote locations, eliminating the need



for traditional large electrical panels. When a circuit breaker is tripped, OctoPlex notifies the user, and allows them to remotely reset the system so normal operation of the circuit can resume immediately without the user leaving the helm to access a main panel.



Viking Yachts has been installing OctoPlex in all of their sixty foot and larger yachts for over a decade, further exemplifying the reliability, ease of use and success of this system.



she still handles like a sports car. We also love how cleanly styled and functional everything is – from the flush-mount cleats and excellent storage throughout, the well appointed interior décor and cabinetry – to the minute details, such as the bilge lights that automatically switch on and off.”

Also experienced at customizing their boats, the Webbs have never been afraid to ask a manufacturer for something new or different, “With guests of all ages being aboard our vessels, and being safety conscious by nature, we had Viking install grab rails at the top of the bridge ladder,



Custom Handrail Additions



and as you walk forward where you leave the side of the house before the non-skid pad starts on the bow. AME Electronics also customized a mast to give our FLIR and other imaging devices the best vantage point.

+ ANOTHER PRESCRIPTION

“Our 28’ Regulator is just the perfect size for our family. We had a 26’ Regulator and



AME Electronics Mast

+ SECOND OPINION

The Webbs were so impressed with Garmin’s electronic navigation package that they put the same top of the line instrument suite in both the Viking and the Regulator.

moving up to this 28’ gave us that little bit of extra room to make our ride more comfortable. With the twin 300 horsepower Yamahas pushing her to 60 mph, we get to and from the fishing grounds quickly.

The head room on the Regulator – meaning that the head is large enough for us to stow all of our cushions – is better than any in its class. And the finish work compared to Regulator’s competitors’ is unmatched.”

Dr. Webb and his wife Judy summate their stories and experiences by simply stating “Thoughtfulness throughout. We love it!” There is no greater compliment a boat builder or boat dealer can receive than the happiness and continued satisfaction of their customers. Bluewater Yacht Sales continually strives to meet and exceed all of our customer’s expectations and requests, and we are proud of our manufacturer partnerships that frequently demonstrate these common beliefs and goals.

ALL-WEATHER VERSATILITY

THE ARRIVAL OF THE VIKING 42 SPORT TOWER

EXPERIENCING LIFE AT SEA as a child often instills individuals with an immense drive to continue that lifestyle throughout their lives. At times, this youthful desire fuels decisions to blow off the weather man, and just get out there, for better or worse. Such is the case for Ryan Dickerson, who has found himself fishing frigid Virginia winters in anything from short sleeve shirts to insulated survival suits.

Dickerson, whose father and uncle were both members of the exclusive Hatteras Marlin Club, spent his childhood boating and fishing alongside some of the Outerbanks' most elite fisherman. He gained experience aboard a large variety of family vessels including a 44' Striker, Bertram 54 and a 70' Hatteras motoryacht. Personally he has owned several boats now, working his way up from his first 17' john boat, up through quite a few center consoles and walk-arounds from Mako, Wellcraft and Grady White.

Throughout his fishing, diving and spear fishing adventures on those boats he had become accustomed to entertaining a variety of close friends, and when he began to think about an upgrade, he knew he wanted a bigger, more capable offshore platform that would provide much better protection from wintry conditions. When he started looking, he found that many of the boats fitting his size and performance criteria were convertible sportfish. However he wanted to stick with an open deck plan

that allowed him to operate the boat while remaining on the same level to interact with his friends and crew or quickly leave the helm to grab a screaming reel.

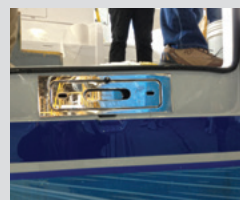
After nearly two years of researching new production fishing models in the forty foot range, Dickerson was initially leaning towards a newly minted "hardtop express" model from one of Viking's closest competitors. He had checked out several convertibles and really liked the Viking brand, but at the time they did not yet offer an enclosed hardtop version of their express models. However, via some advice and gentle nudging from life-long friend and fishing partner Deirdre Bell, he learned some inside information from Bluewater's Jud Black that Viking may be working on something that was just what he was looking for.

Upon a second visit to the Viking factory, Dickerson was shown the new mold for the upcoming Viking 42ST and his choice of brands quickly solidified. Viking was not only able to slate him one of the first hulls off the line, they also welcomed his feedback and offered to make any customizations he saw fit. To suit his active style of fishing and diving, he was thrilled by Viking's ingenious custom solution for a swim ladder which slickly collapses and is completely concealed by the transom tuna door while in its shut position.

Dickerson has been most impressed



by the overall build quality and ride of his new Viking yacht, stating, "It rides and feels much larger than a 42 foot boat." He is now looking forward to fishing more Virginia Beach winters in short sleeves from within the comfort of the enclosed bridge, and admits, "The air conditioning should make our summer fishing that much more pleasant as well." Quite assuredly, fishing trips being cut short due to extreme discomfort from heat and cold will no longer be of any concern to those aboard *Courtney Beth*.



Courtney Beth's custom swim ladder was designed to hide behind tuna door

As for his experience working with Bluewater, Dickerson exclaims, "Perfection. Before, during and after the sale, broker Jud Black and service manager Craig Messick looked after everything. As my first boat with inboard power, this upgrade has been a learning experience and they answered all of my questions."

When asked about the name of his boat, Dickerson explains it is in honor of his departed sister, who likewise was raised to have an immense passion for boating – a fitting tribute indeed for a family born to the water. 🇺🇸



LOOKING AHEAD

OVER THE YEARS Bluewater Yacht Sales has enjoyed a strong presence throughout the Eastern seaboard, but to continue our growth trajectory, we are excited to announce we're currently expanding our footprint in three separate territories.

VIRGINIA

In Gloucester Point, Virginia, Bluewater Yacht Sales has the pleasure of welcoming back Harry Barritt to head office space in the newly renovated and revived York River Yacht Haven. Under new ownership and management, this facility has recently seen the grand opening of an expanded ship's store along with a new restaurant, facilities and staff people. Joining Harry Barritt in Gloucester Point is long-time Bluewater salesman Bill Berger, and the office will be an authorized dealer for all of our new boat brands, including popular cruising models from Grand Banks, Sabre and Back Cove, while also staging an appropriate range of exclusive listings for the region.

MARYLAND

In addition to our existing Maryland office spaces in Baltimore and Kent Narrows, we are greatly improving our exposure in Ocean City by opening a new office at the Ocean City Fishing Center and Sunset Marina. This office will be manned by Doug Curtiss and Scott Steffy with appearances by Baltimore salesman Roger Mooney during the summer fishing months. We anticipate this new Maryland office to be a sportfishing stronghold and we will continue as the authorized dealer for Viking, Regulator, Jarrett Bay, Princess and Grand Banks in the area as well as showcase our wealth of brokerage listings at this new location.

FLORIDA

Much farther to the south, we have recently opened up an office in Southeast Florida at the Viking Service Center in Riviera Beach. This office is well positioned to support our brokerage operations for all of the East Coast of Florida. The South Florida based operations will serve as an anchor for many of our mid-Atlantic based salesmen

who have customers wintering their boats in Florida, as well as be home to several Florida-based brokers. We believe this office will allow our salespeople to remain better connected to our clients and better manage our brokerage efforts year-round.

BEYOND

We feel our regional efforts coupled with our unique service and repair capabilities, put Bluewater Yacht Sales at a clear advantage over competing marine sales organizations. As a whole, we are very excited about the opportunities afforded to us for continued growth and expansion throughout our territories, and we owe it all to our great customers, staff and brands. Whether first time buyers or repeat customers, once you become a part of the Bluewater family, it is our hope you will find a boat buying experience that exceeds all expectations and a personal level of service rarely found elsewhere in the industry. 🇺🇸



PRICELESS DAY

Bob [Hoste],

In this photo left to right (short to tall) are longtime friends Coleman Efird, Bill Law Marshall and Rigel Jessen, all twelve years old.

The boys did all the reeling and gaffing on their first ever offshore trip. With a couple years experience these guys will be a first class crew. The fish were caught on a long weed line 45 miles to the south of Charleston on Sunday. Glassy seas and a relatively short run made it the perfect day for the boy's first trip. It was awesome watching the young guys learning to fish. Priceless day.

Bob, thanks for your assistance on the purchase of our boat.

Jeff Efird, 41' Albemarle



THANKS FROM A HAPPY CUSTOMER

Hi Hank,

I wanted to take the time to express the thanks and gratitude from me and my family for both the purchase of our new boat and the sale of our old one.

We are very appreciative of your sales technique during the purchase of "Brer Boat", now "Plenty of Chips". You knew when to talk and when to simply let us explore. You were very good with our young children and they have very fond memories of the sales process.

Your service department was top notch in addressing the immediate needs of the boat. We have since made a full run of the boat and are very happy with it's operation. Also, we are normally a cruising family, but the cockpit in 'Plenty of Chips' is an absolute joy with the ease for fishing. She has cleaned up quite nice and I'm including a couple of photos for your folio.

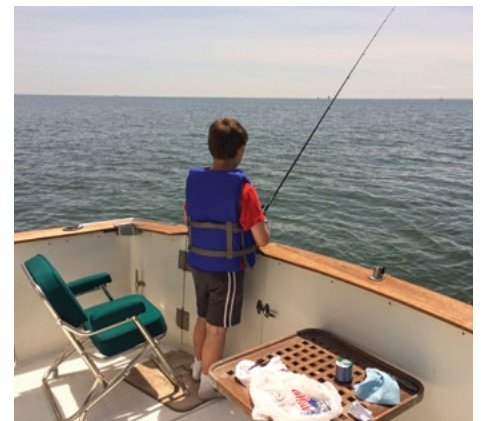
Also, thanks again for your efforts in selling our old boat. I know it was a lower end boat, but I appreciate your efforts and treating us as if it was a high end trophy boat.

We thoroughly enjoyed the experience and will definitely look towards you in the future as we continue our upgrades.

Sincerely,

Vance Young and Family

"We thoroughly enjoyed the experience and will definitely look towards you in the future as we continue our upgrades."



EXCELLENT YARD & MARINA EXPERIENCE

I nominate Bluewater Yacht Yard in Hampton Virginia for PMY Boatyard of the Month. My experience has been excellent. I received quality customer service since the first time I went there and they have always treated me with a very friendly, professional manner. Yard manager Craig Messick loaned me a spanner wrench as they ordered one overnight for me so I could clear a nasty air conditioner sea strainer. My 2007, 59-foot Grand Banks trawler "Irish Rover" was in excellent condition but they patiently answered all of my systems questions. I also saw the care they put into bottom painting and the all-important surface prep of the hull that an owner seldom sees. A stay in their Bluewater Marina showed me the cleanest and best bathrooms on the Chesapeake Bay, and dockmaster Frances Rossi treated "Irish Rover" as her own, as well as the other dock employees. I have seen many marinas, but none better."

Kelly Flynn, 59' Grand Banks 2007



MONEY WELL SPENT

Hi Clark,

My boat finally has arrived in Australia, and I just wanted you to know how happy we are with her. She is in better condition than what I had expected, and we have just spent our first weekend on the water. We love it!

I just wanted to thank both you and Marie [McCauley] for making this happen so professionally, and for keeping me up to date through the whole process.

I have sent people through your website from here already, and certainly would not hesitate to recommend you to anyone looking to purchase a boat in the US.

Thanks again, it has been a pleasure!

Warm Regards,

Simon & Emma Blyth

p.s. We have been doing IVF for a few years so will probably name her 'Wasted Seamen'. What do you reckon?

"We have been doing IVF for a few years so will probably name her 'Wasted Seamen'. What do you reckon?"

BLUEWATER SALES AWARDS

During this past Miami Yacht and Brokerage Show, Bluewater hosted a dinner and presented our first awards since our recent merger. Our first year together was successful because of each of our staff person's tireless efforts. We realize our success is dependent on our sales team's individual successes throughout the year, and we wanted to take the time to recognize those that exceeded expectations.

Our awards are specific in that they recognize Top Sales Achievements within various categories, as well as establishing a Circle of Excellence awards for those team members who contributed significantly within the company.



Clark Sneed - Top Sales Overall, Top Broker Overall and Sales Achievement Award



John McDevitt - Top New Boat Overall and Sales Achievement Award



Pete Peters - Top Unit Sales Overall and Sales Achievement Award

Bluewater Sales Achievement Awards



Jud Black



John D Riggs



Peter Du Bose



Ben Green



Bob Hoste



Sean Doyle

MORE NOTABLE DELIVERIES

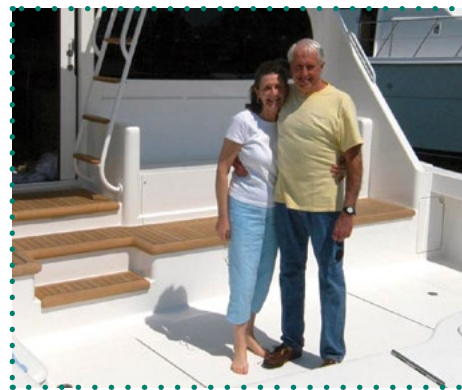


HATTERAS 64C
 Judy and David Risher are all smiles along the way to the Bahamas on their newly acquired Hatteras 64 convertible, *War Chant*. David had this to say about his buying experience:

"Clark [Sneed], I really appreciate your efforts. You are the best broker I have ever worked with, and I have owned 9 boats! I would not ever buy or sell a boat without you as my broker."

VIKING 60C

The Johnsons pose for Bluewater sales professional Jud Black as the couple take possession of their new Viking 60 enclosed bridge convertible, *At Ease*



Catalyst, a Grand Banks 38 refit by Jarrett Bay being delivered to New York City by Capt. Joey Johnson



Bluewater's Bob Hoste helps celebrate the delivery of this Hatteras 80MY



Jud Black has the Fowlers rigged and ready with their brand new Regulator 34



A beautifully bold Regulator 24 just delivered to a client in Maryland by BYS' Scott MacDonald



48' HATTERAS CPMY
 Richard and Ann on their newly acquired 1994 48' Hatteras, departing Baltimore for the Caribbean. Congratulations to Chuck Meyers for executing this sale



42 Open in final prep at Viking for delivery to another excited Bluewater customer of salesman Jud Black



CABO 40HTX
 Bob Hoste sold, sealed and personally delivered the Cabo 40, *Ghost* to her new owner in Greenport, NY



Salesman Chuck Meyers orchestrated the sale of the 36' Grand Banks, *Quest* and this great photo with the sellers, the Fentons and new owners, the Sebrings



HoleShot, a 37' Perdue was sold by Hank Sibley and delivered from Florida to Virginia by Capt. Joey Johnson



Trey Decker sea trialing his new Regulator 34SS with salesman Scott James

VIKING 42 OPEN
Bill Fish, another new Viking prepped and ready for delivery to her owners in Wrightsville Beach by salesman Clark Sneed

SNAPSHOTS

CRUISING IN STYLE

Scott James and Roger Mooney run the Princess 52 Flybridge from Baltimore to Annapolis during Bluewater's Princess on the Chesapeake VIP Tour



ON THE CHEW



Fantastic underwater footage of white marlin balling up bait off the North Carolina coast taken by Bluewater customers aboard the *Safari*, a 68 Hatteras



Bluewater's Chuck Meyers snapped this stunning shot of a Grand Banks 36 at TrawlerFest Baltimore



VIRGINIA BEACH, VA

Tim Cope and BYS Sales Rep Mark Connors airing out a serious amount of laundry from the Hatteras 54, JMC - 22 white marlin releases in all



QUICK RELOCATION

Staff running the Viking 60C from our offices in Hampton to Beaufort



DAY'S END

The Back Cove 34 and Cabo 40HTX at rest in the Hampton Bluewater Yachting Center



SUMMER CRUISE

Each year at our Summer Cruise, we look forward to spending time with customers, making new friends, learning new things, enjoying time on the water, and of course, talking about all things boating. We hope you'll plan to make it an annual tradition to join us!



NC DEBUT
The Regulator 23 Debuts at the Raleigh Boat Show



JERSEY BOYS
Chris Hall visiting with the Healeys at Viking Yacht headquarters



OUT OF THE COLD
Regulator models on display in our new indoor pavilion at our Hampton location



Viking's incredible lineup of new models at the Viking VIP event in Florida



Representatives from Bluewater Yacht Sales and Viking Yachts enjoying a day of fishing aboard the Viking 52 demo boat out of Pirate's Cove, NC

CHECKING IT THRICE

LEARN ABOUT THE TOP THREE FIRE HAZARDS LURKING ON YOUR VESSEL

MURPHY'S LAW states *anything that can go wrong, will go wrong*, and most of us would probably agree that the probability seems to quadruple when you own a boat.

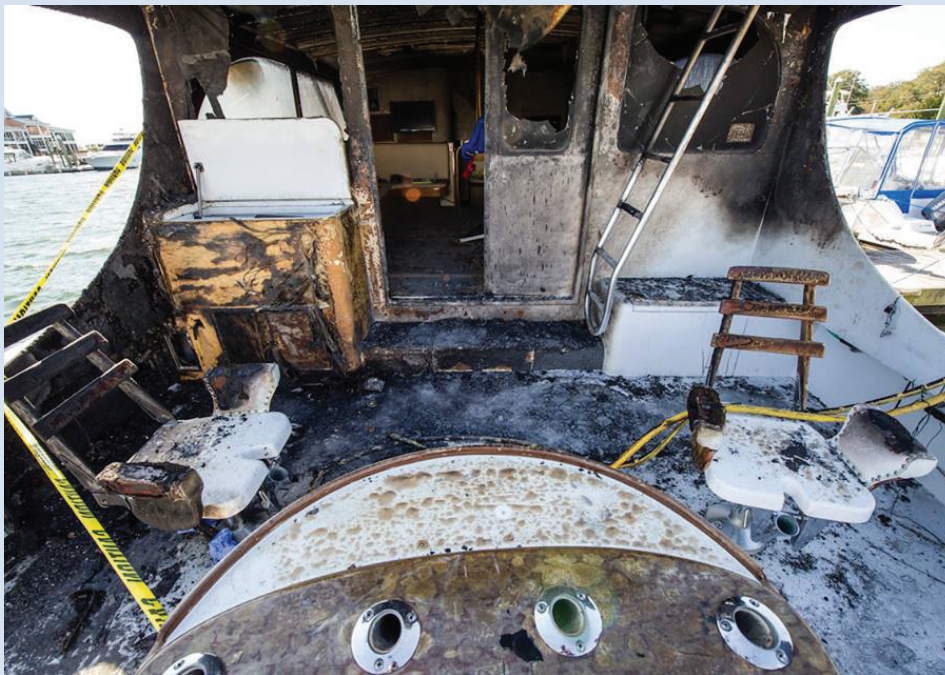
If anyone has seen it all, it's insurance experts like Christi Insurance Executive Vice President Eric McDowell, "Of all the things that can go wrong at sea, an onboard fire is arguably one of the most frightening scenarios." Indeed, with nowhere to run and first responders possibly hours away, an out of control fire can quickly doom a vessel and claim lives. Once fiberglass starts to combust, it reaches incredibly high temperatures, emits a thick, toxic black smoke and burns at an alarmingly fast rate. Consequently, fires within a marina or boatyard are of an especially devious nature, as they can rapidly hop from one boat to the next in adjacent slips or crowded haul-out lots.

Whether or not you have witnessed a boat fire first-hand, it shouldn't take much to motivate you to take some simple preventative steps. In fact, one of the only common causes of a vessel fire that can't

be prepared for, or possibly prevented by more care, is that of a lightning strike. The following are the three main issues to look out for:

1 ELECTRICAL FIRES

According to data from Boat U.S., electrical faults originating from either the DC or AC wiring systems are the leading cause of fires started aboard, at 55% of claims. On the DC side, compromised wire insulation can be quite common as battery, alternator, bilge pump, and instrument wires chafe on sharp objects as an engine throbs and vibrates. Poorly secured or even non-existent wiring harnesses may result in wires falling or resting on hot mechanical parts such as manifolds and exhaust systems. Once the insulation melts or chafes away, an electrical short of some kind is nearly inevitable; compromised wires should be replaced immediately. McDowell adds, "Persistent vigilance while owning your boat is key, and poor electrical installations remain a top reason to have a professional survey performed when buying any used vessel. Sometimes you never know what you're going to find."



A fire aboard this customer's boat in Wrightsville Beach was started by a faulty shore power cord. Thankfully there were no injuries and first responders were able to manage the fire before it spread below or to any other boats nearby.

MODERN FIRE PREVENTION

There are a wealth of products and services available today to make your boat safer and smarter. Consider these points when updating or buying your next boat:

Using **ABYC Certified** products, manufacturers, surveyors and electrical contractors are a relatively simple way to help ensure your boat's wiring and appliances meet or exceed marine safety and functionality standards.



Fuel Tanks are commonly manufactured out of aluminum, high-carbon steel, black iron, fiberglass, polyethylene, or stainless steel. Metal fuel tanks are susceptible to corrosion, but are considered stronger in most cases. If a tank fails, you might consider replacing it with a unit made from a different material, as it may have a greater potential to withstand the specific conditions on your boat. Remember that in gasoline configurations, a blower fan should be installed for each engine or generator.

Automatic Fire Suppression systems are the fastest and safest way to combat an engine room fire.



Solutions vary based on the size and volume of your engine compartment, but when in doubt, select the largest size available to ensure adequate protection.

Fire Extinguisher Classes are categorized by the types of fires they are capable of putting out. A simple rule of thumb is that class A fires are solids, class B fires are liquids, and class C fires are energized electrical fires. The U.S. Coast Guard regulations vary based on the size and fuel type of your vessel, but if you want to be prepared for just about anything, make sure all your extinguishers are ABC-rated.



Fire Ports are small fixtures that can be installed in hatches or bulkheads to permit a fire extinguisher to be discharged into an engine space or other enclosed area. The extinguisher nozzle is inserted through the port to avoid opening the compartment and fueling the fire, while also reducing risk to the crew. One caveat is that you can't effectively manage a small fire if you're spraying blindly, so look for a fire port that is clear in color or is otherwise designed to allow good visibility into the space.



On any boat, corrosion is always a concern and can affect the safety of both DC and AC wiring. A common cause of fires started on the AC side are corroded, or otherwise faulty, shore power cords. Over years of outdoor use or perhaps due to poor construction quality, plug prongs deteriorate, bend or even melt. Plugs with visible defects or that feel overly loose after working them into a receptacle, should be considered highly suspect and repaired or replaced.

2 OVERHEATING

The overheating of propulsion systems including engines, transmissions and turbochargers account for nearly a quarter of reported boat fires. Blocked coolant systems can quickly escalate an engine to excessive temperatures that start to melt hoses and impellers. While McDowell admits these fires are often of the “slow and smoldering” variety, dark smoke from the engine room typically gets the Captain and

crew’s attention very quickly, “and then someone makes the mistake of opening the engine room and introducing a bunch of fresh air into the equation,” he adds. Experts agree the best way to handle an engine room fire is to let an automatic suppression system do it for you. Short of that, you should shut down the engine(s) and discharge a fire extinguisher through a fire port. If none exists, crack open the hatch or engine room door as little as possible while allowing you to discharge the extinguisher. Again, the wisest approach is prevention in the form of routine maintenance in order to avoid overheating problems in the first place.

3 FUEL LEAK

Approximately eight percent of vessel fires are reportedly caused by fuel issues, with gasoline systems accounting for 95% of those cases. Certainly the most explosive and devastating type of fire on our list, gasoline leaks most typically occur around

fuel lines, at connections to the engine itself or from the fuel tank. “Fortunately, routine visual inspections and an aware nose are usually all that is needed to sniff out gasoline leaks.” McDowell says.

With these simple tips, anyone should be able to effectively prevent – or worst case, react capably to – vessel fires. It’s important to review these scenarios with your crew and make sure everyone aboard knows the location and operating procedures of your extinguishers. Annual equipment inspections by a certified professional is also highly recommended. Ultimately, arming yourself and your crew with as much knowledge as possible and taking the time to routinely go over all the systems in your boat will make your boating experiences safer and more enjoyable, as well as reduce your operating costs in the way of repairs and insurance premiums. Now that’s something that should effectively motivate all of us. [🇺🇸](#)



PARTING SHOT


An exceptional amount of manpower and teamwork goes into building a new boat, as evidenced in this well executed group photo of the Grand Banks construction team who built the 43 Heritage EU, *Float Test*. Posing in the foreground is Tucker West and Bruce Livingston from Grand Banks along with Bluewater salesman Chuck Meyers just before the boat started her journey to the United States for delivery to her new owners.

62 | C



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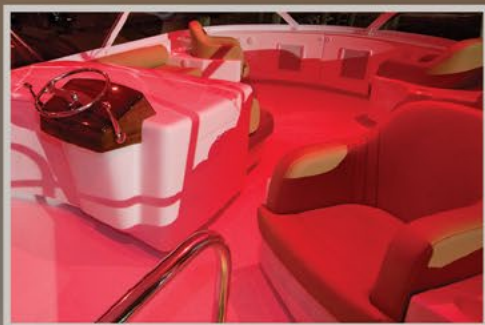
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