

COMPASS

Miami International Boat Show: World's Biggest Boating Event

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MEMBER NEWS

rule for the EU, you will have to present negative results of a PCR test performed 72 hours before arrival or of a rapid test performed 48 hours before, regardless of vaccination status. For the U.S., you must provide a negative Covid-19 viral test taken within one calendar day of travel, or provide documentation from a licensed health care provider of having recovered from Covid-19 in the last 90 days. Destinations across the Caribbean are updating visitor protocols and curfews in response to the surging omicron variant. Please remember to verify all origin/transit/destination specifics at least 24 hours prior to departure. We recommend booking refundable/changeable marine fare tickets wherever possible. For immediate travel assistance, email or call us directly: yachting@flygmt.com or 954-761-9595.



Becca Eisenberg

ex.plo.re announces free webinar on March 14: Empowering Your Boat Sales Team to Drive More Sales & Increase Repeat Business. As the third installment of the marine-specific Digital Marketing webinar series, the upcoming event will address how to empower sales teams through digital marketing. We'll share actionable tips that will help your teams streamline tasks, generate more leads and close more sales. These systems also can be leveraged for recruiting and retention. To reserve your seat, contact becca@ex.plo.re.

HORIZON YACHTS

announces 2021 proved to be a banner year for Horizon Yachts with a record-breaking surge in sales and delivery of 18 new-build yachts globally – including eight FD models over 80 feet in length and ten sub-80ft yachts including five Power Catamarans, two FD motor yachts, two E Series motor yachts, and one V68 new build. This activity also prompted a \$15M yard expansion to both increase and streamline production. The Horizon Yachts team worldwide is preparing for an exceptionally busy 2022 with an already-full schedule and production lineup in place. Contact us for more information on available build slots and upcoming inventory.

Horizon FD Series 2021/2022



Mark Elliott

IYC reports that Mark Elliott, the company's top yacht sales and charter broker, has sold a record six yachts in December alone. This includes over 740 feet of yachts, including *Highlander*, 162' Feadship; *Rhino*, 154' Admiral Marine; *Invision*, 132' Westship; new Ocean Alexander 106'; *Limitless*, 101' Hargrave, and *Nitsa*, 95' Sunseeker. We are pleased with a strong Q4 at IYC from all of our brokers.

LUKE BROWN YACHTS has expanded its reach into the larger motoryachts in 2021 with the sale of *Lady Leila*, 132' Horizon 2008; *Rebellious*, 130' Westport 2006; *Sandrine*, 118' Hargrave 2007; *Brandi Wine* 114' Hargrave 2009; *Relentless*, 110' Kingship 2006; *Prestige Lady*, 110' Westship 2006; *Eye Play*, 105' Mangusta 2004; *Lovin Life*, 95' Princess 2012; *Common Cents*, 90' Hargrave 2001; *Jus Chill'n*, 84' Cheoy Lee 2012; *Slo Gin*, 83' Ocean Alexander 2010; *BB*, 80' Trumpy 1947; *Hooligan V*, 78' Marlow 2005, and 78' Marlow 2006. These are a few of the larger sales that were closed in 2021 for the company.

MARINEMAX announces the grand opening of a second Naples, Fla., location centered on yacht sales and charter. Conveniently located in the heart of downtown Naples, on the corner of Fifth and Fifth, MarineMax Yachts & Charter offers the highest-quality yacht sales, brokerage, and

charter destinations. In addition to providing a premium collection of luxury boats and yachts from brands such as Azimut, Benetti, Galeon, Ocean Alexander, and MJM, MarineMax Yachts partners with Northrop & Johnson, making the most exclusive yacht charter options available. MarineMax Naples is pleased to have served the Naples area for nearly two decades, providing unparalleled personal customer service to the boating community.



MarineMax Naples



Zehra Aksu

MERLE WOOD & ASSOCIATES welcomes Zehra Aksu to its team. Zehra has extensive experience working on yachts as well as in architecture and luxury travel. She will specialize in yacht sales, charters, and construction.

Merle Wood & Associates also is pleased

to announce the sale of the 153' (47m) *Excellence*; 147' (45m) *Space*; 140' (43m) *Element*; 122' (37m) *Ocean Drive*; 95' (29m) *Eurus*, 95' (29m) *Curfew*; 85' (26m) *Bluocean*; 48' (15m) Seanfinty TS48, and 36' (11m) *Mikini*. The company is pleased to add *Just Sayin'*, *Light Hearted* and *Smoke & Mirrors* to its sales fleet.



M/Y Just Sayin'



M/Y Nike

MUTLUTUR YACHTING is pleased to announce the sale of the 2012 78' Fairline Squadron Motoryacht *Nike*. Noyan Mutlugil of Mutlutur Yachting represented the seller and the buyer.

The Mutlutur Yachting Charter department also welcomes Aysel Maharramova as charter broker. Contact Aysel at a.maharramova@mutluturyachting.com or +905534428113.

NAUTICAL VENTURES

announces the launch of Northstar's newest member of mid-range cruising RIBs, ORION 8, for the U.S. market. ORION 8 offers a lot of industry-leading features and is equipped with a long list of standard equipment. ORION 8 comes with an icebox, shower system, table and more. All of the ORION series RIBs have stepped hulls designed by Adam Younger, providing an ideal combination of efficiency and seakeeping abilities. Other notable features include large storage compartments, glove box with USB socket, twin flip-up seats, Silvertex marine upholstery, hypalon tubes, windlass and more. Evo-2 hulls provide very high level of stability at high speeds and are produced with vacuum infusion for strength and lightness. Interested brokers, please contact: Roger Moore at +1 954-609-5276 or email 007@nauticalventures.com.

ORION 8 in Miami's Biscayne Bay



M/Y Knight

OCEAN INDEPENDENCE is pleased to announce the addition of three new charter yachts to its Fort Lauderdale fleet. *M/Y Knight* is a 164' Heesen 2016 that offers five staterooms to a total of ten guests. She will be hitting destinations off the coast of Central America from Belize to Costa Rica and the Sea of Cortez. The 108' *M/Y Dopamine* is a brand-new 2021 Mangusta with exceptional volume coupled with speed