



TMTA NEWS

Volume 13, Issue 7

Our 38th Year

April 2003

Presidents Message by Mark Drexler

Members:

As we approach our last meeting of the year, we should reflect on the past year and what has been accomplished within TMTA. First and foremost, we have been hard at work on getting our position on the "Boat Tax" issue. We have made progress in Mathews County, which has recently lowered its tax on boats. Secondly, we have had some excellent speakers and programs ranging from a tragic fire at a marina to some candid discussions on Financial issues and Best Management Practices. Finally, with the addition of new officers and board of directors members, we have been able to interject new ideas and enthusiasm into TMTA. I believe TMTA will continue to grow and prosper as long as we continue to have new ideas and people in our association. I hope that each of you will continue to support the Officers and Directors.

On behalf of our Officers and Board of Directors I want to thank each and every one of you for your support, participation and cooperation. I hope to see you at our meeting on April 16th. If I can be of any assistance to you, please let me know.

See you on the 16th!

Mark

Next Meeting:

April 16, 2003

6:30 PM

- Pilot House Restaurant, Topping, VA Call (804) 462-7018 to make your reservation. If there is no answer, please leave a message!
- Guest Meal Fee: \$15.00
- Menu: Salad, Fried Chicken & Flounder, Steamed Veggies & Desert

PLEASE BE SURE TO CALL FOR RESERVATIONS AT LEAST BY MONDAY SO THAT THE PILOT HOUSE CAN BE READY FOR US!

TMTA to Vote on 2003/4 Officers Slate at April Meeting

The Nominating Committee for next year's officers has presented the slate of officers to the TMTA Board.

Officers:

President– Mark Drexler

Vice President– John Hornby

Secretary– Kathy Morse

Treasurer– Pete Hall

Directors:

Louis Muse

Janice Clark

Rob Redfern

Ken Knull

Guy Sorenson

Best Management Practices

This is a continuing feature of the Newsletter to highlight a BMP from the Virginia Clean Marina Guidebook:

Approach Polluting Customers (Conflict Resolution)

- Determine who will address boaters and contractors who are polluting. Generally speaking this is a job for the manager. Let your staff know whether they should handle the polluters themselves or report incidents to the manager.
- Politely inform boaters or contractors what they are doing is harmful. Describe a more environmentally sensitive method and ask that the work be stopped until it can be done with less environmental impact. It will be easier to get cooperation if you include pollution prevention in your lease contract.
- IF problem persists:
- Speak to polluter again.
- Mail a written notice asking for the practice to stop, keep a copy of this notice.
- Remove the problem from the dock and charge the polluter for the clean-up.

Ask the tenant or contractor to leave your marina.

FANTASTIC TMTA WEEKEND—UP FOR GRABS AT APRIL MEETING!

This month's meeting includes a drawing for a valuable door prize. After much debate at the last Board of Director's meeting, the procedure for determining the winner was established and should prove to be interesting and fun.

There is a prerequisite: **you must be present to win.** When you arrive at the meeting you will discover Pete Hall at the entry collecting guest fees and distributing a card to each attendee. The card will contain a number and the name of each candidate for office. During the cocktail and friendship time, find each of those candidates and get them to

initial your card next to their name. Since the winner will be selected from the card holders (limit of one per attendee), you can increase the odds of somebody in your organization winning the prize by bringing guests, but please be prepared to pay for the guest(s) at arrival time. Please also make a reservation for yourself and the guests at the phone number found elsewhere in this newsletter.

You're not lucky when it comes to drawings and door prizes? You've never won a door prize before? This winner will not be the first (and only) number drawn, but will actually be the card holder of the last number drawn. If that makes no sense to you, come to the meeting to find out how the process works and see if your bad luck holds out until the last number is drawn.

GOOD LUCK!

Chesapeake Marine Training Institute, Inc., (CMTI) TRAINING OFFERINGS:

Chesapeake Marine Training Institute, Inc., (CMTI) is in the process of expanding our current presence in the recreational boating market and is offering new seminar style training sessions as part of our overall development strategy.

CMTI, the mid Atlantic region's largest privately owned maritime training center, was founded in 1992 and has grown steadily to its present state in a modern training facility of over 8,000 square feet staffed by full time office personnel and US Coast Guard approved instructors with more than 25 US Coast Guard approved and STCW-compliant courses. CMTI provides training to students from the entire mid Atlantic region – and more. Our training simulators, required for some of our courses, are state-of-the-art modern equipment that closely duplicates today's technology. CMTI is a major training provider to the Atlantic tug and barge industry, the US Navy, NOAA, US Army, NC Department of Transportation Ferry Division, Virginia Department of Transportation Ferry Division and numerous small private companies representing a large variety of the maritime industry.

“We have had many requests over the last several years by local boater's for hand's-on training in the operational use of RADAR, basic piloting and navigation, and the rules of the road”, said Capt Guy Sorensen, CMTI's founder and president. “Seminar style training, with our CMTI style, will offer a number of advantages for local recreational boaters – one of which is cost effectiveness for the boating community.”

Starting April 15th, CMTI will open at least one of its seven classrooms to conduct the following training seminars:

RADAR FOR THE RECREATIONAL BOATER: This one-day seminar is designed for boaters who desire to learn how to use RADAR and uses our TRANSAS Marine Navi-Trainer simulator, allowing attendees an opportunity to “get underway” in our simulator lab on a radar-guided voyage into Hampton Roads. Our three student control stations will allow each station to interact with each other as they meet a typical assortment of inbound and outbound traffic and navigation aids. This seminar will start at 9AM and run to 5PM on the scheduled day. CMTI will accommodate a maximum of 12 attendee's and charge \$780.00 for the full day's use of the lab, classroom and instructor. At that rate, a full class of 12 will cost each individual attendee \$65.00 per head. (**NOTE:** If less than 12 students attend, the individual cost will be based on \$780 divided by the total number of attendee's)

BASIC PILOTING AND NAVIGATION: This one-day seminar is designed for boaters who desire to learn basic piloting and navigation techniques, including how to interpret chart information, determining direction and distances, elements of a dead-reckoning plot, determining set and drift, and fixing your position. This is a good course for the beginning navigator and is a valuable back-up to any electronic navigation equipment presently being used. This seminar will start at 9AM and run to 5PM on the

scheduled day. CMTI requires a minimum of 6 and a maximum of 12 attendee's and charges a flat fee of \$75.00 per head. This fee includes training in one of CMTI's piloting lab's, as well as a training chart of the Chesapeake Bay and training handouts. Basic piloting tools such as dividers and parallel rules should be brought to class. CMTI, as an authorized Weems and Plath distributor, has these available for sale in their Ship's Store.

MARINE DIESEL PROPULSION: If you love the smell of diesel early in the morning, you will absolutely love this hands on one day training seminar provided by CMTI and our new training associate at 17 Machine! Pick from 71 or 53 series GM's or 3200 Cats or Cummins, Turbo's and Natural's. Let us know in advance and we might be able to find a Volvo! For those of you who have sail boats, we are locating a Yanmar 3 cylinder and a Perkins 4-107. Go through a start-up, run engines under load, discuss common failures, conduct basic trouble-shooting, and discuss emergency issues. This seminar will start at 9AM and run to 5PM on the scheduled day. CMTI requires a minimum of 10 and a maximum of 12 attendee's and charges a flat fee of \$125.00 per head.

CMTI is proud to offer these seminars and looks forward to increasing the topics to include Electronic Chart Display, Anchoring and Rafting-up, and more. For information on these seminars, or any of our courses of instruction or questions about obtaining a US Coast Guard license, please call us toll-free at 800-642-CMTI, or 804-642-0123 locally. M-F 9-5.

\$125.00 Such a Deal !!! Pete Hall, Treasurer

While pondering what to write about for this month's issue of the News I thought it might be interesting to take a look at what a member of TMTA gets for his annual dues of \$125.00. How much bang do you get for your buck?

TMTA provides many benefits to its members. Among the most beneficial are the monthly dinner meetings, a free subscription to the TMTA News, and a free listing on the Association web site, tmtav.com. Other benefits include membership in ABYC, lobbying efforts through VAMI (Virginia Association of Marine Industries), as well as TMTA organized and sponsored seminars and conferences like the Marine Trades Expo 2002 held in Norfolk last December.

Now let us take a look at what these services would cost if they had to be paid for directly. The greatest of the benefits, our monthly dinner meetings with interesting speakers on topics of interest and importance to say nothing of the fantastic meal provided by the Pilot House, is a \$105 value.

The TMTA News which is published seven times per year is free to all members but has a subscription value of \$35 per year. Another of the many benefits of membership in TMTA is the free listing each member gets on the Association website, tmtav.com. The cost of such a listing if you were to maintain your own domain would be a minimum \$55.00 per year.

Now throw in the ABYC membership at \$148 per year and you are getting \$343 in benefits for only \$125. What a deal! Add to this all of the other benefits of membership that are provided by fellow members who give generously of their time to serve as officers and directors to keep the Association

on a steady course, and do so at no cost to you, and you've got a GREAT deal.

TMTA Welcomes More New Members!

Harris Marine Financing is owned and operated by Robin Harris. Her business is located at Bay Bridge Marina in Stevensville, MD. For the past 14 years she has provided marine dealers with expert financing and insurance. Professional services include customer loan approvals, documentation, warranty sales, closings and show support.

Deltaville Boatyard has a new owner: Keith Ruse. It is located on Jackson Creek in Deltaville. Keith offers a boat yard that performs all work to ABYC standards and specializes in diesel engine and support systems. They have a 35 ton travel lift and inside storage for three 55' boats. Full or self service and short or long term storage is available. Keith also has a great website with online work orders.

Northern Neck State Bank and its Director of Marine Finance, **Mr. C. Wayne Penick**, and all the employees of the With nine branches throughout the Northern Neck (one being in Tappahannock) they are a community bank to the majority of the TMTA members and our customers. Wayne's office is in White Stone and as Director of Marine Finance heads up the new (1 year old) *BOAT LOAN PROGRAM*, which has written over \$10 million in loans. Wayne and his capable staff promise a decision within one business day upon receipt of a loan application; do not resell their loans; and are committed to providing the best service in the industry. Call Wayne to get the current best rates.

Wayne has a 31 year career in banking, has been a boater for 32 years (sail and power), and holds a USCG 50 Ton masters license. We think combining expertise in finance and boating with very competitive rates will be a winning combination.

Contact: C. Wayne Penick, Director, Marine Finance, Northern Neck State Bank, P. O. Box 85, Whitestone, VA 22578-0085. Phone 804-435-2319. Fax 804-435-0656.
Email: wpenick@ubsh.com.

Also please welcome **Pulley's Marine** and new owner Ed Davis, and **Cockrell's Marine Railway**, and owner Andrew Cockrell.