

# TMTA NEWS

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Our 39<sup>th</sup> Year

February 2005

## **President's Message** *by Mark Drexler*

Hello everyone,

I hope everyone made it thru the rough weather we had over the past month. It looks like we will have to wait a little while longer for springtime to arrive. I know everyone is gearing up for the upcoming boating season. I believe it is going to be a good one based on the traffic I have seen during January in my shop. We, as TMTA Members, should make good of the tools available to our membership. We should all support the Marine Training School, we should make an effort to attend and participate in all meetings and we should make ourselves available to help on committees and possible as an Officer or Member of the Board of Directors.

If you are interested in making TMTA a better organization by volunteering let the Officers and Board Members know. New ideas and suggestions will keep TMTA going strong for many more years. Our next regular meeting will be on Wednesday, February 16th, at the Pilot House. I look forward to seeing each of you there.

Sincerely, Mark Drexler

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## **Next Meeting will be January 19, 2005 at 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, Crab Cakes, Pan Fried Potatoes, Sugar Snap Peas, Brownie w/ Ice Cream
- PLEASE BE SURE TO CALL 804-462-7018 FOR RESERVATIONS AT LEAST BY MONDAY SO THAT THE PILOT HOUSE CAN BE READY FOR US!

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**There will be two Speakers for the February Meeting:** Frans Kasteel of the US Coast Guard Auxiliary was supposed to present last month but we had to cancel because of the snow. He will present a program called "Good Mate – Stewardship of the Waterways". The program is designed to increase our knowledge of the value of ecological and economic importance of our water sources. Pete Hall personally highly recommends the program and it should be an interesting presentation. Also **Martha Heric** of Crown Point will give a talk on marina assessments. Both should be very interesting. Onna Grimm has also said that she would be happy to answer any questions about her article on collecting from non-paying customers at the February meeting.

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**Ed Schwab from** – is tentatively scheduled to give a presentation at our March meeting concerning Group Disability Insurance. The policies must be pretty interesting because Lynn Haynie said that when he made the presentation at AMPRO, all her guys signed up!

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## **Trade School Update:** *by Ken Knull*

The school is operational! The first three courses had to be postponed due to the ice storm but they have been re-scheduled to March 21-23 for the Basic Marine Engine Course. It will be followed immediately by the ABYC Diesel Engine Course and the Certification testing, which will be given on March 24-25. Ed Sherman, Director of Training for ABYC, and author of several books, will be giving both courses and they will be held at RCC in Warsaw. There are still openings available and members receive a \$25 discount on the courses. So far 11 people have signed up for the BME course and 9 for the Diesel Certification course. The Gasoline Engine Certification Course will be given on March 28 – April 1, so far no one has signed up for this course. The Electrical Certification course is scheduled for March 17-10 and has 1 person signed up. Two people have signed up for the Introduction to Outboard Course and 1 for the advanced Outboard course so far. The dates for the outboard courses are March 14-18 for the Intro and the Advanced will be held on March 28-April 1. We have enrollees from Chesterfield and from New Jersey!

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If you are interested please contact Gayle Wood at RCC at 804-758-6751 as soon as possible. REMEMBER, an ABYC Certificate for your mechanic translates immediately into increased sales and service rates! It is a wise investment.

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### **The Capital City Boat and Outdoor Show:** by Onna Grimm

It was held Jan.7-9 at the Greater Richmond Convention Center. The show sponsors were [www.macevents.com](http://www.macevents.com) and did a great job of helping with set up/break down and information. We had a great location to display "Chesapeake Yacht Sales" - 28 ft. Albin. Not only did our 3 yacht brokers come home with many new customer leads, but they are currently working on 4 large boat deals generated from that particular show. The show was relatively small - approximately 20 dealers - but most dealers are planning to do the show again next year and bring more boats. Other dealers came to check it out and committed to participating next year. So, we'll be going back to the Capitol City Boat Show next year with a Carolina Classic, an Albin and possibly one of our smaller Catalinas! We're off to the Virginia Beach Boat Show for 10 days and then back to Richmond Raceway Complex Show in late February. It's definitely boat show season!!

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### **TMTA Remaining Meeting Schedules for 2005:**

Feb 16	May – Aug NO MEETINGS	Nov 16
Mar 16	Sep 21	December NO MEETING
Apr 20	Oct 19	

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### **“New Business” in Deltaville this spring:**

- Regent Point Marina, has new owners, they are Jim and Cathy Wagner of White Stone. They have several new projects planned and we look forward to hearing about them.
- Tartan C&C Yachts Virginia located at Regent Point Marina. The brokers are Lael and Katherine Easterling. They are planning an Open House in April.
- East River Technical Support Services, owner Nick Krikales, will offer expert yacht service and repair. His service yard is located at Regent Point Marina.
- Annapolis Yacht Sales South, locating at Deltaville Marina in May. Jonathan and Anne Hutchings will be the brokers. They will carry Beneteau power and sail, Sabre and two European lines, Elan and Wauquiez.
- East Coast Yacht Management/Deltaville Charters is owned by Will and Bonnie Vest. They recently purchased the Deltaville Yacht Charter and Deltaville Yachts property. Their new business will offer yacht deliveries, charters, brokerage sales and management services. An Open House is planned for April.
- Norview Marina Acquisitions, the new co-owner Earnie Asaff of New York has hired Coastal Property to manage the marina, Doug Respress and present staff will continue to manage the marina on a daily basis.

We look forward to hearing more about these new businesses soon.

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If you are receiving this Newsletter via mail and would like to get it via Email, please contact Ken Knull at [ken@yankeepointmarina.com](mailto:ken@yankeepointmarina.com) or call 804-462-7018

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Editors: TMTA Board of Directors  
Tidewater Marine Trade Association of Virginia  
P.O. Box 40, Cobbs Creek, VA 23035