



NEWS & EVENTS

- Sail America Industry Conference
- 2023 Sailing Industry Economic Outlook Report



MEMBER NEWS

- Offshore Sailing School Kicks Off 60th Anniversary Year
- Acquisition of Australian Equipment Manufacturer Ronstan by the Wichard Group
- Harken Zircon Block Range
- Top Raceboats from Boat of the Year
- US Sailing Opens Nominations for 2023 Rolex Yachtsman and Yachtswoman of the Year
- Simple, Yet Elegant: Engineering Innovation, Born from Experience



SAIL AMERICA MEMBER NEWS

Volume III 2023



Promoting the health and growth of sailing.



NEWS FROM SAIL AMERICA PRESIDENT



Happy Holidays! We hope this newsletter finds you happy and healthy. We wanted to take a moment in this edition of Sail America News to discuss all the exciting things happening at Sail America that advance our mission to promote professional development and networking opportunities between and among members.

Here is what we are up to:

- We are happy to be hosting Sail America's Industry Conference (SAIC), which is confirmed for April 23-25, 2024, in St. Petersburg, FL featuring our keynote speaker, Marie Rogers, VP, US Sailing. Don't miss it! This will be the biggest SAIC ever! Register and book your hotel room [HERE](#)! SAIC offers professional training and development, educational workshops, inspirational speakers, and networking opportunities.
- The 2023 Sailing Industry Economic Outlook Report is now available! The report continues to show a positive outlook with new boat sales increasing in 2022. Confidence in the future of sailing remains high, even though economic uncertainty, again, is reported as the main concern facing the industry in the next year. FREE TO MEMBERS! Non-Members-\$30 (Please contact info@sailamerica.com to receive your copy)
- Sail America continues working on its full suite of networking and learning events, including our annual breakfast at the US Sailboat Show in Annapolis. Our thanks to the show for their support.
- We continue to offer a member-focused online forum series that includes notable speakers and topics. **Don't miss our online next forum— Finance & Insurance taking place on Tuesday, December 5th, 2023, from 1:00 pm-2:00 pm ET.** The ability to secure financing and insurance continues to affect the sale of new and brokerage boats across the country. With 2024 close approaching—and along with it the winter boat show and buying season—get an update from industry experts on what to expect in the months ahead. Our panel will include **Mary Reynolds, Chief Operating Officer at LaVictoire Finance, Randy Carnahan, Executive Vice President, Marine, at the Hilb Group, and Stanton Murray, owner of Murray Yacht Sales.**
- The California Yacht Brokers Association has announced the Pacific Sail & Power Boat Show is scheduled for May 16-19, 2024 in WestPoint Harbor in Redwood City, California For more information please contact Ty Mellott at ty@cyba.info.

Please let us know how Sail America can help you and your business. Our collective success is possible only with your membership and support. Together, we can ensure member businesses are supported, and sailing has a strong voice in the boating industry. Thank you for your continued support of Sail America. If you have not renewed your membership or are interested in learning more, please visit Sail America's website [HERE](#). Cheers to 2024!

Sincerely,

Kevin Carlan
Sail America President



NEWS & EVENTS

A collage of nautical-themed images including a sailboat, a lighthouse, a compass, a red buoy, a bridge, and a sailboat's mast. The text 'SAIC' is in large white letters, 'April 23-25, 2024' is in white, 'St. Petersburg Yacht Club' is in yellow, and 'St. Petersburg, FL' is in yellow. A diagonal banner reads 'Sail America Industry Conference'. The bottom right features the 'Sail America' logo with three stars.

SAIC
April 23-25, 2024
**St. Petersburg
Yacht Club**
St. Petersburg, FL

Sail America Industry Conference

*Grow
Your Business.
Grow the Industry.*

Sail America

Sail America Industry Conference

The 10th edition of the Sail America Industry Conference (SAIC) is taking place in Florida for the first time. The three-day event, specifically geared toward sailing industry professionals, will take place at the St. Petersburg Yacht Club in St. Petersburg, FL on April 23-25, 2024. Held annually, SAIC will host speakers in addition to offering interactive roundtables and more. Attendees will learn about new topics and trends and receive industry updates.

KEYNOTE SPEAKER: Marie Rogers, VP, US Sailing
Stay tuned for the full schedule at a glance.

REGISTER HERE!

Hotel Courtesy Room Blocks in St. Petersburg: Limited Rooms Available-Book Now!

- Courtyard St. Petersburg Downtown - Conference Rate-\$239/night-Rate expires 2/22/2024
- Hilton St. Petersburg Bayfront-Conference Rate-\$209/night- Rate expires 3/8/2024

- Hampton Downtown St. Petersburg -Please call to book your reservations: Call: 727-892-9900 or 1-800-HAMPTON (1-800-426-7866) -\$209/night-Rate expires 3/23/24.

SPONSORSHIP OPPORTUNITIES

DID YOU MISS SAIC 2023 in Newport, RI? Look **HERE** to see what you missed! Hope to see you in *St. Petersburg* in 2024!



NEWS & EVENTS

The 2023 Sailing Industry Economic Outlook Report is now available!

Sailing Industry Economic Outlook Report 2023
Prepared by Sail America

Released: October 2023



The report continues to show positive outlook with new boat sales increasing in 2022. Confidence in the future of sailing remains high, even though economic uncertainty, again, is reported as the main concern facing the industry in the next year. **FREE TO MEMBERS!** Non-Members-\$30 (Please contact info@sailamerica.com to receive your copy)

Don't miss our online next forum:

Finance & Insurance

NEW DATE! Tuesday, December 5th, 2023- 1:00 pm-2:00 pm ET

The ability to secure financing and insurance continues to affect the sale of new and brokerage boats across the country. With 2024 close approaching—and along with it the winter boat show and buying season—get an update from industry experts on what to expect in the months ahead.

Our panel will include **Mary Reynolds, Chief Operating Officer at LaVictoire Finance, Randy Carnahan, Executive Vice President, Marine, at the Hilb Group, and Stanton Murray, owner of Murray Yacht Sales. REGISTER [HERE!](#)**



IN THE NEWS CONT.

Offshore Sailing School Kicks Off 60th Anniversary Year with New Location, New Courses, Fleet Additions, New Colgate Sailing Adventures® Flotilla Vacations

Offshore Sailing School President and CEO, Doris Colgate, announced several major initiatives to kick off a year-long celebration of the company's 60th Anniversary. "We're hosting a media reception on the first night of the 2023 U.S. Sailboat Show in Annapolis, MD, on October 12, and this is the perfect opportunity to share our many exciting plans for the coming year," said Doris Colgate.



Colgate continued, "We are thrilled to announce that we are opening a new location in Key West, Florida! Starting January 2024, we'll have Colgate 26s and a new 40' catamaran available for US Sailing certification courses from Stock Island Yacht Club & Marina."

In addition to the new location in Key West, the company has added a new Boat Handling & Docking course, offering Offshore Sailing School graduates and experienced sailors the opportunity to increase their skills and confidence with big boat maneuvering and docking aboard 40'-50' catamaran and monohull yachts. This course will also satisfy clients' desire to obtain US Sailing Catamaran Endorsement, if they originally learned to bareboat charter aboard a monohull.

The company will host four new Colgate Sailing Adventures® flotilla vacations for its graduates and other experienced sailors in 2024 and already has three more new destinations set up for 2025. Colgate Sailing Adventures® Flotilla Cruise locations in 2024-2025 include Belize, the Greek Islands, Sicily, Italy, Croatia, St. Martin and St. Lucia.

Winners of Offshore Sailing School's 60th Anniversary Contest were selected by three esteemed judges. Herb McCormick, award-winning journalist and author of OFFSHORE High, the biography about Steve and Doris Colgate and Offshore Sailing School; Theresa Nicholson, Sr. Editor of Cruising World magazine; and Norwood Smith, Vice President, Director of Sales & Marketing for Mainsail Development (a resort developer, owner, and management company with hotels such as, Scrub Island Resort, The Luminary Hotel & Co., and Epicurean Hotels) unanimously chose Michelle Little's submission, "Still Looking On," as the Grand Prize winner of The Moorings charter vacation and Scrub Island Resort, Spa & Marina, BVI, gift certificate. Over twenty photographs and essays were submitted by Offshore Sailing School graduates and participants of Colgate Sailing Adventures® flotilla vacations, outlining how learning to sail with Offshore Sailing School changed and impacted their lives.

Offshore Sailing School is located at 6338 Presidential Ct., Ste. 201, Fort Myers, Florida, 33919. The school offers every level of US Sailing and Powerboating* certification courses on Captiva Island, St. Petersburg, and Key West in

Florida, on Scrub Island and Tortola* in the British Virgin Islands. To support Offshore Sailing School's continued growth, the company has hired new instructors, a new maintenance manager, more sales associates, added an Operations Coordinator, and promoted several internal directors. The school has graduated more than 160,000 adults and families through its sailing, racing, bareboat cruising, navigation, and passage making courses.

Visit <https://www.offshoresailing.com/>.



IN THE NEWS CONT.

Acquisition of Australian Equipment Manufacturer Ronstan by the Wichard Group

The Wichard Group has acquired Australian equipment manufacturer Ronstan, strengthening its leading position in the leisure marine equipment and manufacturing markets.



The Wichard Group, which specialises in the design, manufacture and distribution of products for the marine OEM, aftermarket and industrial markets, is pleased to announce the acquisition of Ronstan, a leading Australian manufacturer of high-quality sailing equipment, industrial and architectural products. This strategic acquisition strengthens the Wichard Group's position as a world leader in the deck fittings sector, while expanding its product portfolio and offering significant growth opportunities in global markets.

Founded in 1953 by Ron Allatt and Stan Lenepveu and headquartered in Braeside, Victoria, Ronstan is renowned for its expertise in the design and manufacture of blocks, winches, track systems and other essential equipment for sailing, boating and water sports. The company has a strong reputation for high-quality, innovative and high-performance products, making it an ideal partner for the Wichard Group.

"With Ronstan becoming part of the Wichard Group, we have achieved a major milestone in the development of our strategy as a manufacturer and seller to the global marine and safety sectors," explains Jean-Claude Ibos, president of the group. "We are now in a position to meet the needs and expectations of our customers worldwide with a comprehensive range of products and expertise. This strengthens the consistency of our positioning based on performance and safety. We are all very excited about the upcoming partnerships and challenges to be met. Our new partners share our team spirit, which was essential, and I'd like to thank them!"

Scot West, managing director of Ronstan, emphasises that Ronstan and the Wichard Group complement each other perfectly at every level: "As manufacturers, our expertise and manufacturing processes go hand in hand, as do our sales and distribution networks and the product ranges we offer to the global sailing community. Like the other entities in the Wichard Group, Ronstan is also active in specific industrial sectors such as safety and architecture."

With the acquisition of Ronstan, the Wichard Group now has over 550 employees worldwide and a turnover of €100 million. This acquisition is also an excellent opportunity to strengthen the group's position in its historic markets by offering a comprehensive product range. This already included aluminium and carbon masts, sail furlers, deck fittings, safety equipment and ropes. It will now include a range of winches, tracks, blocks and other accessories.

The Wichard Group is becoming the owner of Ronstan International Pty Ltd, which remains the parent company of all Ronstan Group companies. The management of Ronstan will be continuing in their current positions and many members of the management team remain invested in the business through their shareholdings in the Wichard Group.



IN THE NEWS CONT.

Harken Zircon Block Range

Could there possibly be a better block? We check in Harken engineer Matt Schmidt and Harken test pilot Ravi Parent to hear what makes the Harken Zircon Block range an efficient thing of beauty.

By Staff | April 4, 2023



Precise and active sail trim is the final-percentage difference in maximizing your boat-speed advantage on the racecourse. Harken's new Zircon range of blocks use a ceramic race and ceramic ball bearings to achieve a better feel for a light-air trim and heavy-air efficiency. This is a true trimmer's block, says Matt Schmidt, of Harken Inc., the global leader in performance sailboat hardware.

After months of R&D, world champion sailor Ravi Parent confirms his Zircons make him faster and shares how he integrates Zircon blocks into the precision sail-trim systems of his high-performance crafts. For more information about the Zircon blocks, visit harken.com/zircon.

Click the photo to view the video

About Harken

The real fuel behind a company's success is its people.

Peter and Olaf Harken recognized this basic business principle over 50 years ago when starting Harken/Vanguard in the snow and corn country of southeastern Wisconsin. Since those early days, Harken has grown from a backyard dream of two brothers to a global reality with offices and distributors around the world. Harken gear dominates events like the America's Cup, the Ocean Race, the Maxi Worlds, Super Yacht events worldwide, the Olympics and one-design championships everywhere, with blocks, travelers, deck hardware, winches, and hydraulics.

The Harken story has been full of twists, turns, successes, and reinventions, but through it all the goal of challenging the status quo and commitment to excellence has always remained the same.

Source: [*Sailing World*](#)



IN THE NEWS

Top Raceboats from Boat of the Year

Looking back over previous editions of Boat of the Year, we're comforted know the judges know how to pick 'em.

By Dave Reed | October 2, 2023

With Sailing World's 2024 Boat of the Year Awards performance tests are about to get under in Annapolis in October we look back on the previous winners of the past six editions. Safe to say the independent judges have chosen proven winners and these boats continuing to thrive on race-courses around the world.

2023 Boat of the Year: Beneteau First 36

"Like a runaway, the Beneteau First 36 careens across a westerly-whipped Chesapeake Bay. The boat's big-shouldered spinnaker and mainsail are silhouetted in the early October morning light. It's making trees on the Eastern Shore as we peg the throttle down to keep chase in a 19-foot RIB. The four crewmembers on board are having a casual conversation—like no big deal—when a cold and meaty gust fills the spinnaker. The leech flickers, and the boat surges forward onto plane. Twin rudders zipper the slick streaming out from the transom as the helmsman, hands at 10 and 2 on the carbon steering wheel, effortlessly weaves the boat across waves tops. The boat is, as the saying goes, on rails.

"Wicked," is how senior Boat of the Year judge Chuck Allen summarizes his experience when he steps off. "That boat is going to be hard to beat."

Three days and 10 boats later, nothing comes close to usurping the Beneteau First 36 as the obvious and unanimous Boat of the Year, a boat that has been a long time coming and overdue. It's a boat that will serve many masters."

2022 Boat of the Year: Melges 15

Out yonder in the vast cornfields of Wisconsin, boatbuilders in Tyvek suits are infusing polyester glass hulls as fast as they can, buffing out one gleaming white dinghy nearly every 66 hours in a full-tilt routine to place the latest American-made dinghy into the hands of sailors clamoring to get a piece of the new great thing in small-craft sailing: the remarkably versatile Melges 15, our 2022 Boat of the Year. No longer shall youth and adult sailors be cast to their individual dinghy classes, and our judges agree. This one allows all ages to play together in one remarkable 15-footer.

"It's stable, forgiving and accessible to a wide swath of physiques, a platform where you can learn to sail it and then transition quickly to racing," says Eddie Cox, the youngster of Melges Performance Sailboats who's been involved with the Melges 15's development from inception to launch. "The boat fits a wide variety of sailors, and that's what our goal was. It's family-orientated sailing, which is important to us because that's how Melges boats are."



The judges enjoyed a blistering run down the bay on the Beneteau First 36 and noted responsive steering, good balance and full control in the 20-knot gusts. Stewart recorded the top speed of 18.3 knots. Walter Cooper



While the Melges 15 is a one-design for doublehanded teams, BOTY judge Chuck Allen easily singlehanded the boat upwind and down. With control lines that are easy to reach, Allen was able to make sail-trim adjustments with ease. Walter Cooper



IN THE NEWS CONT.

2020 Boat of the Year: Jeanneau Sun Fast 3300

"Beneath the red, white and blue vinyl wrap, the Sun Fast 3300 is a remarkable hull form, drafted by Jeanneau's Daniel Andrieu and Guillaume Verdier, designer of the wicked 100-footer Comanche and a long list of fast boats. The hull shape can best be described as powerful, and most definitely designed for the big-deal races in Europe.

Jeanneau's Mike Coe says the boat targets the shorthanded scene and might someday be considered a candidate for the 2024 Olympic offshore discipline, but in the meantime, the big event for new owners is the doublehanded Transquadra Race, from France to Martinique. In Europe, Coe says, it's all about windy, downwind races, but for North America, the right boat has to get upwind, in light air too."

2019 Boat of the Year: Figaro Beneteau 3

"There is no such thing as the right boat for everyone, but there is the right boat for the right time. For today's fervent offshore racing soloists and doublehanded teammates, that boat — right here, right now — is the Figaro Beneteau 3.

This pint-sized ocean racer isn't just another cruisy crossover from Beneteau, the powerhouse of production boatbuilding. There is zero intent of comfort below its low-slung deck, unless your idea of luxury is a white, wet and noisy fiberglass cavern. It's not just a beastly Class 40 type, either.

For righting moment and power, it doesn't rely on hundreds of pounds of seawater sloshing ballast tanks. For Figaro Beneteau 3, there are two unmistakable arcing carbon side foils projecting from slots in its topsides. The foils are no gimmick. Beneteau, nor Figaro face fanatics, don't do gimmicks."



Designer Gino Morrelli says the HH66's hull shape delivers a smoother ride in a seaway, allowing him to put plenty of power into the sails. From the helmsman's steering pod, the judges say, the boat's performance is more tangible and visibility is excellent. Walter Cooper

2018 Boat of the Year: HH66

"It's easy to become enamored with the luxury-level construction and cabinetry, but all the bells and whistles that will allow an owner to play off-grid are equally impressive. "This is the first boat we've seen in a long time where it was as good-looking at the dock as it sails," says Tom Rich, a custom race-boat builder himself who can spot a shortcut or shoddy workmanship with one eye closed. "With the construction of this boat, I couldn't find a single thing to complain about," he says. "It's really impressive what they've done with so many man-hours."

The judges agree that a boat of this size and complexity demands a full-time boat captain, ideally one that's involved in the build, the sailing and the upkeep. To race it will also require a few paid hands to get it around the track, and eight to 10 experienced hands, especially for races involving overnight action.



The Jeanneau Sun Fast 3300 Walter Cooper



With a combination of a Code Zero and just a little bit of pressure, the Beneteau Figaro 3 glides across Narragansett Bay during Boat of the Year sailing tests in Newport, Rhode Island. Walter Cooper/Sailing World



IN THE NEWS CONT.

“We’ve made sure this design is race-ready,” says Morrelli. “The 66 is for an owner who wants to race and cruise, but it’s a big boat, and unless an owner has significant experience, they will need a pro or two to help.”

2017 Boat of the Year: Diam 24 One Design

“The hulls of the Diam 24 One Design may be white, but the boat is a black sheep in the sport-boat flock. As an alternative to 20-something keelboat lookalikes, our 2017 Boat of the Year and Best Multihull is an overdue addition to the one-design menu.

The judges’ choice for overall winner was unanimous. “This is the first time in many years where a boat that looked really sexy at the dock actually outperformed everything on the water too,” says judge Tom Rich, a veteran boatbuilder. The sensation of wind and water rushing beneath the Diam’s trampoline is an experience that will leave first-timers wondering what took them so long to try a multihull.

“It’s designed to be technically accessible and not too complicated to sail,” says Duncan Ross, who represents the Diam 24 One Design’s French builder, ADH Inotec. “The systems are simple. It’s built for racers looking for something a little more exciting but [who] want strict one-design racing.”

Source: [Sailing World](#)



The sensation of wind and water rushing beneath the Diam’s trampoline is an experience that will leave first-timers wondering what took them so long to try a multihull. Walter Cooper



IN THE NEWS CONT.

US Sailing Opens Nominations for 2023 Rolex Yachtsman and Yachtswoman of the Year

BRISTOL, R.I. (October 25, 2023) – US Sailing has opened nominations for the 2023 US Sailing Rolex Yachtsman and Yachtswoman of the Year, widely acknowledged as the premier individual sailing honors in the nation.

Established in 1961 by US Sailing and in partnership with Rolex since 1980, US Sailing's Rolex Yachtsman and Yachtswoman of the Year award recognizes the individual male and female U.S. sailors who have demonstrated on-the-water excellence at international and national events bringing global recognition to sailing in the United States. Previous winners include America's Cup winners, world champions, offshore record holders, and more.

Beginning October 25 through December 15, US Sailing is seeking nominees who are US citizens who have demonstrated on-the-water excellence at national and international events bringing global recognition to sailing in the United States while representing the United States in a calendar year.

Following the close of the nomination period, US Sailing's Yachtsman and Yachtswoman nominating committee, approved by the Board of Directors, will select three finalists for both the Yachtsman and Yachtswoman of the Year Award based on the merits of the nominees. The finalists will be posted to a ballot and presented to voting groups of past award winners and sailing media journalists who will vote for the winners. Winners will be announced in a ceremony in the spring of 2024. Details to be announced.

For more information, and to nominate a sailor, visit <https://www.ussailing.org/rolex>.





IN THE NEWS CONT.

Simple, Yet Elegant: Engineering Innovation, Born from Experience

At VETUS Maxwell we believe it is not enough to deliver a superior product; you must deliver a superior experience.

Since 1969 Maxwell Marine has focused on providing anchoring solutions that work flawlessly, look great and perform to the highest standards. If there is any system on a boat that deserves under-promising and over-delivery, this is one, and Maxwell is consistently recognized for understated and substantiated performance metrics. From the weekend warrior center console to super-yachts, the same R & D, the same quality materials, the same testing protocols all play a role in creating a superior product that can perform reliably under both sunny skies and extreme conditions.

But there is more to it.

Focus on Service...and Simple Solutions

The Maxwell team represents the deepest and broadest levels of industry experience in this market segment. We bring that experience to every sale and every anchoring system. That experience is not just in research, development, and production, it includes years on the decks and docks, in squalls and sunny weather. The customer service technicians and engineers alike work alongside builders and boat captains every day—and they listen to them. Whether you have questions about the most appropriate windlass for your boat, or need a custom solution for a new model, Maxwell expertise will infuse the answers.

In this industry, like any other, it may not be that the customer is always right, but we believe they always have the right idea.

The idea that a product will work as expected—especially when you really need it—is one we believe in. If the ask is for something that can be done, our team will sit down and figure it out with you. Rather than “if you build it, they will come,” those who know Maxwell come to us to build what they need. New products and innovations are not some wild idea cooked up in the engineering lab. They are real solutions, delivered to real customers. Like you.

To learn more, [visit our website](#) or contact a VETUS Maxwell representative at sales-service@vetus.com. To read more about the Maxwell Anchoring systems, check out our recent [blog](#).



[Click above image to see the new Retractable Anchor Arm.](#)

Source: Professional BoatBuilder Magazine



MEMBER NEWS

Benefit Update

MEMBER REFERRAL BONUS

As a valued member of Sail America, you can play an active role in helping your industry trade association grow its membership by referring other companies in your network who would benefit from Sail America membership. By referring new member companies, marine reps, sailing schools, riggers, and manufacturers, you're contributing to the vitality of the industry, and the continued success of Sail America. With every new member we become a stronger representation of the industry and our collective voices get louder.

If a new member joins Sail America because of your referral, we would like to offer you the following benefits to say thank you:

1. Four complimentary tickets to Pacific Sail & Power Boat Show.
2. Recognition on Sail America's website.

Please contact Stephanie Grove, Sail America's Membership Coordinator, for more details. She can be reached directly at 401-289-2540 or sgrove@sailamerica.com.

Thank you for your continued support!

MEMBERSHIP RENEWAL

"Your membership is critically important, as our strength is in our numbers and our successes are achieved as a team. Working together, we contribute to the overall advancement of the sailing industry."

Have you renewed?
The Sail America team is standing by to help you renew your membership!

Please call Stephanie Grove at 401-289-2540 or email Stephanie at info@sailamerica.com.



Send us your company news!

Sail America News is interested in your firm's news, events, activities and job postings. Send press releases or inquiries for consideration to Stephanie Grove: sgrove@sailamerica.com.

Sail America's mission is to support the success and growth of its member businesses, which will contribute to the overall success of the sailing industry.



MEMBER NEWS



“8 million metric tons of plastic enters the ocean from the land each year. That’s equivalent to about 1.5 million cars.”



Join us in protecting the ocean! Learn more at sailorsforthesea.org.