

IN THE YARD

- 45' Huckins received IPS repower, Lithium Ion battery system, Interslick bottom application, complete bottom restoration and a complete Awlgrip paint job.
- 58' Trumpy, new bottom including floors, frames, keel and planking, engine room gutted and rebuilt and replaced engines. Interior redesigned and rebuilt.
- A 32' Dyer Lobster Yacht received a new Awlgrip paint job.
- A 36' Hinckley jet picnic boat received full hull Awlgrip paint job followed by a clear coat and a new electronics package.
- One of our clients' 42' classic motor yachts occupied Irving for a time giving a TLC inside and out full varnish treatment.
- We recently built and finished a new teak seating arrangement for a clients' new 35' Pursuit.
- We prepared and delivered three new Hunt Yachts over the winter ready for spring launches.
- Throughout the winter our crew has been busy decommissioning and re-commissioning, repairing and refinishing some 65 boats in our care.



Some of the team on break

FROM BILL & CHRIS



The 2009-2010 season has been good to us. Great clients and a terrific crew have led us to conclude some really interesting and challenging projects this year. As our crew and workloads have expanded, now thirteen full time crew and many sub-contractors, the management challenges increase also. To address that challenge, we have assembled



Wendy Galvin, who will function as receptionist and administrative assistant to us all. Brad Ellsworth has joined our management staff as Shop Manager. Brad is a very talented and experienced shipwright and will be in charge of all projects on the shop floor.



Christine Herrmann has joined us as a partner in the company, and will act as CFO. A magna cum laude graduate of St. Petersburg College, Christy has a lengthy background in financial management. She has been an entrepreneur for over 30 years, having founded and directed several successful companies including, most recently, Divorce Forensics, Inc., a financial research and analysis company for law firms; Winner's Circle Designs, LLC, a commercial embroidery company; and Berry Computer, Inc., a \$40 million dollar company remarketing mainframe computers.

Also joining the team is Christy's husband, Conrad Herrmann. He will take on the responsibilities of Director of New Business Development, and Manager of Yacht Response, our customer support program, as well as, warranty claims administrator. Conrad brings over 35 years of major marine industry experience. He served as Vice President,



Customer Support, and Vice President of Production at Lazzara Yacht Company; Manager of Customer Service at Viking Motor Yacht Division; and Production Manager and Purchasing Manager at Gulfstar Yachts. And while it outside the yacht industry, we feel it is significant enough to mention that Conrad was a pitcher for the Baltimore Orioles.



Jeffery Lowell former CEO of Boothbay Region Boatyard has joined us as Manager of Cannell, Payne & Page, our brokerage division, and we feel fortunate to have attracted a manager with Jeff's background and skill sets. Jeff recently completed the development of a high-end marina project in Exuma, Bahamas. There he was responsible for the planning, permitting, and construction of this self-supporting facility, including dredging and developing a full power plant. From 1986 to 2008 and prior to the marina project, Jeff was President/CEO of Boothbay Regional Boatyard, Boothbay, Maine, overseeing 40 employees and the repairs and restoration many classic vessels, as well as the construction of new yachts. A graduate of North Yarmouth Academy and Maine Maritime Academy, Jeff has served on the boards of directors of the Boothbay Region YMCA, Maine Marine Trades Association, American Boat Builders and Repairers Association, and the Marine Training Systems School in Thomaston. We look forward to Jeff leading the brokerage division into a new decade of growth and prosperity.

Charles Foote III, signed on as Waterfront Director of Trident Yacht Basin. Charlie is a longtime resident of Rockport holds a degree in Recreation and Park Management and is the former owner of Camden Marine Operator Services which evolved into Coastal Communications. He is a Rockport Firefighter, a licensed captain, private pilot, and a member of the Camden Rotary Club, Rockport Boat Club, Megunticook Golf Club and a past director of the Camden-Rockport-Lincolntonville Chamber of Commerce. His skills and pleasant demeanor make him a perfect fit to manage our expanding facility in Rockland.



YACHTING SOLUTIONS FEATURED IN SOUNDINGS



The March 2010 issue of SOUNDING MAGAZINE featured a five-page article by Eric Sorensen about the exciting repower project that took place in our yard last winter.

Sam Rowse and Martha Coolidge are the new owners of a 1956 46' Huckins renamed Northern Spy (formerly Corasande IX). After acquiring their boat last fall, they consulted with Bill Morong and Paul Waring of Stevens Waring White Yacht Design, of Brooklin, Maine, on how to repower the new boat. Although the Huckins had been cosmetically restored over the last few years, the old Cummins diesels needed to be replaced. Sam was excited about Volvo's IPS drive systems that he had seen recently and the team was asked to check out the possibilities. After much consideration and consulting with Volvo Penta, it was determined that the Huckins would be a great candidate for the first IPS repower anywhere. Yachting Solutions was chosen as the yard with the talent to do the job, which included the installation of twin Volvo 400-hp diesels. Read the complete story on our web site, www.yachtingsolutions.com.

TRIDENT YACHT BASIN RECEIVES GO-AHEAD



It's official. The City of Rockland, the Maine Department of Environmental Protection, and the Army Corps of Engineers have all approved Yachting Solutions' plans to expand Trident Yacht Basin to a full fifty-six slip marina. Already this year we have added four hundred feet of docks and have completed the fit-out for bathroom, showers and a lounge/laundry center.

Trident Yacht Basin will accommodate vessels from dinghies to 200'+ superyachts, and offer a full list of amenities, including 100-amp shore power, pump-outs, full-time attendants, bathroom, showers, laundry facilities, waiting room, courtesy vehicles, concierge service, secure gated pier, WI-FI, and CCTV-monitored docks.

Additional services available to seasonal residents and transient guests include mechanical, electrical, electronic and systems repairs, detailing, and Yacht Response 24/7 emergency service. Hauling and indoor storage, both cold and heated, are also available.

Call 207-596-0082 or, if you're cruising the bay, Channel 16, to arrange for an on-site tour and to receive discount tickets for dining at the two great on-site restaurants; The Boathouse, located at the entrance to our pier, and Amalfi, just a short stroll along the boardwalk. Both restaurants offer bars, outdoor dining and delightful menus.

Trident's facility is one of the few facilities in New England to have been designated a "Clean Marina" by the Maine Marine Trade Association.

New Product Lines

Our never-ending search to find the latest and best yachting products to offer our customers has once again led to Yachting Solutions being named sales and service representative for three new companies and their high-quality product lines: **Life Raft & Survival Equipment, Inc.**, **Cummins MerCruiser Diesel (CMD)** and **Onan Marine Generators**



Life Raft & Survival Equipment, Inc. President Jim O'Conner announced recently, "LRSE is very excited about forming a new sales and service partnership with Yachting Solutions. This partnership will fulfill the need for life safety products and services north of Boston, which we are currently unable to fulfill efficiently. Yachting Solutions personnel will be trained by our service staff, and they will offer our complete line of life rafts and survival equipment for sale." LRSE has been selling and servicing major brands of life rafts and inflatable boats and safety equipment for 26 years, including Avon, Crewsaver, Plastimo, DSB, Elliot Life Rafts, RFD Beaufort, DBC Marine Safety Systems, Switlik, Zodiac, Winslow, Revere, Viking and Life Raft Options.



Cummins MerCruiser Diesel. Yachting Solutions recently passed a lengthy and diligent process to meet the qualifications of one of the foremost marine diesel power producers in the world, and we will be proud to add Cummins Marine Diesel and Onan Marine Generators to the list of distinguished products that we represent. Yachting Solutions employees Mike Dearborn, Walt Gray and Rob Scala will soon complete the intense training program that will round out the full dealer appointment for both CMD and Onan.



The Cummins Onan brand offers the most innovative marine generator sets available. "Quiet Diesel" models give smart power with user-friendly diagnostic information, a first in the industry. The self-monitoring system and flexible network communications bring a new level of information for worry-free boating.

Representation of CMD and Onan enables Yachting Solutions to offer a particularly comprehensive array of marine power options. The lineup now includes: Cummings MerCruiser Diesel, Volvo Penta, Steyr Motors diesel and hybrid diesel-electric engine, Volvo IPS and CMD Zeus pod propulsion systems along with Mercury Marine Axis sterndrive control systems, and Onan Generators.

Our mechanical systems division is poised to engineer the most challenging or the simplest repower or new power installation project. Quality products, ABYC and factory certified mechanics, and our reputation as a leader in customer service make Yachting Solutions the obvious choice for any new or replacement propulsion system.



Trident Yacht Basin new expansion.



2010 NEWS...

YACHTING SOLUTIONS RECOGNIZED FOR COMMITMENT TO WORKPLACE SAFETY



The SAFETYWORKS program of the Maine Department of Labor has recognized Yachting Solutions for its efforts in providing a safe and healthy work environment. At a ceremony hosted at the company's Rockport facility, Department of Labor officials presented the company with a Safety & Health Achievement Recognition Program (SHARP) certificate.

"This award represents Yachting Solutions' high standards and employee involvement in creating a safe workplace," said Laura Fortman, commissioner of the Maine Department of Labor.

The Safety & Health Achievement Recognition Program offers incentives to private sector employers who take a proactive approach to workplace safety. The SHARP certificate is granted to employers who have demonstrated exemplary achievements in workplace safety and health by receiving a comprehensive safety and health consultation visit, correcting all workplace safety and health hazards, adopting and implementing effective safety and health management systems, and agreeing to request further consultative visits if major changes in working conditions or processes occur that may introduce new hazards. Employers meeting these specific program requirements may be exempt from general scheduled OSHA inspections for up to three years.

Bill Morong, President/CEO stated, "Yachting Solutions is proud to be recognized as one of only 1,200 companies in the country to reach this level of safety compliance. Our employees are not only a part of a great working team, but are also a part of our family. We really care about their safety and well-being. It should be noted that it is through their efforts, hard work and care for each other that we were able to attain this award. We would also like to recognize the SAFETYWORKS consultants who worked with Yachting Solutions to improve safety conditions in all operational areas of our facility in Rockport. We strongly encourage any company seeking to enter into a proactive safety program to call SAFETYWORKS first."

SAFETYWORKS is an outreach program of the Maine Department of Labor designed to reduce job-related injuries, illnesses and deaths. The program provided safety and health training to over 10,000 Maine workers last year and consultation services to hundreds of employers. SAFETYWORKS services are voluntary and offered free of charge.

SOMERSET Moves Forward



Spindle, the Trumpy restoration project (see Newsletter 09) now renamed SOMERSET is well underway. Under the management of our lead shipwright Brad Ellsworth her interior has been gutted, her engines and most systems removed. Her bottom was cut away and she now stands proud on our shop floor with new frames, floors, keel and stem. Mahogany

planking is being prepared and will be applied this summer. Our crew of exceptional craftsmen will be hard at work for the rest of the summer rebuilding her interior and finishing her interior appointments designed by Martha Coolidge. Current plans call for launching next Spring.

It's Not All Work

Witness here the irreverent, but fun loving Yachting Solutions crew at the International Toboggan Championship races held at the Camden Snow Bowl in February last winter. Yachting Solutions' crew and friends posted five hardy teams, none of which broke any records. But we all had a great time.



About Dave

We are very proud of our former employee David Hall, son of Doug and Janet Hall. Dave started work here at Yachting Solutions right out of high school as an apprentice. Dave did everything from clean-up to stripping paint to eventually, finish work. His work experience here prepared him for his new position as deckhand on the 170' Feadship DREAM. Dave wintered aboard DREAM, under charter, in the Caribbean and is now in the Mediterranean and from all reports he is having great time and his Captain is very pleased with the young man from Maine and the skills learned at Yachting Solutions.

New Service Representation

Yacht Response, our first responder division, has been selected by three additional companies to act as first responder for warranty and repairs in the Northeast. Joining the ranks of Lazzara Yachts, Nautical Structures, Steyr Motors, Volvo Penta and Hunt Yachts, our growing list now includes RGM Industries, Maxwell Marine, and Bass Products.

RGM is a world leader and manufacturer of I.S.I.S. (Integrated Shipboard Information Systems). The Maxwell Marine name is synonymous with the highest standards of performance in anchoring solutions for pleasure boats, superyachts and commercial vessels. Bass Products manufactures custom power distribution panels for the marine industry. We are proud to welcome these internationally respected companies to the Yacht Response menu of Clients.

Chamber Award



The Camden-Rockport-Lincolnton Chamber of Commerce honored Yachting Solutions in November at its annual awards dinner and banquet. Presenter Vicki Doudera explained, "The Maritime Heritage Award is given to a business or individual or non-profit that demonstrates a commitment to preserve and enhance our maritime heritage." Ms. Doudera's full comments follow:

Tonight we honor a business and businessman that is dedicated to the highest level of service, value, and customer convenience, a business that, even in this challenging economy, has grown by leaps and bounds.

Our recipient started his company in 2003 as a seasonal, mobile, yacht detailing company. Soon customers began requesting the same high level of attention for the complete service of their boats. He responded in 2005, establishing a full service yacht business in Rockport where he purchased property, demolished several decrepit buildings, rehabbed several others and constructed a new state-of-the-art service and storage building and then finished it off with attractive landscaping, creating a business facility that is indeed a credit to the Town of Rockport. Today the company offers repairs, refits, restorations, crew services, project, and yacht management, providing over two dozen jobs for employees and contractors.

Product News

Maxwell Releases Horizontal Rope/Chain Windlass



The Maxwell HWC1500 Horizontal chain-only windlass has been an industry icon for years. Now, responding to demand for a similar sized horizontal windlass that will handle rope/chain rodes as well as chain-only rodes, Maxwell is about to release their completely new and different compact HRC10-8 and HRC10-10 fully automatic rope/chain windlasses.

Maxwell's HRC10 Series comprise horizontal versions of the very popular and innovative vertical RC10 Series of automatic rope/chain windlasses introduced in 2008. The new HRC10 model is packed with highly original as well as proven features, including patented rode management technology developed by Maxwell. Available in the third quarter of 2010, the HRC10 is destined to be as successful as the RC10.

New Shipboard Info System from RGM

RGM Industries, Inc., is proud to present a new modular system that uses smart acquisition units to collect, advanced fiber optic technology to transmit, and graphics monitors to display shipboard information. The new INTEGRATED SHIPBOARD INFORMATION SYSTEM (I.S.I.S.) Model 500BME contains a more robust processor, twice the historical data storage capability of the original I.S.I.S. 500, and an onboard upload/download unit.

The I.S.I.S. Model 500BME has a built-in user programmable Limited Shipboard Maintenance Program. Using this program, routine maintenance items, such as engine lubricant, oil and filter changes, are set to a countdown timer. As the engine operating hours progress, the I.S.I.S. Maintenance Program uses an on-screen prompt to notify the vessel operator when a maintenance item is due.

Bass Shore Power Converter Keeps Power Flowing

Luxury craft owners expect their yachts to include state-of-the-art ship electrical control and security systems with the appropriate power levels operating correctly when docked. Bass Products, LLC, worked with Bishop Marine Electric, Inc., of Ft. Lauderdale, Florida, to fit the M/Y Risk and Reward with a VSP Series II Vectek shore power converter so the yacht's shore power supply is never in question.

Ships that sail through distant parts of the world often experience power discrepancies when they put into port. The Vectek converter equalizes the power requirements of the Risk and Reward with its shore power supply when docked. Because the unit has an auto-sensor, the vessel's crew only has to determine if the supply plug is 1- or 3-phase; the converter will do the rest to bring the yacht online. The converter includes Vectek's standard

This business, based on 'over-the-top' customer service, has grown to include YACHT RESPONSE, a mobile service division that is the first responder service representative for five marine product manufactures, operating from several emergency mobile service vehicles stationed from Chesapeake Bay to Nova Scotia. They also provide 24 hr. emergency service for their customers with three responder vessels located in Penobscot Bay.

In 2006 the company was selected to become the exclusive sales and service representative for Hunt Yachts and has recently been recognized as the top sales producer on the East coast for Hunt Yachts.

This year witnessed their further commitment to the marine industry, when they committed to develop the former MBNA pier in Rockland into a first class marina under the name of Trident Yacht Basin. Also this year they acquired, and then relocated to Bay View Street (former Harborside West site) the well respected yacht brokerage firm of Cannell, Payne and Page, long recognized as the national brokerage source for classic yachts.

What preserves our maritime heritage more than entrepreneurs actually making a living, providing jobs, providing great service and producing great marine products in the Maine tradition? Please join me in congratulating this year's winner -- Yachting Solutions, and its President/CEO, William (Bill) Morong.

seamless transfer from shore-to-generator and generator-to-shore, eliminating blackouts when the ship connects or disconnects from shore power. Bass Products is the exclusive US supplier for New Zealand-based Vectek shore power converters. Bass Products also makes its patented Bow-To-Stern (BTS) integrated monitoring systems available for craft of all sizes. BTS incorporates all of a boat's electrical systems, including shore power conversion, generator protection and more, into a single-source switchgear and control system.

TRIDENT HOLDINGS ACQUIRES BRISTOL SKIFF



Trident Holdings, LLC, owned by the principals of Yachting Solutions, recently acquired the renowned Bristol Skiff of Bristol, Rhode Island, and moved the entire production line to Rockland, Maine.

The lapstrake-hulled Bristol Skiff is trimmed with mahogany, and its good looks, versatility and exceptional performance attest to its traditional heritage. With deep, twin skegs and a widely flared hull, this classic design has excellent stability and maneuverability. The raised bow keeps passengers dry in chop and spray. Ample seating and a large open work area make it the perfect boat for fishing, tending pots or taking the family for an island picnic. Three large storage lockers are standard. An optional center console is available with a 15" destroyer wheel, which makes this skiff perfect for serving as a club launch or as a workboat for marine tradesmen.

Bristol Skiffs are built using a resin infusion process, providing the highest quality composite construction in the industry. Each hull is vacuum bagged and infused with resin, ensuring that each boat is built with the ideal glass-to-resin ratio in an environmentally safe manner. All hull laminates are designed for optimum strength and weight. An ISO-NPG gelcoat was specifically formulated to handle the harshest of marine environments while providing a long lasting beautiful finish. The bench seats that run the length of the boat are filled with foam flotation materials that satisfy USCG flotation standards.

Yachting Solutions has eleven dealers, from Maine to Maryland, and is working to establish a dealer network throughout the East Coast and Great Lakes regions. As we present these great boats at shows around New England we are impressed by the number of current owners who come by our booth to tell us how much they enjoy this terrific little craft, how well it handles, and to complement us on design and construction.