

Tide Watch



Clean & Green

It's Not Easy Going Green

Going green isn't easy for boat yards and marinas. Regulations are complicated. Waste management is time-consuming. Implementation is expensive. But it's the right thing to do – for the environment and for the marine industry. Over the last several years, Brewer Yacht Yards (BYY) has invested hundreds of thousands of dollars, as well as thousands of man-hours, developing, upgrading, and putting into motion environmental compliance systems and best management practices at all 21 Brewer facilities. This has led to cleaner, greener yacht service and maintenance operations, and to more thoughtful management of waste products and recyclable materials at all Brewer yards. For several Brewer yards, this has also led to formal state certified "Clean Marina" recognition.

In the fall of 2008, Brewer Pilots Point Marina became BYY's first (and Connecticut's tenth) official Clean Marina. In the Fall of 2009, nine more Brewer facilities in Connecticut (Brewer Dauntless Shipyard & Marina, Brewer Yacht Yard at Mystic, Brewer Deep River Marina, Brewer Stratford Marina, Brewer Ferry Point Marina, Brewer Bruce & Johnson's Marina and Brewer Bruce & Johnson's West, and Brewer Yacht Haven West) were designated as Clean Marinas. And this April, at an informal

riverside ceremony, Brewer's only facility in Maine, Brewer South Freeport Marine, announced its Clean Marina status.

"The investment we've made in becoming Clean Marinas is significant," says BYY President Jack Brewer. "It demonstrates our commitment to protecting the marine environment, the waters that support our business, and the recreational interests of the boaters we serve. We are thrilled that the efforts we've made, and continue to make, to this end have been recognized by both the Connecticut and Maine Departments of Environmental Protection (DEP)."

The coveted Clean Marina designation acknowledges and rewards boating facilities that go beyond regulatory compliance and take voluntary measures to keep air, ground, and water clean. The Clean Boat Yards & Marinas Program is a collaborative partnership among industry, state and federal

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CT Clean Marina presentations at Pilot's Point Marina



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Reaching Out, Keeping in Touch

Brewer Yacht Yards (BYY) is more than a home port; it's a destination port. Whether you're preparing to set sail, already underway, or at home daydreaming about your next cruise, BYY is ready to help and eager to hear from you – in person and on line.

In an effort to keep in better touch, we're finding new ways to reach out – to you and to all of the boaters we serve. First, we've created a Facebook (FB) page, where we currently enjoy the company of over 450 BYY fans. Our FB community is growing everyday! If you haven't yet become a fan, join us. Keep us posted on where you're cruising. Connect with other BYY members. Share your stories and pictures. Ask questions of our service techs. Be in the loop.

 facebook

Second, we've begun a major effort to overhaul our old, out-of-date website. We hope this, too, will allow us to better connect with you, in a more interactive, more dynamic way. Though we're still in the early stages of our redesign, we're looking forward to unveiling our new and improved website this season. Watch for current news and events postings. Download and submit contracts and work orders. View local weather forecasts. Read about our staff. Get directions by land and sea. Check fuel prices. Post your photos. View slip charts. Learn about our service abilities, amenities, and more!

We're reaching out, so please keep in touch!

A Letter from the President

Dear Fellow Boaters,

As you can imagine, Brewer Yacht Yards gave careful consideration to spending money on capital improvements this past year. Nevertheless, we did decide to take advantage of various permitting opportunities that came our way. This year, you could say, we bit the bullet. As a result we tackled some significant projects – creating our own kind of stimulus package.

In November and December we spent about \$1,000,000 dredging Brewer Glen Cove Marina. We also spent \$250,000, during the summer/fall at Glen Cove – tapering a bank, constructing a rip rap base, and doing a plant installation with plant species specified by the Department of Environmental Conservation. At Brewer Pilot's Point Marina, we replaced a lot of floats with beautiful new ones; we did the same at Brewer Yacht Yard at Greenport, Brewer Stirling Harbor Marina, Brewer Sakonnet Marina, and Brewer Capri Marina. We also completed a bulkhead replacement project at Stirling Harbor. At Brewer Sakonnet Marina, we finished a wonderful stone bulkhead, while we concluded a dredging project at Brewer Wickford Cove Marina. Brewer Plymouth Marina erected a new bulkhead and built a new ramp to enhance their rack storage service, while Brewer Greenwich Bay Marina completed a major wave wall project and finished building two new bathroom facilities. All in all, we spent more than we should have. But, regardless of the current economic climate, these capital improvements fit well with our desire to ensure that our facilities are second to none.

Speaking of being second to none, I'd like to share with you how proud I am of all of our Connecticut locations and our South Freeport, Maine location. Each of these yards has been awarded Clean Marina status by their respective states. This is quite an honor and has also been a learning process! As we continue our work to become better stewards of our environment, we hope all of you will also do your part to help keep the environment pristine – particularly the marine environment which we share and enjoy so very much. Please let us know if you see anything that needs attention, at any of our 21 facilities.

Like all of you, I'm now ready to get back out on the water! Whether puttering around on board, motoring out of the harbor, spending an overnight in a favorite cove, or just being dockside, boating is so wonderfully relaxing and enjoyable. And for me, in recent seasons, nothing has been more fun than taking my grandchildren on "Mr. Toad Too" – anchoring, swimming, and just plain having a great time.

Here's to a wonderful boating season – and thanks, once again, for choosing Brewer Yacht Yards as your home and service port.

Sincerely,

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Connecticut's Clean Marina & Boat Yard managers gather to be recognized for their environmental stewardship.

agencies, and environmental organizations that are dedicated to promoting best management practices for boat yards and marinas. By reducing pollution, the program helps preserve and improve the natural resources upon which the industry and others depend. The program encourages boat yard, marina, and yacht club operators to reduce nonpoint source pollution associated with facility operations, and to promote environmental stewardship. (Nonpoint sources of pollution come from water running over land, picking up pollutants, and depositing these in surface waters. The U.S. Environmental Protection Agency (EPA) cites nonpoint source pollution as a leading cause of water quality issues throughout the country). The Clean Marina program is administered by over 20 states and the District of Columbia. But the road to certification is a long and tedious one.

To be named a Clean Marina, yard management must first sign an environmental pledge. Successful candidates must also demonstrate proper handling of debris generated by vessel maintenance; follow strict guidelines for hazardous and non-hazardous waste disposal; have in place detailed contingency plans for managing storm water runoff and emergency spills; and make a concerted effort to educate staff and boaters on how to be good marine stewards.

“We are pleased to have achieved certified Clean Marina status,” says Jack. “We’re wearing our label proudly and pledged to continue to do our part to educate and inspire others to do the same.”

To qualify and be certified as a Clean Marina, a facility must demonstrate that it meets or exceeds regulatory compliance in seven categories: mechanical service, paint and fiberglass repair, hauling and storage procedures, fueling safety, emergency response/recovery planning and training, facility management, and boater education.

To successfully navigate the complexities of becoming fully compliant, Brewer Yacht Yards first hired Sailer Environmental of Madison, Connecticut. Ted Sailer and his team assisted each yard with improving existing policies and implementing new systems, including those that prevent storm water runoff, handle emergency spills, and manage hazardous waste. Sailer Environmental then provided each yard with formal written manuals designed to guide the various processes for maintaining regulatory compliance, on a daily, monthly, and annual basis.

“True environmental compliance is complicated stuff,” says Ted. “For Brewer’s, it was our task to ensure regulatory compliance at each facility and give each yard the tools to operate appropriately and efficiently. We helped design and set up compliant, convenient, user-friendly waste management areas for busy boat yard staff; and we advised yards on where to direct hazardous and non-hazardous waste streams for proper handling. It’s a team effort to get something like this off the ground; it will continue to be a team effort to keep it functioning. The Brewer yards we’ve worked with are committed to the effort.”

But to be a Clean Marina, it isn’t enough to just meet legal requirements. Significant voluntary measures to reduce environmental impact must also be taken. These include: emphasizing use of green cleaning and bottom paint products; discontinuing use of pesticides or fertilizers; prohibiting disposal of fish waste in marina basins; providing pet waste pick up and disposal stations; setting up bins to collect household recyclables such as plastic, glass, and metal food and beverage containers; providing clean boating information to customers; and establishing a shrink wrap recycling program.

Once a facility shows that it meets all applicable environmental regulatory requirements, and once “above and beyond” voluntary action is successfully illustrated, the facility undergoes a thorough site review, including a walkthrough by members of the local Marine Trades Association, the DEP, and industry peers. Then, and only then, is a yard formally recognized as a Clean Marina.

Clean Marinas enjoy certain privileges. Certified facilities may fly the official Clean Marina flag and use the Clean Marina logo on publications and letterhead. In addition, the DEP promotes Clean Marinas through various public outreach avenues, and continuously celebrates yards that conduct business in an environmentally sensitive fashion.

Ironically, though Brewer Yacht Yards located in Massachusetts, Rhode Island, and New York are doing business just as their sister Brewer yards are in Connecticut and Maine, they are doing so without formal recognition. Because Massachusetts, Rhode Island, and New York do not subscribe to the Clean Marina program, Brewer Yacht Yards in these states cannot be officially labeled Clean Marinas. Nevertheless, regardless of location, all Brewer facilities operate and adhere to similar regulatory standards and operate at levels above and beyond what is required by law. ★

Brewer Yacht

Brewer Yacht Yards continually invests in its properties. Here's a sampling of recent improvements made at each site:

Brewer Yacht Yard at Greenport repainted yard signs and completed upgrades to B Dock this winter. "The new floats are secured by new piles and include all new plumbing and electric service," says General Manager, Mike Acebo. "We also made final touches to our Preferred Customer Lounge." The air conditioned lounge includes a kitchenette, a TV, and wireless internet service. This summer, all of the bathrooms will also be fit out with air conditioning units.

Brewer Stirling Harbor Marina replaced the bulkhead around C Dock and landscaped the area to match similar improvements made last year, at the head of D Dock. "We removed the old C Dock piers and replaced them with new floating docks, with new electrical service and fresh plumbing," says Yard Manager, Jesse Gaffga. This summer, for the first time, Brewer Stirling Harbor Marina will be the only marina in the Village of Greenport to offer gasoline and diesel, dockside. Competitors nearby have opted to remove underground fuel storage tanks, rather than replace their single-wall underground tanks with above ground tanks, as is now required.

Brewer Yacht Yard at Glen Cove completed a major embankment project this fall. "We installed large rocks and a product called Geoweb, to retain our investment in new plantings at the high water level," says General Manager, Mark Friel.

A dredging project on the northern side of the marina was also completed. "We now have a consistent 8' at low water, and can use our big lift well at low tide. Both projects are a huge improvement for our operation."



New Brewer Glen Cove embankment, rip rap, and plant installation

Brewer Capri Marina is preparing for the marina's largest dock replacement effort to date, slated for fall/spring 2010/2011. This significant upgrade will improve three major sections of dock – the main run and the two mega yacht docks – which all handle a great deal of traffic. Meanwhile, the Tahiti West and East Docks, as well as the access gangways, have already been replaced, along with the bulkhead and travel lift pier on the east side of the property. A flag pole that blew down in 70 knot winds last spring was also replaced.

Brewer Post Road Boat Yard poured a new foundation for the yard's Algonac straddle lift track; eliminated dust issues by installing a new furnace with make-up air ducting, dust collection, and enhanced filtration in the paint bay; and added four furnaces to the back storage building and rig shop. "We now have clean portable heat that can be directed to individual projects anywhere in the yard," says General Manager, Paul Muenzinger.

Brewer Yacht Haven Marina recently installed an automatic security gate in the West Yard. The gate is equipped with a card reader for improved security.

Brewer Stratford Marina unveiled a new picnic area this season. A beautiful deck, topped with a 20' x 40' canvas awning, is now home to several picnic tables at the bulkhead between A & B Docks.

Yard Improvements

Brewer Bruce & Johnson's Marina

completed the installation of a bottom wash pad and collection pit, to manage all waste water runoff associated with power washing. "We're using a Water Maze treatment system to process the water and remove contaminants," says General Manager, John McMahon. "Tests we conducted when the system was first operational confirm that the water is filtered enough to be discharged into the Branford Sanitary Sewer System." Any potentially toxic bottom paint materials that are filtered from the wash water are held in the Water Maze for proper handling and removal.



Brewer Ferry Point Marina also installed a new wash pad to meet existing state and federal environmental regs. "We tore up the old pad, where we previously collected waste wash water, installed a new pump tank, and repaved and regraded the area for optimal drainage," says General Manager, Tom Wicander. "For now, we're holding on to the contaminated material we're collecting. We plan to truck it out, rather than treat it on site."

Brewer Dauntless Shipyard & Marina welcomed a new yacht brokerage office in November. Prestige Yachts, a broker and exclusive dealer for American Tug, Hunt Yachts, Nauticat, and X-Yachts of Denmark, is now located at the Dauntless Marina site. The Dauntless Marina crew also removed an old wooden deck and installed new open-air rental lockers inside the block building by the former Chandlery building. "These lockers are available this season for a nominal fee," says General Manager, Doug Domenie. "The ability to store miscellaneous gear on site will provide a real convenience for some boaters."

At the Dauntless Shipyard site, new Sullivan floats were installed between Docks D & E. "These 20' slips previously had water, but now have new pedestals that provide water and electricity," says Doug.

Finally, Brewer Dauntless Shipyard & Marina introduced a new weather page web link. The new weather page provides easy access to a webcam that overlooks the harbor.

Brewer Deep River Marina unveiled a brand new exercise room this spring, taking better advantage of underutilized space in the poolside clubhouse. The new equipment includes a multi-station weight machine, an exercise bike, and a treadmill. "We finished off the workout space with mirrors and air-conditioning," says General Manager, Jim Brown. The Deep River team also replaced wood decking at the main office and ship's store entrance, with durable, long-lasting IPE decking.



A new tenant, Eagle Sign Co., moved on site this season. The sign maker's shop, located above the yard's mechanic shop, has complete sign making capabilities, and is well-versed in both vinyl and painted boat name applications. The sign maker, when not in his shop, can also be seen performing with his guitar at Deep River's annual summer picnic!

Brewer Yacht Yard at Mystic spruced up all four bathroom facilities this winter. New sinks and vanities give these shore side comforts a fresh and more updated look.

Brewer Improvements

Brewer Wickford Cove Marina completed a major dredging effort, providing all 155 slips with 10' depth at MLW. "Say goodbye to mud slips," says General Manager, Larry Colantuono. "Brewer Wickford Cove is now a deep water marina, and the dinghy dock is fully accessible, even at low tide! Completion of this project makes Brewer Wickford one of the best marina choices for New England deep draft sailors." In addition to disassembling and moving docks during the massive dredging project, the crew also re-shingled the mast shed, and installed a new wooden fence at the yard's eastern border.

Brewer Yacht Yard at Cowesett & Brewer Greenwich Bay Marina each put the final touches on their new and improved shoreside head facilities. They also report that the massive wave screen, installed last season at Greenwich Bay, is doing its job!



Brewer Cove Haven Marina is pleased to announce, after a 20 year wait, that Bullock Cove has been dredged by the Army Corps. "This greatly improves the channel and mooring basin," says Yard Manager, Dave Smith. "The main approach is now 9' to 10' at low water; the inner cove is now 7' to 8' at low water; and the mooring basin is now 7' at low water. This is a major benefit, for our operation and for boaters."

Brewer Sakonnet Marina capped the bulkhead they installed last season and replaced E & F Docks in the North Yard with all new floats. The new docks include durable, splinter-free, composite decking and all new power and electric service at each slip. "We also began initial drawings for a new service, storage, and office building for the North Yard," says General Manager, Jay Burns. "We've outgrown our old office building, and plan to relocate much of our operation to the new facility, about a year from now."



Brewer Fiddler's Cove Marina moved toward completing the engineering and installation of a new waste wash water and collection pad. "We also moved toward replacing some of the landing pads at the head of our float system," says General Manager, Fred Sorrento. "The old concrete landing pads have begun to settle onto the rip rap, and have shifted forward at an angle of 30-degrees, or more. This is causing pilings and floats to bind up."

Brewer Plymouth Marine replaced 130' of steel bulkhead, abutting the service dock area, and installed a concrete ramp and launch pad so the yard's negative lift rack storage fork truck can reach the low tide zone. "We also installed a 500 gallon power wash containment tank, as required by law," says General Manager, Tim Moll. "Though Massachusetts does not have a certified 'clean marina' program, we do have similar guidelines, which we follow to meet both state and federal regulations."



Brewer South Freeport Marine installed skylights in the customer lounge to brighten the interior and make the space generally more cheerful. The crew also built a new cedar-shake rooftop shelter to protect a recently improved hazardous waste management area, and set up a concrete pad and fence corral to better manage the collection of household garbage and cardboard. ★

New signage supports
BYY Clean & Green efforts.



Those Among Us Leading the Way

Dave Pugsley, General Manager of Brewer Yacht Sales is currently serving as President of the Yacht Brokers Association of America (YBAA). Last season, Dave was elected to lead the association's board of directors. The board includes 13 YBAA member brokers from the United States and Canada, each of whom has earned Certified Professional Yacht Broker (CPYB) credentials.



*Left: Dave Pugsley, General Manager of Brewer Yacht Sales
Below, right: Tony Lividini, General Manager of R.G. Brewer Hardware;
Below, left: Doug Domenie, General Manager of Brewer Dauntless Shipyard & Marina*

The YBAA was founded in 1920 and exists to unite yacht brokers throughout North America in order to establish, promote, and enforce high standards of professional and ethical conduct. All members sign and abide by a strict Code of Ethics & Business Practice, ensuring that all business transactions follow the basic principles of fairness, accuracy, and honesty. The association also offers a comprehensive yacht broker certification program, designed to raise the professional capabilities of yacht brokers, while addressing the needs of boat buyers and sellers who are demanding more service and support from the industry.

The CPYB designation is awarded to qualified and experienced brokers upon successful completion of a rigorous written exam. Since 2002, the CPYB exam has provided a new benchmark for the professional performance of yacht brokers throughout the U.S. and Canada. For more information about these organizations, visit www.ybaa.com and www.cpyb.net.

Doug Domenie, General Manager of Brewer Dauntless Shipyard & Marina is currently serving as President of the American Boat Builders and Repairers Association (ABBRA).

Established in 1943, ABBRA represents over 250 boat yards, repairers, and associated industries in the United States and abroad. As the hub of the boat yard/service facility network, ABBRA provides its members with the opportunity to exchange information and coordinate efforts to handle matters of mutual concern through open discussions, quarterly newsletters, an annual conference, and training seminars throughout the United States.

A longtime, active ABBRA member, Doug previously served as the organization's Vice-President.



Tony Lividini, General Manager of R. G. Brewer Hardware (the original Brewer family business) in Mamaroneck, NY was recently honored by both the Village and Town of Mamaroneck, and the State of New York, at a local Chamber of Commerce event. Recognized for his tireless volunteerism, can-do spirit, and willingness to donate to just about any cause that betters his surrounding community, Tony was truly humbled. Jennifer Graziano, Chamber President, describes Tony as generous and someone who embodies the spirit of a "friendly village".

Locals who frequent R. G. Brewer Hardware agree; Tony is an important part of the Village experience. People go to the hardware store to find the things they need, but they also go there to connect with Tony, his staff, and the community they represent.

Tony began working for R. G. Brewer Hardware in 1979, when he was in 11th grade! He is the first non-Brewer family member to manage the store. He has served on the Mamaroneck Chamber of Commerce for over 20 years and has remained involved in countless community projects and charitable efforts. ★



Bruce Chappell

Bruce Chappell was a Brewer Pilots Point Marina customer for many years before he joined the Pilots Point North service team in October of 2003. Though he began as a yard foreman, Bruce was quickly recognized by other Pilots Point managers as a strong candidate for the role of Yard Manager, a position that became available in the East Yard soon after his arrival. "In my former career, at Amerigas, I was a manager," says Bruce. "Working with the technicians and drivers there for 16 years prepared me nicely for my work here. At Pilots Point East, I'm responsible for managing profits and losses, employees and customers, and projects and facilities. It's just the type of job I had hoped to find when I retired from Amerigas. I knew I wanted to work for a company that's proactive with customers and has corporate ideals, but with a family feel. This is exactly what I've found at Brewer's. It's a place where I feel in control of my work, and a place where I can influence change and make an actual difference."

Since becoming Yard Manager, Bruce and his team have introduced a new travel lift to their service operation, taken part in upgrading all of the marina's floating docks, and picked away at improving the yard's visual appeal. "In the future, we also plan to expand the width of our travel lift well, in order to accommodate wider, bigger boats." In the broader picture, Bruce assists all Brewer techs with pursuing continued education through Mercury University. "I have an interest in helping to make sure our techs are highly trained and educated. I try to do my part, by assisting all techs in the Brewer group who show an interest in furthering their education, by getting them started in the Merc program."

As for his own education, it seems Bruce began preparing for work in a marine environment, long before he ever set foot in a boat yard. As an undergrad, he secured a B. S. in Marine Sciences from Southampton College, with a minor in Marine Geology. He followed his studies there with post graduate work in Oceanography and Aquaculture at CW Post, on Long Island, before spending three years working in South America for Ocean Surveys, a Connecticut-based company. "I was a survey technician on a harbor development project in Columbia. As a scuba diver, my responsibilities included collecting instruments and taking measurements. On the surface, I helped gather precise cartography information. We shared a variety of duties as a team, but, primarily, I helped maintain electronic equipment used to gather information on the tides and currents. When I left the company, Ocean Surveys hired Tom Wicander. Ironically, Tom turned out to be the person who hired me when I eventually applied to work at Brewer's. What a small world!"

Bruce has been sailing his whole life. He started in dinghies, but was introduced to sailing as a competitive sport through



the sailing program at Southampton College. "Once I graduated and got married, I bought my first boat, a 26' Chris Craft. My wife and I raced the Duck Island circuit, crewing on other people's boats. Then we acquired a 35' Pearson, which we still have today. We seem to like the older, more classic looking boats," he says. "We've sailed our Pearson 35 all around Long Island Sound; we raised two kids on board; and we've done some extended cruising too."

In fact, in 2002, Bruce took a one year sabbatical and went sailing with his wife. Their only crew member was Erin, their Black Labrador Retriever. "First we sailed up to Maine; then we sailed all the way down the coast to Key West, via the ICW. We plan to do it again one day, hopefully on a Pearson 38! Next time we hope to get to the Bahamas." For now, Bruce and his wife continue to enjoy weekend outings, and longer cruises when time permits. "We both enjoy sailing; we both enjoy spending time on the water."

Bruce holds a USCG captain's license, which he is in the process of upgrading to the 100-ton level. "I do some yacht deliveries from time to time, which," he admits, "is another great way to get out on the water!" ★

On Deck

Brian Varney

Brian Varney has been a part of the Brewer Fiddler's Cove Marina team since 2005. Though his official title is Parts Manager, Brian is always eager to jump in wherever he's needed, helping co-workers and customers in any way possible. "I've always been a 'chief cook and bottle washer' kind of guy," says Brian. "It's just my personality to try to help out in any way I can. I guess this is because I've always worked in the marine industry, where you really need to be willing and able to wear a number of different hats."

Brian believes everything that happens at Fiddler's Cove is a team effort. This might explain why Brian is not only managing Fiddler's parts inventory, but assisting his boss, General Manager, Fred Sorrento, with overseeing environmental compliance issues for the yard, while, at the same time, he is working on behalf of the entire Brewer organization to price out the best options for handling and removing hazardous and non-hazardous waste. "This is the kind of project I volunteer to do," says Brian. "I figure why not try to help the entire Brewer group while I'm working on helping Fiddler's Cove?" In this particular effort, Brian has begun to actively track how much and what kind of waste each Brewer facility is generating. By sharing this information within the group, Brian hopes to secure the best possible service and pricing for all Brewer yards from would-be waste carriers. "Though the majority of what I do is parts related," says Brian, "the variety of work I'm involved in keeps my days interesting."

As for his environmental contributions at Brewer Fiddler's Cove Marina, Brian has outfitted the yard with basin filters to collect storm water debris runoff; introduced biodegradable trash bags, and set up recycling stations for items such as cardboard, plastics, metals, and glass. Currently, Brian is also lending a hand with the installation of a containment pit for the yard's waste wash water. "Massachusetts doesn't have a Clean Marina program like some of the other states, but we're trying to be 'green' in a preemptive sort of way, by staying compliant with state and federal regulations, and by minimizing our impact."

As for managing parts, Brian is incrementally fine-tuning his department. "It took me a little over a year, learning and observing how the techs use the parts department, to figure out how to best set it up for optimal performance. In order to keep things running smoothly, I've had to make gradual changes along the way. It's always a balance between keeping inventory down and keeping the techs productive and happy. Each year I think it gets a little better. In part, this is thanks to our annual November meeting which brings together the entire Brewer parts management staff. These meetings have been a big help to me. Before being employed by Brewer, I had always worked in small, independent yards; it's nice to have the support of a larger, more corporate level outfit. At our annual meetings, I always learn more about how and why we do things, which helps me do my job better. I even ask Fred, the yard manager, to attend these meetings with me, from time to time, so he

can take away the same good information I do."

Prior to working for Brewer Fiddler's Cove Marina, Brian ran the service department for a small marina in Duxbury, Massachusetts, assisting the owner with day to day operations. Before that, he was one of three business partners doing independent fiberglass repair and refinish work for two major small boat manufacturers. "We did a lot of warranty work for Boston Whaler and Grady White," says Brian. "I guess you could say I've zigged and zagged my way around the marine industry, but once something like this is in you, you just keep falling into it, in one way or another. It's a passion."

Though Brian grew up on the ocean, on the Cape, he considers himself a fresh water guy. "My idea of being on the water is fishing on a lake, or diving into fresh water and floating around all day. Over the years, I've spent a lot of time on a big lake near Sandwich, Massachusetts, and at a camp up on a lake in Nobleboro, Maine. My wife Jeanne and I really enjoy the fresh water, and so does our dog Hayley!" ★





ENJOY

the *Northeast*



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12 BREWER DEEP RIVER MARINA
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13 BREWER YACHT YARD AT MYSTIC
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Mystic, CT 06355
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14 BREWER WICKFORD COVE MARINA
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15 BREWER YACHT YARD AT COWESETT
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16 BREWER GREENWICH BAY MARINA
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SOUTH YARD
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17 BREWER COVE HAVEN MARINA
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18 BREWER SAKONNET MARINA
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Manager: Jay Burns
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19 BREWER FIDDLER'S COVE MARINA
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20 BREWER PLYMOUTH MARINE
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21 BREWER SOUTH FREEPORT MARINE
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Brewer Yacht

Our technicians, finish specialists, and shipwrights service vessels of all sizes. From routine preventative maintenance, to highly technical special projects, our crew takes great pride in offering top-notch results. Here's a look at some recent projects managed by our skilled team:

Brewer Yacht Yard at Greenport refinished a J-105 with Alexseal; repaired the floor grid on a Pearson 10M, after the boat collided with a rock; installed new cabin flooring and a composite cockpit sole on a 42' Luhrs; and fabricated, shaped, and mounted a new Douglas fir bowsprit on a 40' Marine Trading International sloop. "This boat also had a rotten mast, which we removed and refit with an abandoned spruce mast from a former Concordia," says General Manager, Mike Acebo.

Brewer Stirling Harbor Marina removed a large section of rotten balsa core and replaced it with tried and true NIDA core. "The new fore deck has a slight crown that is very rigid compared to the old soft, saggy deck," says Yard Manager, Jesse Gaffga. "We topped the improved deck with a new non-skid finish."

The crew also painted a Legacy 28 this winter, changing the hull color from blue to green; installed a new Yanmar in a Pearson 424; and rehabbed a vessel from a sister Brewer port, after an unfortunate grounding that occurred when the boat was visiting the area last season. "This is great example of how the Brewer family of marinas is able to help members," says Jesse. "This particular boat owner was relieved to know there was a Brewer facility nearby where he could direct Sea Tow in the heat of the moment. The boat had significant driveline, running gear, and fiberglass damage. During the grounding the shaft actually ripped out of the transmission and exited the hull, taking the gears with it! We were able to provide the services required to bring the boat back to sound, launchable condition."

Brewer Yacht Yard at Glen Cove remained very busy, fall, and winter. "We repaired several storm damaged boats this winter – all boats that broke loose from nearby moorings last fall. We also tackled a couple of paint jobs; repowered a sailboat; and stripped, epoxy coated, and painted several boat bottoms.

Brewer Capri Marina handled a great deal of routine preventative maintenance this season. "We changed raw water pumps, belts, hoses, manifolds, and risers; we reconditioned props; and we serviced seacocks, thru-hulls, and strainers," says General Manager, Steve Wachter. "We also rebuilt a diesel engine aboard a 40' sailboat and continued to apply Prop Speed to underwater running gear on a number of boats. We've been getting great results with this product for over two years now. The vessels we're coating are coming out of the water without barnacle growth and boat owners are reporting increased speeds and lower fuel consumption!"

Brewer Post Road Boat Yard tackled a partial refit on an

Egg Harbor 33, including an electronics package update; a Sealand Vacuflush system; and two new engines. "The more powerful engines are expected to significantly increase the boat's cruising speed," says General Manager, Paul Muenzinger. Other mechanical projects this winter included repowering a 19' Chaparral and a 28' Alerion, as well as installing new gensets in a 41' Hatteras and a 53' Mason. In the paint shop, several dark, but faded, gel coat hulls were painted with Awlgrip; all had faded from long-term UV exposure. In addition, a 41' Hinckley, a 38' Sabreline, and a 29' Tiara were beautifully refinished with Awlgrip. The crew also replaced the teak toe and bow rails on a storm damaged Island Packet 42, and undertook extensive fiberglass and gel coat repairs on an X-Yacht 41, before Awlgripping the hull.

Brewer Yacht Haven Marina repainted a custom C&C, top to bottom, last season. On deck, the crew removed and rebedded hardware, replaced port lights, and applied an Awlgrip finish with contrasting nonskid surfaces. On the hull, they also applied Awlgrip paint, along with boot stripes and the boat name, before clear coating the entire vessel for a final lustrous shine. The bottom received special attention to make the boat even more competitive. After it was sprayed with a racing finish, it was wet-sanded to perfection. The Yacht Haven crew is proud to report the boat went on to win the Vineyard Race in its new and improved condition.

More recent work at Yacht Haven included: replacing two generators, the A/C shore power system, and various auxiliary equipment on a 75' motor vessel, following a partial sinking; removing wet core from the deck of J-44, which involved redoing and matching the existing non-skid pattern; and repowering a Tartan 31 with a new Yanmar engine. "The Tartan has been as a nice multi-year project for us," says Service Manager, Andrew Spaulding. "We've worked with the owner for several seasons, upgrading the boat in a number of ways. In addition to the engine work, we've also installed a refrigeration system and a new head."

Brewer Stratford Marina installed a stern thruster on a 46' Carver, as well as new teak and holly floors on a 46' Post, previously finished with carpet. "We also varnished the teak trim in the cockpit area on the Post," says General Manager, Rod Swift. Other winter work involved repowering several boats, including a 48' triple-engine Fountain. This job required the installation of new Arenson drives, complete with surface piercing popellers.

Brewer Bruce & Johnson's Marina repaired a 53' Irwin ketch after it hit a ledge last season. This was a substantial job as the impact of the grounding shifted the ballast, requiring that the keel be completely removed and refastened. In addition to bottom repairs, the grounding necessitated both interior and exterior structural repairs. The crew also refinished a 48' commercial dragger and a 50' Viking with Alexseal. Over the last couple of years, the Bruce & Johnson's

Yard Projects



Paint shop foreman, Tom Kehlenbach, shows off his latest work.



crew has refinished the superstructure and the cockpit deck aboard the 1986 Viking. This year the topsides were painted “fighting yellow”, a fun, if not bold, Alexseal color choice!

Brewer Pilots Point Marina installed a mezzanine seat in the cockpit of a 52' Viking; glassed over the wooden hull of a classic 50' Elco motor launch, improving the structural integrity of the boat; and rebuilt the interior of a 42' Hunter that suffered damage when a small fire ignited in the boat's a/c unit last season. The crew also tackled extensive hull repairs, rebuilt the interior, and replaced the engines and systems on a 44' Alden; and addressed structural repairs on a 47' Sparkman and Stevens yawl. “We took great care, replacing broken frames, adding stringers, and resplining every seam on this beautiful 1959 yawl,” says Master Shipwright Hans Zimmer.

Brewer Ferry Point Marina wooded and varnished the transom on a Grand Banks 42; installed a new head system and rebbed the windshield on a 40' Cranchi yacht; and installed an electronics package aboard an Edgewater 228C, before carefully “packaging” the boat for shipping, overland and sea, to the Turks and Caicos, where the owners eagerly awaited the boat's arrival. “We installed a C-series 9-inch wide-screen chart plotter by Raymarine, a VHF radio, and a stereo system,” says Service Technician, Wayne Kobrock.

Brewer Dauntless Shipyard & Marina was busy with a variety of work this winter. The crew spiffed up brightwork on nearly 20 boats and applied Awlgrip finishes to another dozen, including an Eastbay 49 and 54, a Cape Dory 30, a Swan 42, a Nonsuch 26 and 30, a Nordic Tug 26, and a C&C 36. The special projects team also installed two Freedom Lifts, aboard a pair of Eastbay 43s. “These dinghy hoist/davit systems are part electric, part hydraulic; they're very nice units as they mount independent of



swim platforms,” says General Manger, Doug Domenie.

Another interesting Dauntless project involved the recovery of a severely damaged aft quarter on a Swan 42, following the boat's involvement in a mid regatta collision. “We were able to pull a mold off a sister ship and rebuild the stern corner of the hull and cockpit area,” says Doug.

Meanwhile, the mechanical team installed a fuel polishing system, a generator, a new plumbing system, and made battery charger and inverter upgrades to several boats, while the rigging department conducted thorough inspections and managed refits to a number of rigs.

Brewer Deep River Marina replaced rotten core and painted the refurbished deck on a Holland 32; varnished “three miles of teak” on a 40' ketch; and continued ongoing restoration work on an Island Gypsy 32. “Last year we extended the boat's cockpit and added a bulbous bow to increase boat speed,” says General Manager, Jim Brown. “These alterations turned a 10 knot trawler into an 11 to 13 knot trawler at cruising speed. This year we added a prop nozzle to further increase the engine's efficiency.”

Brewer Yacht Yard at Mystic did a fair amount of custom cabinetry work aboard a 32' BHM lobster yacht, improving the look and function of the boat's galley area. The crew also kept busy with a variety of standard winter maintenance service in the mechanical department.

Brewer Wickford Cove Marina buffed and waxed boats; prepped and painted bottoms; cleaned running gear; installed zincs; and serviced sea cocks. “This was the backbone of our winter service work,” says General Manager, Larry Colantuono, “but we also completed a number of larger projects.” Gel coat repairs and paint jobs on collision damaged boats kept the fiberglass and paint techs hopping, while the mechanics completed transmission work on a San Juan 48; rebuilt a Westerbeke auxiliary engine; turbo-washed “smoky” diesel engines; repaired several power plants, including some outboards; and installed a large dinghy crane on a new Grand Banks Europa 46. Electrical techs installed an inverter, new batteries, and fresh cabling and wiring aboard a Krogen 42; and installed a new AC system on a Swan 44.

Wickford Cove's carpenter also added new rails to a classic Graves sloop; crafted companionway drop boards where swinging doors once hung; replaced garboards on a classic Lowell lobster yacht; and completed numerous varnish projects.

Brewer Yacht Yard Projects

Brewer Yacht Yard at Cowesett spent a good deal of time working on a classic 1961 Concordia 40 yawl this winter. “The boat is beautiful,” says General Manager, Chris Ruhling. “Even the hull is finished with varnish! It’s like furniture you sit on for special occasions only.” To preserve the boat’s original condition, the Cowesett crew did a lot of specialty carpentry work, building a new companionway and steps; all new cockpit seating; and a new bridge deck. A new king plank in the cockpit sole was also inserted, while new plumbing was run in the head, and all of the ports were rebbed. Other work at the yard involved repowering vessels; repairing and barrier coating several blistered bottoms; and painting half a dozen boats. “We also rebuilt transmissions; replaced cutless bearings; refurbished Maxprops; installed rudder reference indicators; and serviced a number of bow thrusters,” says Chris.



Brewer Greenwich Bay Marina inspected and rebbed the keel bolts on an 80' maxi and did extensive structural and fiberglass repairs on a 42' True North after the boat unexpectedly slammed into a dock last season.

Brewer Cove Haven Marina tackled a myriad of work this winter. The paint shop was extremely busy. “We painted a lot of boats,” says Yard Manager, Dave Smith, “including the 12-Metre *Intrepid* and a very nice J-160.” The crew also handled a number of repower jobs on everything from a classic 12-Metre to a J-40. Refits for two new boat owners included extensive work on a pair of 42' Grand Banks Europas as well.

Brewer Sakonnet Marina soda blasted and epoxy coated the bottom of three power boats this winter, including a 36' Bertram. “On the Bertram, we also replaced some hull core; rebbed the windows; and replaced a lot of interior woodwork around the ports,” says General Manager, Jay Burns. “It was an extensive project.” Other service work at the yard concentrated around annual stern-drive maintenance and standing rig and furler inspections. The Sakonnet crew also handled the repairs for two 30' sailboats that went aground last season. A Tartan and a Catalina, each suffered extensive hull and keel damage as a result of these hard groundings.

Brewer Fiddler's Cove Marina addressed annual varnish maintenance on a number of vessels, installed a new Vaccuflush head on a 35' Egg Harbor; replaced the headliner on a 50' Alden; and repowered a 38' Shelter Island with a pair of 496 Mercruiser Seacore engines. “The headliner replacement on the Alden required removing a lot of bunged trim and cabinetry,” says Service Manager, Jon Duff-Still. “We also refinished the teak and holly sole and touched up a lot of the boat’s interior varnish.” In addition, the crew spec'd and installed a couple of oversized rudders for a classic Bertram 31. “These boats are known for offering a great ride, but also for being difficult to maneuver due to originally undersized rudders. By increasing the rudder size, and replacing the old cable steering system with a new hydraulic system, we’ve dramatically improved the boat’s handling.”

Brewer Plymouth Marine installed a new Westerbeke and upgraded several systems on a Bristol 41; assisted with the installation of a new 85 hp Perkins on a Sky 51; and finished several boats with Awlgrip, including a Swan 44, a Sabreline 36, a Hydra-Sport 29, and a Beneteau 44. The crew also refinished decks aboard a Tollycraft 56; installed a bow thruster on a Grady White 28; stripped and barrier coated the bottoms on an Ocean 48 sport fish and a Carolina Classic 36; and tackled fiberglass and Awlgrip repairs on two storm damaged boats, a Sea Ray 28 and a Key West 24. “Last season, we also received a radio call from the owner of a 68' aluminum ketch, indicating the transmission had ‘gone clunk and stopped’,” says General Manager, Tim Moll. “We located the boat a few miles east of Gurnet Point, towed it dockside, and disassembled the aft shower to access the transmission. Our service tech’s examination revealed that a failed oil cooler had filled the gear box with seawater. We located a rebuilt gear box and had the boat and crew on their way in short order.”

Brewer South Freeport Marine performed extensive upgrades aboard a 1997 Nauticat 38. “We cleaned the fuel tanks and installed six new output ports; installed a Side Power SE-80 bow thruster; a Furuno Navnet 3D electronics package; a new sanitation system, with two new heads and a new holding tank; a new Espar D5 Airtronic system; and we replaced all of the thru-hulls and seacocks,” says General Manager, John Brewer. The crew also finished a 1987 Baltic 43, a 1977 Allied Seawind, and a 1980 Baba 35 with Awlgrip. Other work included beginning restoration of the exterior teak on the Baba 35; the installation of a new Westerbeke 35 aboard the Allied Seawind; and the installation of a Side Power SE-80 bow thruster aboard a recently restored 2000 Legacy 40. ★



“For years, we’ve sailed aboard our 1979 Cape Dory 28 and no one has ever asked us what kind of boat it is. But, after Brewer’s applied brightwork to all of our weathered, exterior teak, wherever we cruise, people ask ‘what kind of boat is that?’ We just say, ‘a varnished boat’ and smile.”

- Jack Wallace, s/v Sensibility



Boat Yard Dog

Mikey is a four year old service dog who was paired with Sgt. Sean Long after Sgt. Long was wounded in Iraq. Marine Corps Sgt. Long was struck by two .50-caliber armor-piercing rounds, which shattered his left leg. He was evacuated to Walter Reed Army Medical Center where he spent three months, including a month in ICU. He underwent over 30 operations, received 50 pints of blood, and almost died several times. Today, two years later, Sean is rebuilding his life with the help of America’s VetDogs. America’s VetDogs trains and provides guide dogs for veterans who are blind or visually impaired; service dogs for veterans and active duty personnel with disabilities other than blindness; and therapy dogs for in-theater deployment and service at select military and VA hospitals.

Since joining forces, Sgt. Long and Mikey have spent time boating out of Brewer Glen Cove Marina with Charlie Doering and his girlfriend, Kathy Genovese. Charlie is a member of Brewer Glen Cove Marina (his sister Laura is the yard’s Office Manager) and Kathy is the Director of Development for America’s VetDogs. Charlie and Kathy enjoy spending time on their Tiara 31 fly-bridge cruiser, making frequent runs to Brewer Yacht Yard at Greenport, and entertaining guests on board, like Sean and Mikey.

Whether boating on Long Island Sound or getting around on shore, Mikey helps provide Sean with balance, stability, and companionship. He also helps Sean retrieve things that are out of reach. If you see Sean and Mikey at Glen Cove or Greenport this season, say hello. But, if the pup is wearing a VetDog jacket, resist all urges to pet him. The jacket means Mikey is busy working!

Please join us in thanking Marine Corps Sgt. Sean Long for his service to our country.

For more information about America’s VetDogs, contact Kathy Genovese at kathyg@vetdogs.org.

If you know a BYY dog who should be recognized, send a brief profile (and photo) to Kristin Peterson, *Tide Watch* Editor, c/o Brewer South Freeport Marine, PO Box 119, South Freeport, ME 04078, or e-mail the information to tidewatch@bby.com.

Please note: though dogs are welcome, they must be leashed while on BYY property, as a courtesy to those who may/may not be comfortable around animals. In support of our dog-friendly policy, dog owners are asked to clean up after their pets.

TIPS FROM THE CREW

Prop Speed:

“A rainy summer. Warmer water. Both often lead to more bottom fouling issues,” says Jay Burns, General Manager of Brewer Sakonnet Marina. “We suggest applying Prop Speed antifouling paint to underwater gear, whenever we see a trend toward a greater number of fouled bottoms.”

Brightwork:

“Regular fresh water rinses will protect brightwork and extend the life of a varnish finish,” says Peter Gavett, Finish Specialist at Brewer South Freeport Marine. “It’s important to remove dried saltwater deposits after each use of your boat. If the salt isn’t rinsed away, the deposits will bake in the sun and harm the brightwork over time.”

Propeller Pitch & Condition:

“It’s important to pay attention to the pitch and condition of propellers,” says Bob Gerwig, Mechanical Foreman at Brewer South Freeport Marine. “Properly adjusted propellers reduce the stress on engines and reduce fuel consumption. Props set at the appropriate pitch allow engines to reach their manufacturers’ intended RPMs at wide-open-throttle. By design, adjustable-

pitch propellers and modular props help keep boats running efficiently.” If propeller blades are in good condition and engines are regularly inspected and tuned up, the chances of wasting fuel or allowing any oil, gasoline, or other hazardous materials to enter the water will be minimized.

Preventative Practices:

- **Contain & Absorb** – keep absorbent bilge pads under your engine to contain drips and keep leaks from migrating into bilge water. Use a drip pan under your engine when performing engine maintenance.
- **Use Non-Tox** – use propylene glycol antifreeze for all systems; it’s much less toxic than ethylene glycol. But remember, even propylene glycol is no longer “non-tox” once it has run through an engine. Take care to recover and recycle it.
- **Choose Wisely** – choose the least toxic antifouling bottom paint possible for your specific use and environment. Consider frequency of boat use; time underway and distance travelled; average boat speed; length of boating season; and average temperature of the water in your area.
- **Don’t Top-Off** –when fueling, fill up to just 90% of your tank’s total capacity. Leave room for fuel expansion and help avoid spills. ★

Hope for Haiti

This past January, in the wake of Haiti’s devastating earthquake, Brewer Yacht Yards’ 21 marinas and boat yards, along with R. G. Brewer Hardware and Brewer Yacht Sales, joined together to make a \$25,000 contribution to Hope for Haiti, a well-established non-profit, and one of many first responders in the initial relief effort. Soon after, Brewer Yacht Yards increased the company’s contribution by matching all additional dollars donated by employees to Hope for Haiti. When all was said and done, Brewer Yacht Yards’ in-house donation effort generated a total of \$36,763!

“When the quake hit, we were in a position to contribute to the relief effort,” says President Jack Brewer. “The event reminded all of us how fortunate we are...and how important it is to count our blessings, come together, and reach out to our neighbors. We were also grateful to be able to provide our dedicated staff with the opportunity to further their own contributions to Haiti’s earthquake victims, by way of a dollar-for-dollar match.”

Hope for Haiti is a well-established outfit with a strong belief in the people of Haiti. In addition to the organization’s continuous support of local efforts that work toward meeting the long-term needs for education, health care, and nutrition, Hope for Haiti responds to natural disasters, such as last summer’s hurricanes and this year’s earthquake, by getting nurses, doctors, and medical supplies on the ground in times of crisis. To learn more, visit www.hopeforhaiti.com. ★

Best In Show

When Brewer Yacht Yards’ booth was named “Best in Show” at the last Newport Boat Show, Pat Peck of Brewer Cove Haven Marina was eager to share the news. Pat designed the booth’s unique signpost which, judges say, “put the Brewer booth over the top” as the overall winner. Using the green, gold, and burgundy colors from Brewer’s widely-known corporate logo, Pat’s creative display showcases Brewer Yacht Yard’s services, as well as key manufacturers for whom Brewer is a service center and/or dealer.



In recognition of Brewer’s professional-grade booth, a carved wooden plaque and a check from Edson International were presented at the Newport Boat Show. Rives Potts, General Manager of Brewer Pilots Point Marina, accepted the award on behalf of the Brewer Yacht Yard organization.

The winning booth also featured a large screen TV rolling footage of Brewer Yacht Yard locations and a colorful backdrop showcasing still images that emphasize Brewer’s service experience and customer commitment.

Congratulations to Pat and the Brewer Boat Show Team! ★

20+ Year BREWER Members

In the last issue of Tide Watch we invited those who have been with Brewer Yacht Yards for 20 years, or more, to drop us a note. Here's a list of those we heard from, and a look at what some of these dedicated customers and fellow yachtsmen had to say:

Bob & Linda Wood, Mystic, since 1971, before Mystic was a Brewer Yacht Yard ■ **Etoe & Maureen Harabalja**, Cowesett, since 1982 ■ **Mike Sueiro**, Greenport, since 1984 ■ **Ed & Liz Waskowiak**, Greenport, since 1983, + 2 years prior to its becoming a Brewer yard ■ **Richard Van Gemert**, Stratford, since 1995, but 40 yrs total, if counting years before the yard became a Brewer yard - "In all aspects, I have been a 40 year satisfied Brewer customer." ■ **Jan F. Larsen**, Post Road, B & J's, Pilots, Cowesett, since 1974 ■ **Jim Fay**, Sakonnet, since 1980 ■ **Thomas J. Palmieri, M.D.**, Glen Cove, since 1988 ■ **Charles & Shane Rood**, Pilots Point, since 1984, continuous members for 27 years! ■ **Russell F. Geisser**, Cove Haven, since 1973, but since 1960 if including the years prior to becoming a Brewer yard - "I look forward to many more years of Brewer hospitality." ■ **Jeff Rasmuffen**, Sakonnet, since 1990 - "I really appreciate the service and friendship." ■ **Mike & Celia Withers**, Greenport, since 1983, 27 years! - "I didn't realize it'd been so long...I guess we must be satisfied customers." ■ **C. Morgan Shipway**, Bruce & Johnson's, since 1980 - "We bought our boat a month before we got married and we've been happily sailing ever since." ■ **Bruce & Barbara Dawson**, Wickford Cove, since 1989, or since 1968, if including the years prior to becoming a Brewer yard. ■ **Beth & Dave Enggren**, Cove Have, Plymouth, South Freeport, since 1982 ■ **Carol and Joe Scherzinger**, Pilots Point, since 1985 ■ **Peter & Susie Dow**, Deep River, since 1997, but since 1975, if counting the years prior to becoming a Brewer yard - "We have had numerous projects done on our sailboat over the years...all were completed on time, on budget, and at the level of quality we have come to expect." ■ **Bob Miller & Maryann McElroy**, Greenport, since 1983 ■ **Richard Raskin**, Glen Cove &

We have enjoyed many years of boating at Brewer's...the staff is wonderful...and feel like family. We enjoy taking advantage of the free nights at other Brewer yards during our summer months... and knowing that our boat is well taken care of during the winter months.

- Carol & Joe Schersinger

I have visited all the Brewer locations, and I have been a slip customer at one of four Brewer yards since 1974.

- Jan Larsen

Greenport, since 1990 ■ **Ed & Nancy Magrogan**, Pilots Point, since 1977 ■ **Harris & Cookie Markhoff**, Post Road & Cove Haven, for as long as we can remember ■ **Daniel Budinoff**, Yacht Haven, since 1988, before it became a Brewer yard in 1994 ■ **Joseph Macauto**, B & J's, since 1985 ■ **Jack & Marilyn Kiley**, Fiddler's Cove Marina, for over 20 years, though only a BYY member since 1997 ■ **Harold Humphrey, Jr.**, Brewer Pilots Point Marina, since 1983, for 27 years. ★

BUYING OR SELLING A BOAT? THINK GREEN!



There are two kinds of green: the kind it takes to buy a boat and the kind it takes to sell a boat. As boaters increase their environmental consciousness, both on the water and off, they are looking for ways to act more responsibly. Today, boaters are demonstrating a renewed sense of environmental stewardship, which means boats that emit fewer pollutants are more marketable. Today, boaters are demonstrating greater sensitivity to higher fuel prices, which means boats that offer better fuel economy have stronger resale potential. Today, boaters are recreating on the water with children and grandchildren, which means they're more inclined to help preserve estuaries and clean up waterways for future generations to enjoy.

From a brokerage and new boat sales point of view, healthy environmental choices, or green thinking on board, can even pay off in the long run, in the form of realized boat value – for buyers and sellers.

In the past, Brewer Yacht Sales has split its sales around 45% sail and 55% power. In the last 18 months, however, Brewer Yacht Sales has seen an increase in sailboat inquiries and activity. Some of this can be attributed to pent-up demand, but at least a portion can be attributed to the fact that sailboats use less fuel.

The fact that the single engine, diesel-powered boat market has seen continued growth – from tugs and trawlers, to picnic and day boats – suggests buyers are placing importance on efficiency, even for power boats. This would explain the interest and enthusiasm being shown for newer electronic engines, which substantially reduce diesel engine emissions. As for outboard engines, four strokes have led the way in lowering exhaust emissions, but seem to once again be in the company of two stroke engines, which now offer more advanced technologies, some even surpassing that of four strokes. This is all good news for the environment!

That being said, there are plenty of excellent older boats and motors on the market that perform efficiently, with minimal smoking, but these need to be maintained properly, by certified technicians, to operate at their optimal levels.

How do you make an older boat “greener” for resale?

- Make sure the engines are in proper working order, to manufactures specs. If you don't, the surveyor will pick up on this when it comes time to sell.
- If you can, change light bulbs to LED bulbs. This will reduce energy consumption and add to your list of good selling points.
- Clean the bottom and remove any layers of bottom paint build-up. Less drag means increased speed and reduced fuel consumption.
- Make sure the head system is compliant with current local and USCG regulations. Zero discharge is now mandatory in many states.
- Make sure no leaking oil or fuel can reach bilges where bilge pumps operate. Contaminated water pumped overboard will result in stiff fines. And think of the poor fish!
- Check the AC/DC system. Make sure it's grounded properly and that zincs are in place. Energy should not be wasted and stray current can cause problems for your boat as well as your slip neighbors.
- Use environmentally friendly cleaners and products. Most cleaning solutions end up on the ground and eventually in the water, so use of environmentally friendly products makes good sense.

Finally, consult a professional Brewer Yacht Sales broker to learn more about how you can market your boat in an environmentally sensitive way. And remember, all current Brewer Yacht Sale's new boat offerings are green in theme. Fuel efficient, environmentally conscious boats, such as the fuel and energy efficient Fathom and Nordstar Yachts are among our featured listings.

To learn more, visit our website, www.breweryacht.com, or give us a call at 860/399-6213.

You can also find us on Facebook! ★

INSURANCE

Opportunity for Boaters in Current Marine Insurance Marketplace

By Dawn Speros, Gowrie Group Yacht Insurance Specialist

Understanding the ever changing marine insurance landscape, and determining smart strategies to minimize costs that do not compromise your insurance coverage and service are more important than ever. Fortunately, today's marine insurance landscape has many hidden opportunities for boaters. Some key opportunities can be found in these three areas.

1. Marine insurance companies are expanding their appetite for underwriting boat and yacht insurance.

What this means for Brewer customers... the possibility of more competitive pricing on existing insurance policies. A thorough, annual review of your insurance coverage by a marine insurance expert can help you take advantage of the ever changing insurance landscape.

2. Insurance companies continue to change the algorithms used to underwrite and determine the rates for boat insurance.

Credit scores and driving records are new factors that many insurance companies are now using, along with the traditional factors of value, length, age of boat, type of boat, type of engines, mooring location, intended area of navigation, previous boating experience, claim history, deductible amount, and more.

What this means for Brewer customers... understanding how to value your yacht, along with carefully planning and communicating your navigation and usage plans, can improve your overall pricing and insurance solution. Individuals with good credit histories and driving records can reap very significant premium savings, because many insurance carriers have correlated good credit and driving with favorable loss histories, and have updated their pricing/rating models to reflect this. Working with a marine insurance specialist that understands how the different marine insurance companies underwrite, ensures you will get the best rates, with the protection you need.

Hundreds of Brewer customers and yard managers trust the Gowrie Group ...

3. More insurance companies are offering credits for consolidating yacht, home, auto and umbrella insurance under one policy.

What this means for Brewer customers... consolidation of all your insurance protection with one company and one full-service insurance agency that can provide solutions in all areas of marine and personal insurance has benefits beyond just cost savings. It not only simplifies the management and paperwork associated with your insurance, which saves you time and hassle, but also ensures your coverage is complete and without gaps across all of your assets – from your home, to your cars, to your boats.

Gowrie Group can help Brewer customers take advantage of all aspects of the changing insurance marketplace and provide the comprehensive insurance protection needed. Gowrie Group is proud to be the only marine insurance agency that is endorsed by Brewer Yacht Yards and part of the Brewer network. For years, Jack Brewer has counted on the marine insurance experts at the Gowrie Group to insure, protect, and service all 21 Brewer marinas and yacht yards. Hundreds of Brewer customers and yard managers also trust the Gowrie Group to protect their boats, homes, businesses, and lifestyles.

To find out more about Gowrie Group's insurance solutions for Brewer customers visit www.gowrie.com, call 800/282-8868, or email brewer@gowrie.com.

Gowrie Group provides insurance, benefits, and financial services to individuals and businesses throughout the US, and specializes in customized business, home, auto, and marine insurance products and services. Gowrie's 100+ dedicated professionals are primarily located in the company's main offices in Westbrook CT, Darien CT, and Newport RI.

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CHOOSING 'GREEN' CLEANERS

As boat yards and marinas embrace more eco-minded management practices and redefine environmental philosophies, boaters are also trending toward greener, more environmentally sensitive habits. This is apparent in the way boaters are caring for their vessels. Whether installing newer, more efficient engines; selecting more appropriate bottom paints; choosing phosphate-free, biodegradable, and non-toxic cleaners; or requesting mid-season bottom washes, to reduce drag and improve fuel efficiency, boaters are demanding safer, greener products and better boat performance. At the same time, enforcement of existing regulations and the implementation of new environmental laws are on the rise. As a result, a greater number of green products are finding their way to ship's store shelves, front and center, where boaters enjoy better selection and easier access to the products they want and need. But the variety of product choices can be overwhelming and labels can be misleading. There are a few key things boaters must look for when selecting cleaners and yacht maintenance products.

Green product labels include words like non-toxic, phosphate-free, and biodegradable; and environmentally-friendly products are often marked with "green" stickers, indicating they are certified by the U.S. EPA. But, the most important thing to look for when selecting a cleaning product are the product's toxicity and biodegradability. Ultimately, what's most important is a product's actual effect on aquatic life. Truth be told, there are products on the market that don't make "green" claims but are less toxic than those that do make claims of being "biodegradable" and "non-toxic". This is because there are no regulations governing the use of these terms on labels. Nevertheless, if a product is truly biodegradable or non-toxic, it does make a difference.

While, biodegradability suggests the time it takes a given substance to breakdown into harmless elements, toxicity, points to the negative effects a product will have on all types of organisms. Believe it or not, how long it takes a product to degrade is actually more important than its initial toxicity! The longer a product lasts in the water, the longer it has to negatively affect aquatic life. Therefore, biodegradability matters most.

What You Can Do to Minimize Use of Cleaning Products:

- **Fresh Water Rinse** – rinsing your boat regularly will prevent build up of dirt and debris, reducing the need for heavy use of cleaners.
- **Location, Location** – wash your boat over land, not water, when ever possible to prevent runoff from going directly into the marine environment. And never scrub your boat's bottom in the water; this practice is strictly prohibited.
- **Reduce Use** – limit how much product you use by following recommended dilution ratios. Using the weakest possible mixture will reduce environmental impact and save you money.
- **Spot Treat** – use stronger products for treating tougher stains only. Spot treating the worst stains and hand wiping isolated runoff as another way to reduce overall use and impact.
- **Keep it Green** – choose the most eco-friendly products you can for general cleaning purposes. Cleaners containing ammonia, sodium, chlorinated solvents, petroleum distillates, and lye are the most harmful.
- **Wax On** – waxing and buffing your hull and superstructure will help prevent surface dirt build-up and, in turn, will reduce the need for use of heavy cleaners. ★