



**NEWS & EVENTS**

- 2019 Pacific Sail & Power Boat Show Announced
- You're Never Far from Help When You Travel with DAN Boater
- New J/99 Short-handed Offshore Speedster



**WAYPOINTS**

- A Newsletter favorite! This month read a Q & A with Jeff Johnstone, President of J/Boats Inc.



**MEMBER NEWS**

- Sailors for the Sea keeps you up to date on environmental news



**PROGRESSIONS & JOB POSTINGS**

- Crewed Yacht Operations Manager with Traveltopia  
Location: British Virgin Islands



S A I L A M E R I C A

M E M B E R

N E W S

Volume VI 2018



Photo by Billy Black



Promoting the health and growth of sailing.



# MESSAGE FROM THE SAIL AMERICA PRESIDENT & ASSOCIATION MANAGER

Dear Sail America members,

I can see the summer Sou'Wester blowing on the water out my window, a welcome reminder that it is still summer and there are still weeks to go to enjoy my favorite season. Summer is a time to get outside, mess around on boats, and get Sail America work done to prepare for the upcoming year.

Mark your calendars now to be sure to join us for these Sail America events:

- Sail America Industry Breakfast @ the US Sailboat Show in Annapolis, Maryland, Friday, October 5 @ 7:45 a.m. at the Annapolis Waterfront Hotel
- Sail America Industry Conference, March 6-8, 2019 @ the Sheraton Bay Point Resort in Panama City Beach, Florida
- Pacific Sail & Power Boat Show, April 4-7, 2019 @ the Craneway Pavilion and Marina Bay Yacht Harbor, Richmond, California

These events bring you, our members, together. You'll see colleagues, meet industry leaders, get updated on our industry, and learn something too. As we support our member businesses, our industry strengthens. And, it's fun to be together! So, plan to join us.

Summer is also our membership season. To those of you who have renewed, thank you. Your membership is critically important, as our strength is in our numbers, and our successes are achieved as a team. Working together, we contribute to the overall advancement of the sailing industry. If you haven't yet renewed and have questions about your membership, please reach out to Katie.

We hope to see many of you around the docks in Newport in a few short weeks.

Warm regards,

*Jim Abel*

Jim Abel

*KR Kelly*

Katie Kelly



Rob Migliaccio

Photo by Rob Migliaccio



# NEWS & EVENTS



## 2019 Pacific Sail & Power Boat Show Cruises into Craneway Pavilion and Marina Bay Yacht Harbor Richmond, CA | April 4-7, 2019



**New Sailboats, Luxury Cruisers and Motor Yachts, Seminars, On Water Training, Demos and More**

Sail America announced today that the 2019 Pacific Sail & Power Boat Show will be held once again at the Craneway Pavilion and Marina Bay Yacht Harbor on the beautiful waterfront in Richmond, California, from Thursday, April 4, through Sunday, April 7, 2019. This four-day event will feature new sailboats and cruising powerboats, gear, accessories, clothing, seminars, on-the-water workshops, and special events designed for the boating enthusiast.



“Whether you’re a nautical novice or experienced boater, if you love being on the water, the Pacific Sail & Power Boat Show has something for you,” says Katie Kelly, Sail America Association Manager. “Richmond has warmly welcomed the show back and made all who host it feel like this is ‘home.’ By the time of the show, the much-awaited improvements and enhancements to the ferry terminal and its surroundings at the Craneway will be finished — a bonus for this year’s show and those attending.”

The show draws people from around the country who come to gain knowledge, learn new skills, talk with respected boating experts, and attend the show’s renowned seminar series on topics from boating basics to advanced navigation. It also offers the latest innovative products and gear from top names in boating equipment. Several products will make their West Coast debuts, allowing attendees to be some of the first to experience them.



Follow [@pacificboatshow](https://twitter.com/pacificboatshow) on Twitter and [www.facebook.com/PacificSailandPower-BoatShow](https://www.facebook.com/PacificSailandPower-BoatShow) on Facebook.



# NEWS & EVENTS CONT.

## You're Never Far from Help When You Travel with DAN Boater

Sailors are impeccable planners. Whether heading out for a beer can race, a long-distance race, an overnight cruise, or planning to move aboard a boat, sailors have check-lists. Sails in top condition? Check. Anchor chain? Check.



Engine serviced? Check. Provisions to last the trip? Check. Protection against sudden injuries and illnesses? Well, maybe not. Just like other "must-haves" on your checklist, here's why you need to add emergency services to your list.

Accidents and illnesses happen. Whether it's a broken arm resulting from a dive off a boat, a fall on a slippery deck, or sudden chest pain after evening dinner, DAN Boater can help. With an emergency response network spanning the globe and more than 35 years of experience handling emergencies in remote locations, no one is better equipped to provide for your safety. No matter where in the world your adventures take you, DAN Boater is there for you.

So how does DAN Boater membership work? Once you've joined (see details below), you're covered instantly. As you set sail in the Mediterranean, heading to Corsica, you slip on deck and break your leg. You need medical help ASAP.

Rather than panic, you simply pick up the phone and call them. The moment you place that first call, an experienced team stands ready to assist. They'll arrange and pay for your transportation to emergency care. And if you need to be moved to a higher level of care hours away or back home? No problem. DAN Boater takes care of that, too. Plus, you don't have to be out sailing for your benefits to be in effect. Any time you are traveling, for whatever reason, your membership benefit is in effect.

### Membership:

- \$60 for an individual or
- \$100 for a family annually

DAN Boater has put together a short video that explains membership and its many benefits. Take two minutes and watch it: [DAN Boater Membership Video](#).

**Ready to join?** Join DAN Boater: <https://danboater.org/join>

DAN Boater has also written Travel Health & Safety Guides: <https://danboater.org/guides.html>

This testimonial provides a glimpse into why joining DAN Boater should be on your check list:

[A trip to Guatemala has a happy ending, thanks to DAN Boater.](#)



Out here, emergencies happen.  
What would you do?

- Shark bite in the Caribbean
- Broken ankle in Grenada
- Lionfish sting in Grand Cayman
- Concussion in Columbia
- Stroke in Guatemala
- Head injury in Antarctica
- Heart attack in Madagascar
- Embolism in Egypt
- Broken arm in New Guinea
- Appendicitis in Tonga
- Pediatric ear infection in the Pacific





# NEWS & EVENTS CONT.

## New J/99 Short-handed Offshore Speedster

J/Boats and J/Composites are pleased to announce the new J/99, a 9.9 meter (32.9') crew-friendly, offshore-capable speedster currently under development at J/Composites in Les Sables d'Olonne, France.



The J/99 is the newest addition to the J/Sport range, combining head-room and comfortable interior accommodation with the tiller-driven responsiveness of a sport boat. The sail and deck plan are optimized for easy handling with fewer crew, and incorporate the latest developments from the award-winning J/121 and the new Offshore Sailing World champion J/112E. The interior features twin aft cabins, a proper sit-down forward facing nav station, an L-shaped galley, and a private forward head with sail locker.

Now more than ever, sailors are attracted to adventure-filled, signature events (Fastnet, Middle Sea, Chicago-Mac, etc.) where straight-line speed, sail handling, strategy and weather routing are all equally put to the test. The J/99 is designed to excel in these events (both fully crewed

and short-handed) while delivering the exhilarating, family-friendly experience the J Sport range is known for.

“The J/99 opens up a wide range of sailing possibilities,” commented designer Alan Johnstone. “The versatile sail plan, balanced hull form and efficient cockpit will work as well for short-handed offshore sailing as for weekend sailing with friends. The J/99 packs a lot of performance and versatility into a manageable size and budget.”





# NEWS & EVENTS CONT.

## Does your pet go sailing with you?

Please share a photo with us along with your pet's name and location.

Email [kkelly@sailamerica.com](mailto:kkelly@sailamerica.com) with your response.



We'll feature the best stories next month.

### 2019 Sail America Industry Conference Save the Date!

March 6-8, 2019  
Panama City Beach, Florida

Have a speaker suggestion or topic idea for SAIC?



Let us know! Email [Katie Kelly](mailto:Katie Kelly).

### Sail America Industry Breakfast at the Annapolis Boat Show

Save the Date!  
Friday, October 5, 2018  
at 7:45am  
Annapolis Waterfront Hotel



Photo by Rob Migliaccio

# Your Ticket to Fun



Your chance  
to be seen!

*The only all sailboat  
show in the U.S.*



## UNITED STATES SAILBOAT SHOW October 4-8, 2018

City Dock - Annapolis, MD



**PLAN YOUR EXHIBIT TODAY!**  
[AnnapolisBoatShows.com](http://AnnapolisBoatShows.com)



Photo by Billy Black



# WAYPOINTS

**JEFF JOHNSTONE**  
President, J/Boats Inc.

*If you've been on the water, sailing in the last 40 years, chances are you've crossed tacks with a modern J/Boat. The Johnstone's family-run business started in the 1970s with the initial design of the J/24. Since then, they have revolutionized production sailboats in the U.S. and have significantly changed keelboat racing by bringing the joy of large one-design fleets to keelboats in a range of sizes.*

*Jeff Johnstone, President of J/Boats Inc., is a mainstay within the sailing industry and has served multiple terms on the Sail America Board. We recently grabbed some time with him to talk more about this iconic brand, the challenges of a family business, and how their company management has successfully evolved.*

**Q. Jeff, what are some of your early boating memories, and when did the first J/Boat – the J/24 – come out? How old were you?**

A. I was sailing as early as I can remember and first started racing with my dad, Rod, frostbiting Penguins at age 5. It was really cold. I started junior sailing at age 7 at the Wadawanuck Club in Stonington, Connecticut, where you first learned how to row a Dyer Dow, feather the oars, tie a bowline and do basic seamanship before getting to sail. The 70s saw a huge explosion in sailing and types of boats, so while I started sailing in Dyers and 16-foot Falcons, we were then swept into 420s, Lasers and 470s. The summer of '74, at age 14, was memorable, traveling with my dad, Rod, on the 470 circuit. But while we were away, the rest of the family was home, so in the fall of 1974, Rod sold the 470 and decided to design and build a boat the whole family (seven of us) could enjoy together. It took a year and a half, but the 24-foot RAGTIME launched in May 1976. It was an incredible summer, racing with an all-family (mostly teenager) crew and managing to win all but two of 17 races. The J/24 was born and Rod and my uncle Bob soon quit their "day jobs" to pursue J/Boats full-time.

***"There's no better way to prepare and/or test a team's ability to work together than to go sailboat racing together."***



# WAYPOINTS CONT.

**Q. How many different boats is J/Boats now building?**

A. We have eight active models that are sold through our international dealer network including a One-Design/Sport range (J/70, J/80, J/88, J/111, J/121) and a Performance Cruise/Race range (J/97E, J/112E, J/122E). The J/22 and J/24 are also still in limited production.

**Q. How do you decide what's next?**

A. Ah, the magic question. We have an ongoing new product plan that's constantly changing based on our current line-up, what's happening in the market, and what trends we're expecting. When it comes to deciding what's next, we home in on a specific need in the market and look at a new way to fulfill that need that we don't already offer. Every new design has to have its own reason for existing and has to be a step forward from what we've done before. We're fortunate to have a knowledgeable base of J/sailors who are both our most passionate advocates and our biggest critics. Every new design has to meet or exceed their high expectations.



**Q. In the boating world, it seems like there are a lot of family-run businesses. Your board even has six cousins on it. How have you all navigated some of the challenges presented by this? Any advice for others?**

A. The advantages of a family business, at least in my experience, far outweigh the challenges. The most obvious plusses are the shared passion, loyalty, trust, and the natural transfer of knowledge to the next generation at an early age. Rod and Bob started J/Boats as a second career. Before we were working together, we were sailing together. And there's no better way to prepare and/or test a team's ability to work together than to go sailboat racing together.

The biggest challenge for most family businesses is passing the company reins from Gen [generation] 1 to Gen 2. We were lucky in that Rod and Bob left the door open early on for us to get involved, and one by one we migrated from other jobs

to J/Boats as opportunities came up. By our late 20's in 1988, we were managing day-to-day operations as well as the board of directors. It was a huge leap of faith on Gen 1's part, but it also made us work that much harder. The founders stayed active with design and marketing, while we managed the key relationships (with builders, dealers, clients) that were essential for running the business. The next transition phase was the transfer of knowledge (design and marketing) that had really started years earlier, but then continued to develop organically each year until the point where Gen 2 was self-sufficient in these core skill areas. The third part of the generational transition was ownership transfer. This came much easier once the management and skills transfer had taken place. But it all started with the willingness of the founders to step back enough to allow the next gen to sink or swim.

**Q. J/Boats were first manufactured in Rhode Island; but now you have licensed builders in Argentina, Italy, France and China. What were some of the deciding factors and challenges with this expansion? Anything you'd do differently in hindsight?**

A. Following its introduction, the J/24 was in such demand worldwide that by 1981 there were builders in Australia, Italy, England, Argentina and both coasts of the USA – all utilizing molds that were originally used in Rhode Island during the height of J/24 output of five to six boats per day. The main reason for licensing manufacturing overseas is to be more competitive in those markets. It's otherwise an uphill battle to develop critical mass via exporting alone. We follow the same principle today. If there's sufficient interest on a particular continent for one of our new designs, we'll look into options to build the model there. There are 150-plus J/80s sailing in China right now thanks to having a builder in that market. In fact, 95 percent of the J/80s built in China have stayed in China. We most recently shipped a set of J/70 molds to Buenos Aires, Argentina to better serve

*By Margaret Podlich, [mbpodlich@gmail.com](mailto:mbpodlich@gmail.com)*

>> CONTINUED ... [Read the rest of the article on www.sailamerica.com](http://www.sailamerica.com).



# IN THE NEWS

## Sailing Industry Events

- Progressive Tampa Boat Show – Tampa, FL/September 7-9, 2018
- Newport International Boat Show – Newport, RI/September 13-16, 2018
- United States Sailboat Show – Annapolis, MD/October 4-8, 2018
- Sail America Industry Breakfast – Annapolis, MD/TBA
- St. Petersburg Power & Sailboat Show – St. Petersburg, FL/November 29 – December 2, 2018
- Progressive Chicago Boat, RV & Sail Show – Chicago, IL/January 9 – 13, 2019
- Progressive New York Boat Show – New York, NY/January 23-27, 2019
- Seattle Boat Show – Seattle, WA/January 25 – February 2, 2019
- Progressive New England Boat Show – Boston, MA/February 9-17, 2019
- Progressive Miami International Boat Show – Miami, FL/February 15-19, 2019
- Sail America Industry Conference (SAIC) – Panama City Beach, FL/March 6-8, 2019
- Pacific Sail & Power Boat Show – Richmond, CA/April 4-7, 2019



Photos by Rob Migliaccio



# MEMBER NEWS



VOLUME IV 2018

## Benefit Update

### CONNECT TO YOUR CUSTOMER!

You may not be aware of this amazing corporate member benefit, but it's a good one! Sail America would be happy to share your news, promotions and more via an email blast to it's over 15,000 consumer emails. If you have any questions, please contact Stephanie Grove at (401) 289-2540 or [sgrove@sailamerica.com](mailto:sgrove@sailamerica.com).

## Skip a Straw, Save a Sea Turtle.

“ Every day, Americans use 500 million plastic straws. They destroy our beaches and harm marine life. ”



Join us in protecting the ocean! Learn more at [sailorsforthesea.org](http://sailorsforthesea.org).



# JOB POSTINGS

## Crewed Yacht Operations Manager

Traveltopia

British Virgin Islands

# Traveltopia

### Job description

This is an exciting opportunity to join the Yachts business, working in the British Virgin Islands. You will be an integral part of the Senior Management team on the base, and be responsible for the Crewed Yacht department, with a team size of circa. 65 people and 28 yachts.

The position of the Crewed Yacht Operations Manager involves managing and leading the Crewed Yacht teams, which includes Captains, Chefs, Steward(ess)s and technical & support teams. You will ensure that the exceptional service standards we expect as a business are maintained, and seek ways to continually improve the service we provide. You will equally ensure the fleet is maintained in line with our standard procedures, with the support of a technical team. Further, you will ensure that all set KPI's are met, budgets are controlled and teams are managed effectively to perform their duties as requested. This is a senior role within the base structure, as such, you will act as an ambassador for the Crewed Yacht product, lead by example and be a role model for the crews within the department, and wider base team.

### About us

Traveltopia is the home for brands that create extraordinary travel experiences. We are at the forefront of global travel for those wanting something distinctive. Each of our customers demands a different experience. We give them this through real understanding and expertise. It's at the heart of all we do at Traveltopia. Specialist travel is all we do. Passions such as yachting, trekking, cycling, learning, sports, boating, ski-ing, culture and luxury travel. We live in a wonderful world that is full of beauty, charm and adventure. There is no end to the adventures we can have if only we seek them out with our eyes open. It's time to inspire!

For more information: [linkedin.com/jobs/view/crewed-yacht-operations-manager-at-traveltopia-772716266/](https://www.linkedin.com/jobs/view/crewed-yacht-operations-manager-at-traveltopia-772716266/)





# MEMBER NEWS

## Benefit Update

### MEMBER REFERRAL BONUS

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

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

1. Acknowledgment at the Industry Meeting at Pacific Sail & Power Boat Show in Richmond, CA, April 2019.
2. Four complimentary tickets to Pacific Sail & Power Boat Show in Richmond, CA, April 2019.
3. Recognition on Sail America's website.

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

Thank you for your continued support!

## Send us your company news!

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

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

