International Cruising Boat Expo coming June 2-7 to Brewer Essex Island Marina in Essex, CT

The publishers of *Passagemaker* and *SAIL* magazines are launching a new event for New England in the tradition of TrawlerFest, *PassageMaker*’s signature combination of educational seminars, boat show and social gathering. Join us for **International Cruising Boat Expo** June 2-7, 2015 at Brewer Essex Island Marina Essex, Connecticut.
John Park of Seattle, Washington, came out of the “Boat Boat Buyer’s Survival Guide” at the Anacortes TrawlerFest with a sense of regret. “If I had taken this course 10 years ago, I would have saved $100,000 and a whole lot of aggravation,” Park says. Park had made some mistakes and paid the price, but even when it goes well, buying a boat can be a stressful experience. Anyone planning to purchase
over the next five years should attend our **Boatbuyer's Survival Guide** at the **International Cruising Boat Expo at Essex**, beginning June 2. A team of experts will help buyers make sound decisions and save money, and as Park has learned, much more money than the price of admission.

The seminar will be conducted over two mornings, Thursday and Friday, June 4-5. The Survival Guide is one of 31 seminars going on that week at the International Cruising Boat Expo. The in-water portion of the event runs Thursday through Sunday, June 4-7. The first morning begins with a discussion of why hull form matters with naval architect **Mark Ellis**, designer of the Legacy line of DownEast cruisers, the Bruckman 50 motorsailer and some of prettiest power and sail craft of the past 40 years. **PassageMaker** Troubleshooter columnist and boatyard guru **Steve Zimmerman** talks about composite construction.

Then veteran fabricator **Joe Kolodej** gives a quick overview on the topic of metal boatbuilding. The session ends with **Mark Corke** of surveymyboat.com on how to choose the right surveyor.

Friday begins with maritime attorney **Todd Lochner** who will advise buyers how to avoid being ambushed by tax authorities as they cruise the East Coast. **David Pugsley**, vice-president of Brewer Yacht Sales, will discuss how to pick the right yacht broker and the essential elements of a sales contract. Then trawler insurance specialist **Dawn Speros** of the Gowrie Group will take us on a behind-the-scenes look at underwriting and how to choose a cruising policy. The seminar ends with a panel discussion, beginning with the KIS principle—keep it simple—and how the failure to do so can throw a boat deal off the rails. The seminar ends with an audience Q&A. Taken together, the advice from these experts could save you a hundred thousand dollars.

For information about **International Cruising Boat Expo**, call 954.703.4789 or email us at Trawlerfest@passagemaker.com

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**In the Spotlight: Mark Ellis and Dawn Speros**

The common thread of classic good looks, pleasing lines, practical features and excellent performance ties together all of **Mark Ellis**'s designs. Whether sail or power, custom or production, pleasure or utility, their versatility and performance for a multiple range of tasks is evident. Although produced by several different builders, each of the Mark Ellis designed boats are marked by a sense of pleasing proportion, knowledgeable use of materials and a meticulous attention to aesthetics and function not seen in today's mass-market products. Apprenticed in the innovative offices of Hunt Associates and schooled in the
classic traditions of Philip Rhodes, Mark Ellis began his design career in 1965. His experience included stints with some of the foremost yacht design firms of the day, including both Hunt and Rhodes, Little Harbor (Ted Hood) and C&C Yachts. In 1975 he formed his own firm, Mark Ellis Design, in Oakville Ontario. The Mark Ellis Design office works closely with a number of builders and suppliers to develop tooling for new production lines as well as custom and one-of designs. Though the firm’s view is traditional, the methodologies are not. The efficient Ellis Power Chine® hull form, which allows for planing capabilities at substantially lower speeds than traditional deep-V’s, is but one example of performance enhancing innovations that have earned accolades from numerous satisfied owners and the yachting media alike.

Dawn Speros is a 25-year veteran of the marine insurance industry and a senior yacht insurance specialist at Gowrie Group of Newport, Rhode Island. Raised in the Virgin Islands, Speros spent many years sailing in the Caribbean and Mediterranean, gaining the skills and sea time for a U.S. Coast Guard captain’s license. After delivering her own 57-footer to the East Coast, she settled in Annapolis to raise her family, where she remained until 1999 working at a local insurance agency. Having made two transatlantic deliveries, Speros has a first-hand understanding of issues specific to long-range cruisers whether under sail or power. Speros has been active in the marine industry all her life, including yacht sales and service, charter management, new boat production and as a licensed insurance agent for the past 24 years. She has dedicated her insurance career to building lasting relationships with both the clients she manages and the underwriters who insure them.

Cruise to Savings with a VIP pass

Buy a VIP pass and you can take any seminars on any day of the show except the “Troubleshooting Boat Systems & Engines” seminar. It also includes general admission and admission to evening social functions. When you order online, the VIP pass is only $375, a savings of nearly 40% off the on-site retail price of $600!

- General Admission to all 4 days of the show
Click here to get your VIP card now!

- Unlimited VIP access to all seminars*
- 1 ticket to Thursday's Trawlers at Twilight docktail party
- 1 ticket to Friday's Dinner and a Movie night

*Troubleshooting: Boats & Engines course NOT available as part of VIP package
COMING TO ESSEX, CT JUNE 4-7, 2015
INTERNATIONAL CRUISING BOAT EXPO
presented by Passagemaker and SAIL Magazines
FOR MORE INFORMATION, VISIT TRAWLERFEST.COM or SAILMAGAZINE.COM/SAIL-U

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