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Benefits of Giving and Getting

During the annual BWI meeting in Miami a few months ago — just as Director Charlie Levine and I were in the process of distributing more than \$4,000 worth of merchandise generously donated to us by our supporting members — I got a text message from Neal Wheaton from Yamaha saying she had some high-end Bluetooth stereo earbuds to add to our first annual prize giveaway and listed the value at \$40.

We gave away a certificate for one set and I didn't think any more about it until I got another message after the meeting ended, cryptically saying, "\$4,000." Later on, I found out what she meant: she had 100 of them to give to us! I Googled them and found they're \$40 if you buy 100, so that means the retail price is more likely \$60-70 apiece.

About a third of our members attend the Miami International Boat Show so we'd like to spread the wealth to include those who regrettably weren't able to join us. So we're making most of these awesome-sounding earbuds "that feature crisp highs and satisfyingly deep bass," available to the first 70 who email me at boatscribe@comcast.net. All we're going to ask of



BWI's leading audiophile listening to the crisp highs and bass tones of the calming "In A Gadda Da Vida."

you is help defray the cost of shipping by sending me \$5 on [PayPal.com](https://www.paypal.com). Just click on "send money" then enter my email address, the amount and then click "continue." Make sure you click the "Sending to a friend" tab or else we get charged a fee and in the notes include your mailing address.

These earbuds are fantastic for wirelessly listening to the tunes you have stored on your phone when you're working out, riding on an airplane or working on your next BWI writing contest masterpiece. Thanks again, Yamaha!

Scholarship Update

Robert Beringer has been dotting the I's and crossing the T's to make the BWI Writer Scholarship a reality. It's been approved by the IRS, meaning donations will be a tax deductible for those who make them. Ben Ellison, creator of panbo.com, has already offered \$1,000 to get the ball rolling and we also have a four-figure commitment from Suzuki.

We will have a link to PayPal soon but right now you can stroke a check payable to the "BWI Scholarship Fund" and send it to Robert Beringer at 4599 Deep River Place, Jacksonville, FL 32224.

Most of us in this industry have had some help along the way and we think it's really important to help the next generation of boating writers. Make sure to contact us if you know a budding writer who could use some help funding their education.

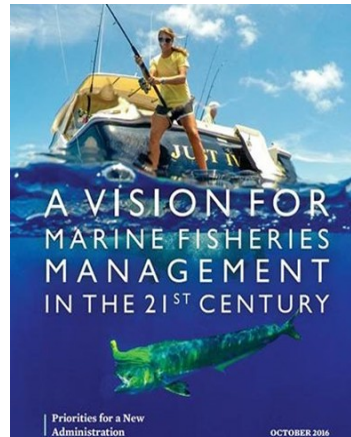
You can reach me at boatscribe@comcast.net.

Alan Jones
BWI President

Support Needed For Fed Fish Bill

Legislation dubbed the Modern Fish Act is now being considered in both the U.S. House of Representatives and Senate. It calls for important updates to the oversight of federal fisheries, including adding enhancements for fishery managers, improving data collection techniques, and examining some decades-old fishery allocations.

The Act has received bipartisan support from 12 cosponsors representing coastal and non-coastal states. A coalition of organizations representing the saltwater recreational fishing and boating community has endorsed the Act and highlighted the importance of updating the nation's fisheries management system to more accurately distinguish between recreational and commercial fishing.



Priorities of the recreational fishing and boating community were identified and presented to federal policy makers by the Commission on Saltwater Recreational Fisheries Management. The Commission released "A Vision for Managing America's Saltwater Recreational Fisher-

ies," which included six key policy changes to expand saltwater recreational fishing's social, economic and conservation benefits. Many recommendations of the Commission are addressed by the new legislation. For background details, go to <http://www.sportfishingpolicy.com/media-room/modern-fish-act-takes-major-step-toward-becoming-law/>.

Both houses must pass the Modern Fish Act in order for it to move on to the President's desk for his signature. A current Boating United alert is asking those with an interest to take action by sending electronic messages through this link: <https://www.votervoice.net/NMMA/Campaigns/58554/Respond>.

New Outdoor Group Has Boat Focus

Congressional and administration officials joined recreation industry members in mid-April to mark the formal launch of a coalition of outdoor trade associations, the Outdoor Recreation Roundtable (ORR). Participants include NMMA

and BoatUS. The new group outlined its priorities including publicizing the value of the outdoor recreation economy and ensuring public lands and waters remain accessible to enthusiasts.

The launch also included unveiling of a new website, www.RecreationRoundtable.org, which will serve as a resource

about the industry's economic impact, the coalition's membership and the latest outdoor recreation news from across the country.

ORR members met with Interior Secretary Ryan Zinke to discuss the role of the department's new Outdoor Recreation Advisory Committee, which will facilitate public-private partnerships that improve public lands and waters. Discussions with the secretary also included ways that the Interior Department, which manages more than 25 percent of the American landscape, can elevate outdoor recreation as a federal priority.

"It is a landmark day for the

outdoor recreation industry in the United States," said Thom Dammrich, president of NMMA who is serving as ORR chair. "From boating and fishing to camping and hiking, we are united in working toward a shared goal of making outdoor recreation a national priority."

Cited was the Department of Commerce's recent Bureau of Economic Analysis (BEA) report that found the outdoor recreation industry's annual gross output to be \$673 billion. Outdoor recreation makes up 2 percent of the U.S. GDP, increasing an average of 4.4 percent since 2012, greater than the 3.6 percent average increase in overall GDP.



Active & Supporting Member News

Clarke's New Book Sells Out First Run

Longtime BWI member and maritime writer Wendy Mitman Clarke reports that her first novel, *Still Water Bending*,

published last fall has sold out its first printing. Based on the Chesapeake Bay, the novel tells the story of a third-generation waterman and his estranged daughter who swore she

would never return to her family home. But when the father suffers a stroke she is called back and the two learn to navigate their relationship on new terms. Reviewers have called it "a courageous piece of work," a story "with authenticity and sensitivity how people and communities adapt to the turbulence of life," and told with "prose flow[ing] like a swift running tide." Clarke has presented on it at various venues and on area radio stations. More at www.wendymitman-clarke.com.

ZF Has Record Year, Will Increase R&D

ZF Friedrichshafen AG ended fiscal year 2017 with record sales of €36.4 billion, which adjusted for exchange rate effects and M&A activities represented organic growth of six percent. In 2017, the firm spent €2.2 billion on research and development,

an increase of almost 15 percent compared to 2016. This year, R&D will be raised again to advance electric drives and the hybridization of transmission technology as well as vehicle safety systems and automated driving. ZF is also constructing two new plants for the production of electric drive components, among other products. Contact Martin Meissner, Martin.Meissner@zf.com.

Martin Flory Reps Maker of Anodes

To increase consumer awareness and its market share, Performance Metals Products has hired Martin Flory Group. The PR firm will promote its line of sacrificial anodes throughout North America. The anode manufacturer uses Navalloy, an alloy said to be equally effective in fresh and salt water, lasting 30 percent longer than zinc and featuring an Indicator that alerts when enough material has corroded away. Contact Kelly Flory, news@martinflory.com.

West Marine at 50, Giving \$120K in Gifts

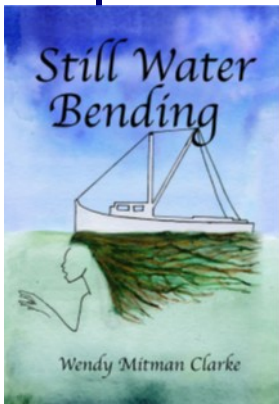
West Marine announced that it is commemorating the company's 50th anniversary with a special promotion that was held April 21: every company location (nearly 250 in the U.S. and Puerto Rico) gave the first 50 customers a mystery gift card valued from \$5-100. Founded by sailor Randy Repass in 1968, he originally started the business by selling rope out of his ga-

rage. The totals of gift cards are expected to reach nearly \$120,000. Says Doug Robinson, CEO, "We know that many of our customers are experiencing a longer than usual winter and are eager to spend time on the water." Contact Margo Donohue, margodono@gmail.com.

ABYC Expanding Marine Tech Program

The American Boat and Yacht Council is expanding its efforts to address a growing workforce shortage of marine service technicians. The organization noted three schools have adopted the new marine tech curriculum it developed and at least a dozen more are interested in it, it was reported in *Soundings Trade Only Today*. The marine service technology program debuted last December to help secondary schools launch a standards-based curriculum with an inland or coastal focus. Two schools in Maine and a vocational school in New Jersey have implemented the program. The program includes curriculums, tests, and study guides to simplify setting up marine service classes. Contact Shannon Aronson, saronson@abycinc.org.

Image: BoatUS



Calendar & Events

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Last Call for DC Boating Congress

The American Boating Congress on Capitol Hill May 9-11, will formulate public policy and present a unified front on issues that impact marine businesses. Meet with elected officials, hear from a host of influential speakers, take part in a series of new workshops and seminars, and attend Hill visits to meet with key policy makers. Details at <http://www.nmma.org/government/abc>.

Mother's Day Fishing

Ladies, Let's Go Fishing hosts a Palm Beach County surf fishing clinic on the beach on May 12 in Juno Beach, FL. The event is held to celebrate Mother's Day weekend to encourage mothers and daughters to fish together. Information, www.ladieslets_gofishing.com, contact info@ladieslets_gofishing.com.

Women's Sailing Conference In June

The National Women's Sailing Association (NWSA) holds its Annual Sailing Conference, June 2 in Marblehead, MA. The event, which features hands-on land- and water-based workshops and semi-

nars, offers women opportunity to learn or hone sailing skills, network with other women sailors and gain the confidence necessary to become a valuable crew member or knowledgeable skipper. Details at www.women_sailing.org/events-education/womens-sailing-conference/.

NMEA Plans Florida Installer Courses

NMEA Installer Training is scheduled for Fort Laurer-

dale. FL June 5 to 8. June 5th is Basic Marine Electronics Installer (MEI); June 6th, Basic NMEA2000® Network Installer; June 7th, Advanced Marine Electronics Installer (AMEI); and June 8th, Advanced NMEA2000® Network Installer. All courses run from 8:00 a.m. until 5:00 p.m. with lunch and an exam at the end of each session. Visit www.nmea.org to register; contact Cindy Love clove@nmea.org.



Supporting Members

- Davis Instruments, John Hansen, Marketing Associate, Hayward, CA
- Glomex Marine Antennas, Chris Catoe, Sales Director, Brooklyn, NY
- Hubbell Marine Electrical Products, Joe DiMaria, Director - Marine Marketing & Sales, Shelton, CT
- Iosso Products, Marianne Iosso, Vice President, Elk Grove Village, IL
- Performance Metals Products, Martin Wigg, President, Cambridge, MD

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Send items to be considered for publication to Greg Proteau, info@bwi.org. All information contained herein is meant for the use of members, is in their best interest, and appears in as true and accurate a form as possible.

Membership in BWI is open to anyone involved in the recreational boating industry. Active members are generally writers, editors, photographers and broadcasters. Associate members are generally P.R. or communications firms. Supporting members are usually manufacturers or marine organizations.