



A Public-Private Partnership – Safety of Life at Sea and Boat Dealers

by VINCENT PICA

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There is a lot of talk these days out of Washington regarding “public-private” partnerships in solving the economic difficulties our economy is in. And it makes a lot of sense for government and business to work together to maximize the effect of programs and policies. There is another public-private partnership that works well together but can be even more effective if boat dealers thought more about it – US Coast Guard Forces and boat dealers working together to raise boating skills and seamanship levels at the point of purchase. This column is about that.

All It Takes To Buy a Boat Is Money...

In many states, including New York, there are no state licensing requirements for boat drivers. The old saying goes, “Any idiot can buy a boat and some do!” and it often rings true when you read about some of these horrific accidents at sea – usually encompassing boating and alcohol. What’s a body to do? Well, how about getting your body into a USCG boating safety class?

Point of Purchase = Point of Maximum Impact

There would be little argument that the best place to instill a deep need for boating skills and seamanship abilities, other than at the dinner table while growing up, is right at the point of purchase. Now some boat dealers might think that bringing up such a subject as boating skills and seamanship will scare off a buyer or cause the buyer to buy a smaller, more manageable boat instead of the battle-wagon being eyed... There may be some argument to that but most boat dealers know that showing such concern for the safety of the client creates a client for life. And that means follow-

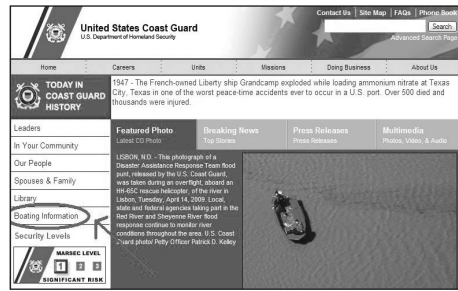
on sales and deep, satisfying relationship. Less “altruistically”, a guy who wrecks his expensive boat, or worse, is more likely to sell the boat and never come back.

So what should the dealer be recommending? Two things – skipper education and vessel safety checks annually. All you need to remember is one web site – www.uscg.mil – and click on boating information! This link will lead you to boating safety classes in the owner’s locale as well as the ability to schedule a vessel safety check online. It can’t be much easier!

If the skipper is knowledgeable and the boat meets USCG standards, that is a great mix.

But There Is a Bigger Idea!

There is a much bigger idea than just referring the customer to the internet.



What about classes at the show room? Some boat dealers also have marinas. In our division (USCG Auxiliary Division 18 covers the eastern half of Long Island, NY, encompassing 3 USCG stations and tens of thousands of boaters), we have run boating safety classes in many dealer show rooms or their conference rooms and all the boat owners walk out waving at the dealer saying “thanks so much for arranging this!” And the

boaters pay a fee for the class which goes towards further boating safety activities. Out of pocket for the dealer – coffee and cookies?

Another big idea – how about scheduling a vessel exam day at the marina? The downside is that you run out of flares (the #1 reason for a boat failing to be awarded a Vessel Safety Check wind-

to come back, call me!” And it ends there. No one “turns you in”...

Discussion Items

The Vessel Examiner will also conduct a discussion with the skipper and the crew about the following safety items which are not required by regulation but still considered highly desirable by the USCG:

1. If a life raft is on board, be certain it has a current inspection on the raft and hydrostatic release mechanism.
2. If an EPIRB is on board, be certain it is registered to the boat and that the registration is current. If it is hydrostatically deployed, be certain the hydrostatic release mechanism is in date. Be certain the battery is in date and working.
3. If survival suits are on board, unpack them and be certain there are no tears or dry rot. Be certain working lights and a whistle are attached. Be certain the zipper is operable (if it needs waxing, wax it!). Be certain the vessel name is stenciled on the back of them as well as on your life jackets.
4. How about a VHS radio? Cell phones are nice but unlikely to save your life! (See SSP, “Sounding Smart on the Radio”, 8/1/2007, <http://www.atlanticmaritimeacademy.com/radio.html> and SSP, “Can You Hear Me Now – Boats and Cell Phone”, 1/7/09, <http://www.atlanticmaritimeacademy.com/cellphones.html>).
5. Where’s your anchor?

BTW, if you are interested in being part of USCG Forces, email me at JoinUSCGAux@aol.com or go direct to the D1SR Human Resources department, who are in charge of new members matters, at DSO-HR and we will help you “get in this thing...”

REMSENBERG MARINA

EVENTS

June 14, 2009 - 11am-3pm

No Reservations Needed - Just Hail Us!

U.S. Coast Guard Auxiliary Vessel Safety Check

For Information Call:

325-1677

shield emblem is expired flares – so if you are going to run a vessel exam day, store up extra flares ahead of time!

What will the Vessel Examiner look for? (see SSP, “No Fuss, No Muss – and Your Favorite Price (Free!) – Vessel Exams”, April 2008) [<http://www.atlanticmaritimeacademy.com/vsc.html>].

And remind your clients that this is NOT a regulatory event. If the boat doesn’t meet a requirement(s), the examiner is very likely going to say, “Here is what you need to address. Here is my cell phone #. When you are ready for me



County Clerk Update

by SUFFOLK COUNTY CLERK
JUDY PASCALE

WHEN A COPY OF YOUR DEED IS NEEDED LOOK NO FURTHER THAN THE COUNTY CLERK’S OFFICE

Three years ago, the Suffolk County Clerk’s Office informed the public about a variety of companies offering to sell certified copies of deeds to homeowners at a cost of up to 1,200% more than what a person would pay to receive the same copy through the Clerk’s Office.

As a result of the publicity, State law was passed regulating the practice of companies which offer to sell you a copy of your deed. This law requires exact language to ensure that consumers are able to make informed decisions regarding the purchase of certified copies of property deeds that clearly delineates the fact that such copies are readily available for a much smaller fee from your County Clerk’s Office.

However, these record retrieval services companies continue to seek new customers and often canvass entire neighborhoods with solicitations offering to sell homeowners a certified copy of the deed to their home for a significantly higher cost than is available from our office.

As a result of these mailings, a good number of people have contacted my office to question the legitimacy of these letters. Some of the most common questions can be summed up in the following statements; first there is no general sense of urgency to have a copy of your deed on hand at all times. Second, if you should ever need a certified copy of your deed, my office stands ready to provide you with a certified copy of your deed for a small fee that is usually five dollars.

Should you need any further information, or wish to purchase a certified copy of your deed, you may contact the Suffolk County Clerk’s Office at 631-852-2000 ext. 800 or visit us online at www.SuffolkCountyNY.gov/Clerk.

Legislator Tom Muratore Attends Sport Clips Grand Opening

Legislator Tom Muratore (R-Ronkonkoma) recently attended the Grand Opening of Sport Clips Haircuts, located in Selden’s Independence Plaza.

Sport Clips is a sports-themed hair cutting establishment aimed toward a male audience. Each of the company’s 800 franchised stores boasts local sports programming and memorabilia as part of the décor.

Based in Georgetown, Texas, the Selden location is the franchise’s first to open on Long Island. Sport Clips is located at 367 Independence Plaza in Selden, and they encourage all customers to come in for a cut, wash, and hot-towel shave, known as the “MVP Experience.”

“It is encouraging to see new businesses like this open in my district,” said Legislator Muratore. “It will be good for the community, and shows a positive upswing in the local economy. I congratulate owners Tommy, Nick, Evan and Manny on being the pioneers to bring this franchise to Long Island.”

You may call (631) 946-6988 to make an appointment at Sport Clips Haircuts. For any questions or concerns in the Fourth Legislative District, you may contact Legislator Tom Muratore by phone at (631) 854-9292, or email at tom.muratore@suffolkcountyny.gov.



Pictured: Legislator Tom Muratore with Sport Clips owners (left to right): Tommy Regoukos, mascot “Sporty” (costume worn by Nick Galanis), Evan Galanis and Manny Galanis