



# THE TRITON

NAUTICAL NEWS FOR CAPTAINS AND CREWS

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## New marina

Old Best Western to be razed, rebuilt

A32

The other side  
Brokers have their say  
in captains' style.

A28

## GiGi'a loss'

Princess GiGi cut in two,  
towed to yard

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BUSINESS BRIEFS

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## Crocs turn big profit in 2005

BUSINESS BRIEFS, from page A20  
boating experience.

Staff like Jan Cosby, who has been at Bluewater for more than 13 years and who manages the Large Yacht and BICCS program. She and her husband, Don, have 33 years of experience in the Chesapeake Bay, Caribbean, Atlantic, Mediterranean, Great Circle, Hawaii and the Pacific Northwest.

"The purpose of these profiles is to let the customers know that, for example, if they are traveling to the Mediterranean then they should talk to Jan," said Chris Nelson, creative director at Bluewater.

The new catalog includes more products, more passage planning information, and more emphasis on electronic navigation. For more information, call 1-800-942-2583 or visit [www.bluewaterweb.com](http://www.bluewaterweb.com).

### Crocs turn big profit

Crocs Inc., the Colorado-based company of those terribly comfortable clogs popular with yacht crew, announced that it turned a terrible profit for 2005.

Net income was \$16.7 million, compared to a loss of \$1.6 million for 2004, according to a statement filed with Nasdaq. Revenues for the year were \$108.6 million compared to \$13.5 million in 2004.

The company completed its initial public offering on Feb. 13, selling more than 11 million shares at \$21 a share. The company and the selling shareholders received net proceeds of about \$96.9 million and \$126 million, respectively, from the offering. The company plans to use the proceeds to repay loans and for working capital.

Crocs footwear incorporates a proprietary closed-cell resin material to produce a soft and lightweight, non-marking, slip- and odor-resistant shoe. For more info, visit [www.crocs.com](http://www.crocs.com).

### New consultant to Taiwan

After two years working in Taiwan on the construction of the new 108-foot Hargrave M/Y *Freedom*, Capt. Steve Forest has started his own business, Pan Asian Yacht Service Taiwan R.O.C. The company offers surveys, consultation, management and planning for all Asian yacht projects. Pan Asia Yacht Service also will help owners schedule day trips into the culture and land of Taiwan.

### Loggerhead takes Carnegie course

Seven Kings Holdings, a South Florida marina development and holdings company with nine marinas under the Loggerhead Club & Marina brand, is putting its employees through training and leadership skill sessions with Peter Graziotto and Larry Garvis, CEO of Dale Carnegie Training in Southeast Florida.

"Having made the commitment to provide the ultimate in customer service in the marina industry, we decided to seek the top level experts in teaching personal success and leadership skills. We found that expertise in our own backyard in Peter Graziotto and Larry Garvis," said Raymond Graziotto, co-owner of the marina brand. "The fact that Peter is a relative is a bonus. He's not only an expert in the Dale Carnegie methods of attitudinal training, but has been intimately involved in our vision for the marina group since day one."

### Merle Wood sells boats

Sales for the first two months of 2006 have continued at the same record pace as 2005 for Merle Wood & Associates. Sales include the 192-foot *October Rose*, the 185-foot *Oceanfast Sycara*, the 145-foot *Westship Boardwalk*, the 105-foot *Broward Passion*, the 80-foot *Leopard Xana*, the 74-foot *Hatteras Lady Michelle* and the 74-foot *Azimut Lady Z*.

New central agency listings include *October Rose*, the 127-foot *Crescent Nice & Easy*, the 118-foot *Christensen Double G* and the 88-foot *Pershing TT Helios*.

For more information, contact Peter Croke at 954-525-5111.

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