



# NEWATER CONNECT

March 21, 2023

## Spring is Here!

Yesterday marked the first day of spring 2023, which means more and more of our customers will be getting back on the water soon!

It's the perfect time to reach out to our customers to ensure their boats are in top shape for the season.

Check out this Discover Boating article for tips on how to prepare for launch this spring!

[VIEW ARTICLE](#)

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COMPANY CONFIDENTIAL



# CONGRATULATIONS

TO THE TWO NEW INDUCTEES INTO THE  
ONEWATER MARINE TECHNICIAN GUILD



**JEFF NICHOLLES**  
Texas Marine



**KYLE SHEEHY**  
Central Marine

The Technician Guild is a prestigious organization made up of OneWater's top technicians. The guild meets in person each year to celebrate accomplishments and brainstorm new ideas. Inductees are nominated by store managers and voted on by a committee.



# EMPLOYEE SPOTLIGHTS



## MARK BRETON RETIREMENT

Mark Breton, Legendary Marine Pensacola General Manager, will retire at the end of March. As his time with OneWater comes to an end, Mark has a few words of wisdom he's learned from his 50+ year career.

"If you're considering a lifelong career in the recreational boat business, I have two pieces of advice for you. Firstly, remember to sell the experience that a boat can provide to a family, rather than just selling the boats themselves. One of my most rewarding sales was not the new beautiful \$6,000,000 yacht, but a used \$25,000 boat, which a family had worked hard to save up for by Johnny mowing lawns and dad working overtime. The excitement on their faces upon delivery was unforgettable, and it reminded me that we get to change lives.

Secondly, always keep your eyes fixed on the horizon as you navigate through life. Avoid looking down and getting bogged down by the day-to-day challenges and obstacles. By focusing on the bigger picture, your path will be clearer and straighter, and you'll be more likely to achieve your long-term goals.

Wishing you all the best in your future endeavors."

Thank you, Mark. You will be missed!



## NEW GENERAL MANAGER

Please welcome Michael Cerchiaro, the new general manager of Stone Harbor Marine.

Michael's family owned and operated a full-service marina 3 miles from Stone Harbor Marina for 24 years. He was the General Manager. That is how he met Tom Russell close to 30 years ago.

Six years after purchasing the marina, Michael started a tower manufacturing business, which was the sole supplier of railing systems to one of the largest boat manufacturers in New Jersey.

Seven years after starting the tower manufacturing business, Michael purchased a marine electronics retailer that also serviced most of the commercial vessels in New Jersey. After this acquisition, Michael was asked to join the Board of Directors for the National Marine Electronics Association, where he served as Treasurer for 5 years.

He spent the past 4 years working as a Sales Consultant at MarineMax.

Michael is very excited about the opportunity at Stone Harbor and is proud to be part of the outstanding team that Tom Russell has assembled.

Welcome to the team, Michael!

# EMPLOYEE SPOTLIGHTS



## NEW YAMAHA MASTER TECHNICIAN

Nicholas Vitter, a technician at Texas Marine, received his Master Technician Certification from Yamaha on March 10<sup>th</sup>.

Nicholas has been a marine technician for 8 years, and he has been part of the Texas Marine family for 2 years.

Congratulations on this huge accomplishment, Nicholas!

Submitted by Brian Smith

# EVENTS

## PHIL DILL PIZZA PARTY

Daniel Mendoza bought a 2014 Regal 27 FASDECK from Phil Dill in 2020.

He brought the boat in this season for winterization, annual service, and an impeller. The team found a few more concerns with the boat and immediately called the customer to let him know.

The customer appreciated the great communication and bought pizza for the whole team!



Submitted by Toby Blackney

## STONE HARBOR PIZZA PARTY

Stone Harbor Marine won a pizza party during the Deck the Hulls boat decorating contest in December.

The team redeemed their pizza party last Friday during a St. Patrick's Day party!

The team would like to thank everyone who voted for their boat.



Submitted by Debra Winchester

# EVENTS



## The Wharf Boat & Yacht Show

Despite the uncharacteristically cold weather at The Wharf Boat & Yacht Show this weekend, the Legendary and Sunrise Marine teams maintained a very high level of enthusiasm and pushed through, establishing stronger relationships with one another.

The show ran from March 17<sup>th</sup>-19<sup>th</sup> in Orange Beach, Alabama.



# DEPARTMENTAL UPDATES

## Concur Expense Reports

Please remember that Concur expense reports are due at the end of each month. It is very important that we submit these reports timely and correctly. Please see the trainings below for a refresher on submitting Concur expense reports.

On the Portal

### CONCUR EXPENSE REPORT WALK- THROUGH

[View Training](#)

Refresher

### CONCUR EXPENSE ALLOCATION GUIDE

[View Training](#)

Please log in to the training portal before accessing the links above.

## MICROSOFT DISCOUNT

OneWater employees are eligible for a discount on Microsoft Office and other Microsoft applications by using their company email addresses.

[CLICK HERE TO SIGN UP](#)

Contact Jason Priez

## LIFE VESTS AVAILABLE

Inflatable life vests are available for employees who work near the water. Contact Morgan Glenn to request life vests for yourself or your store.



Contact Morgan Glenn

## LADDER SAFETY MONTH

I am excited and proud to announce that OneWater is supporting National Ladder Safety Month, taking place during March 2023.

Every year, more than 300 people die from a ladder-related accident, and thousands suffer from disabling and/or debilitating injuries. These deaths and injuries could be prevented with correct ladder use.

I would like to personally invite you to join us in spreading the importance of ladder safety. With your support, we can promote ladder safety and decrease the number of ladder-related incidents that happen every year in our workplace, our homes, and our communities.

Thank You,  
**Lance R. Brown, GSP**  
Director of Safety and Compliance

### SAFE USE OF STEPLADDERS

The hazards of using a stepladder can be eliminated or substantially reduced by following good safety practices.

#### Safe Stepladder Use - DO:

- Read and follow all the manufacturer's instructions and labels on the ladder.
- Look for overhead power lines before handling or climbing a ladder.
- Maintain a 3-point contact (two hands and a foot, or two feet and a hand) when climbing/descending a ladder.
- Stay near the middle of the ladder and face the ladder while climbing up/down.
- Use a barricade to keep traffic away from the ladder.
- Keep ladders free of any slippery materials.
- Only put ladders on a stable and level surface that is not slippery.

#### Safe Stepladder Use - DO NOT:

- Use ladders for a purpose other than that for which they were designed. For example, do not use a folded stepladder as a single ladder.
- Use a stepladder with spreaders unlocked.
- Use the top step or cap as a step.
- Place a ladder on boxes, barrels or other unstable bases.
- Move or shift a ladder with a person or equipment on the ladder.
- Use cross bracing on the rear of stepladders for climbing.
- Paint a ladder with opaque coatings.
- Use a damaged ladder.
- Leave tools/materials/equipment on stepladder.
- Use a stepladder horizontally like a platform.
- Use a metal stepladder near power lines or electrical equipment.

Read the full training to learn more about possible hazards of stepladders and information on how to choose a stepladder with the proper load capacity.

### FULL STEPLADDER SAFETY TRAINING

Submitted by Lance Brown

## UPCOMING TRAINING SEMINARS

### CSI Survey Best Practices

*with Paige Gibson, Tom Mack, and Ty Yates*

**Tuesday, March 28th at 2:00 p.m. ET**

*Learn our team's tips for improving your CSI scores by creating a seamless communication process and great customer experience.*

» REGISTER

### “ Roscioli Yachting Center ”



This is a letter of appreciation. I have served in the Coast Guard and been a licensed captain and involved in boat and yacht repairs for over 30 years. During that time I have used the services of dozens of boat yards and repair facilities.

I am most pleased to say that Roscioli has demonstrated the most professional, courteous and excellent work I have ever experienced. My special thanks to Phil, John and Ryan who were of great help in the work done on our yacht, Miss Patti.

Capt. Mike Brooks

## UPCOMING EVENTS

March <b>23-25</b>	March <b>23-26</b>	April <b>14-16</b>
<b>Bennington Demo Days at Captain's Choice</b>	<b>Palm Beach Boat Show</b>	<b>Baybridge Boat Show</b>