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In FOCUS



Jon White TYHA Manager

It was a pleasure to meet with many TYHA members, friends and associates at BOOT Dusseldorf recently. Yet again BOOT showcased our exciting leisure boating industry in its many different guises from surfboards to superyachts and everything in between.

Although it's always tempting to look at 'marina size' boats I focussed my time on looking for developments in the smaller end of leisure boating/watersports. I found many board associated innovations/variations that potentially provide opportunities for marinas, the combination of SUP's, electric propulsion and foils now deliver

on water experiences to a much broader demographic on all types of waters. In fact, electric and foiling technologies were on display in the majority of the 18 halls of the show.

It was equally interesting to see roof racks on boats carrying kayaks and mountain bikes showing that once the destination was reached there were more experiences and memories awaiting! Boat clubs, charter, fractional ownership and the other sharing models were also to be found in

increasing numbers showing the ongoing gradual movement towards sharing rather than owning boats.

At the show I bumped into many CMM's and CMP's which greatly enhanced my visit especially as I have recently had the honour of being awarded my CMP qualification! I wholeheartedly recommend to anyone considering the IMM or AMM course to go for it; great content, learning and an amazing network of industry professionals awaits you!



F&A March 2020 / Volume 38 / Issue 01

F&A Magazine - Published Quarterly: The publication of TYHA, the trade association for marinas and suppliers striving towards best practice within facilities in UK Coastal and Inland, and International waters. If you would like to unsubscribe to F&A magazine please email 'unsubscribe' to lgordon@britishmarine.co.uk or contact us by phone on +44 (0) 1784 223 817.



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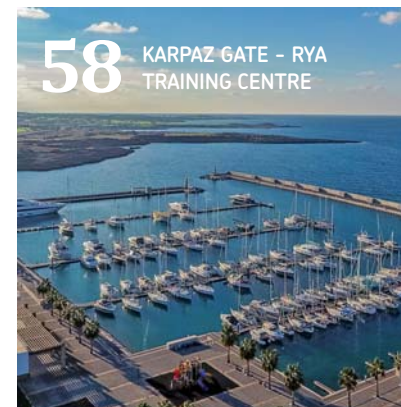
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Front Cover: Trinité-sur-Mer, France



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“ FUTURE PROTECTION OF OUR MARINE ENVIRONMENT

During the last eighteen months the environmental agenda on a local and national level has seen exponential growth. In addition to the Government's 25-year Marine Plan, key issues like water quality, pollution, emissions and end of life boats have become high priorities for the marine industry.

TYHA and British Marine have been looking at areas that will affect our members and considering strategies for the future. As part of this TYHA will be publishing materials over the coming year to ensure that our members have the information needed to help our industry play its vital part in protecting the marine environment.

We expect to provide information on legislative requirements, best practice and awareness, and features on some of the most immediate concerns that need to be addressed.

Not only has our industry the responsibility as gatekeepers to the marine environment but our current and future customers will expect us to respect and protect our oceans and waterways.



If you have any ideas or experiences relating to protecting the marine environment that you would be happy to share with the industry then please forward to LibbyIgor@britishmarine.co.uk

MARINA DAY

For the 4th year, TYHA is encouraging marinas to hold a marina open day to attract new people to your marina, to enjoy all that marinas have to offer and ultimately introduce a new generation of people to the wonderful world of boating. This year's proposed date is the 13th June however any day that suits your busy boating schedule would be great.

Working with the help of your tenants, RYA, RNLI, Sea Cadets, local charities and community groups you could deliver a fun day out to the local community.

Imagine the exposure and interest that your marina could attract by having a co-ordinated Marina Day. A fun day of 'street fair' type attractions to the scale that suits your operation and resources.



Here are some ideas that could be delivered to your visitors:

- Rib rides
- Kayaking
- Virtual Sailing
- Windsurf demos
- Guided tour of your marina
- Pop up food stalls
- Boat visits
- SUPs
- Water Zorbing
- Interactive Games

For further ideas and information Contact Libby on 01784 223817 or lgordon@britishmarine.co.uk

OCEAN YOUTH TRUST SOUTH



MDL sponsors a five-day trip aboard Prolific for 12 inspirational young people

For the past 40 years MDL Marinas has developed a close relationship with Ocean Youth Trust South, recognising the charity's fantastic work with young people and the life changing experience that sailing can offer.

MDL annually sponsors a five-day trip aboard Prolific for inspirational young people, which forms the basis of MDL's Sail Training Awards. This year MDL will be doubling the numbers and sponsoring 12 places on this trip of a lifetime.

The awards were created to reward deserving young people between the ages of 12 to 18 who have overcome adverse personal circumstances, or shown other exceptional accomplishments and achievements. The third party nominations come from people who are in contact with young people, including teachers, guide or scout leaders, youth group leaders, friends and employers.

This year's voyage takes place in April and the winners will become involved in all aspects of life on board, including hoisting sails, helping with maintenance, sailing the boat at night and cooking and cleaning with the rest of the crew.

Last year's winners completed a five-night voyage which took them from Ocean Village Marina in Southampton around the Solent and further afield to Poole and Portland. Activities included night pilotage, and earning their RYA Start Yachting certificate.

Being onboard Prolific helps to build confidence and creates a sense of responsibility and pride. Not only is Prolific stunning, she is also large enough to make the most trepidatious of adventurers feel safe and secure.

Participants are selected from the regions in which MDL Marinas are located; the South West, Dorset, Hampshire, Thames Valley and East Coast.



RYA

All aboard! Tips for boating with the family

How many times have you been preparing to leave the dock and thought how useful it would be to have an extra pair of hands with you?!

As a family there is nothing better than spending quality time together out on the water and the good news is there are heaps of ways you can get your kids involved in being that extra pair of hands when cruising under sail or power.

So how do we make sure it will be a good experience for all?

“Are we there yet?”

Bored kids do not make for happy kids or relaxed boating! But engage them before they even step foot on the boat and get them excited about what lies ahead and the chances are you will keep their attention for much longer.

Let them help with the passage planning, show them the maps and charts so they know where they might be heading, tell them about and show them pictures of things they might see along

the way including nature and wildlife, get them looking at the weather and telling you what the forecast is or even practicing knots.

Show them what clouds to look for, gusts on the water and, if under sail, how to spot the wind and where it's coming from.

Slow it down

Cruising is meant to be relaxed and when kids are involved not rushing becomes even more of a factor. The last thing you want is overhyped kids charging along jetties or around the deck. You are in no hurry so keep things calm, take everything slowly, be measured and keep smiling.

A little bit of knowledge

If you are planning to take the kids afloat with you for the first time this year, there are two short RYA introductory courses for the whole family that give kids and inexperienced adults alike a relaxed, practical and fun insight into ways to help.

Passengers don't always realise what a helm has on their plate, but they can have such a valuable role to play in basic tasks and personal safety, and whole families can take bits of ownership of a day on the water.

The recommended minimum age for RYA Start Yachting is eight-years-old. The two-day course provides an introduction to the yacht, ropework, getting underway, rules of the road, man overboard recovery, clothing and equipment, emergency equipment and precautions and meteorology.



// The recommended minimum age for RYA Start Yachting is eight-years-old

By the end of the course participants will have experienced steering a yacht, sail handling, ropework and being aware of safety on board.

Similarly, kids as young as eight able to do the RYA Start Motor Cruising. With the way the course is run it can be done as a one-day standalone course or at the same time as Mum, Dad or both are doing their two-day RYA Day Skipper or RYA Helmsman.

You can find out more about RYA Training Courses at www.rya.org.uk/training

Books for little ones

The RYA's range of 'Go' children's books will help youngsters learn how to sail in an enjoyable way. All of the books are packed with colourful illustrations, clear instructions, and lots of fun.

The Log Book for Children is an introduction to navigation and log-keeping, to help children and their own answer to the question, 'are we there yet?'

Prices vary from £4.99 to £9.99 RRP, RYA members receive 15% discount. Visit www.rya.org.uk/shop.





ANNUAL RENEWALS MADE EASY

Given the right tools, renewal season is a perfect opportunity to understand your customers better and to forge closer relationships. The goal of the renewals process is to maximise occupancy and income, setting-up the marina ahead of the season. However, this focus can backfire on the smooth running of the marina. Few marina administrators relish renewals season. Getting the invitations out to the right customers, recording responses, issuing invoices, reconciling payments - all are time-consuming tasks, especially in large sites or those with multiple tariffs.

The process can impact on the marina's relationship with

the customer too. Asking for a commitment of several thousand pounds in advance is never easy; you want a friendly relationship with your customer, not to be perceived as a 'highway robber'! These two issues are related - a streamlined process with quality communications gives staff more time to concentrate on customer service, provides timely feedback for managers and reduces the potential for customers to feel taken for granted.

Harbour Assist supports smooth and speedy renewals, saving marinas time and money. For example, Cornwall Council has shaved eight days from their renewal process, and Shepperton Marina dispatched 400 in half an hour.

Harbour Assist's recommendations for stress-free renewals are:

- 1. Know your customers**
Ask all team members to share their knowledge and capture it in an accessible (and GDPR compliant) format.
- 2. Make it personal**
Use merge fields to personalise correspondence with the boat name, account number, berth location or invoice value.
- 3. Call to action**
Make it easy for customers to do business with you; include a link to your online payment portal.
- 4. Track responses**
Capture all customer correspondence in one place, available to all staff. Share information between customer-facing and finance teams.
- 5. Target follow-up**
Thoughtful follow-up is a great way to demonstrate that you value your customers and want them to stay. Segment by contract type, tariff, pontoon, or whatever works for you. Don't forget to filter those who have already paid.

Visit our new website harbourassist.com for case studies, news, tips and features. For a personal demonstration of Harbour Assist, contact Nick Gill nick.gill@harbourassist.com

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WALCON

LAUNCH PREMIUM MARINA PRODUCTS

Working in partnership with a leading marina operator, Walcon Marine has developed three new marina accessories that both look good and are intended to deliver added benefits to boat owners and their vessels.

Corner fenders

The new corner fenders have been introduced to cater for the new generation of larger boats, however they work equally well for boats of all sizes, offering more protection for both the boat that makes contact with it and the pontoon on which it is mounted.

Made from rotary moulded plastic they are available in two sizes, both larger than current standard versions, and come over the top of the decking for complete protection. This also makes them more visible as well as ensuring a snug and secure fit. Walcon is now offering these as its standard corner fender option for finger and hammerhead pontoons.

Longer fitted fender

Using the same material, Walcon has introduced a new, one metre long lateral fender for its widely used System 2000 pontoons. These are intended for use primarily as stern or bow

fenders and are easy to fit using the existing slot built into all System 2000 units. This product has been developed due to the increasing numbers of motorboats with bathing platforms that choose to moor stern-to, but again can be used in a wide range of applications.

By introducing the new corner and lateral fenders at the same time, Walcon is offering marina operators a uniform style of high-quality fendering that will contribute to those marinas seeking a visually distinctive and well turned out look, as well as offering an enhanced level of protection for boats entering and leaving their berths.



Composite duct covers/

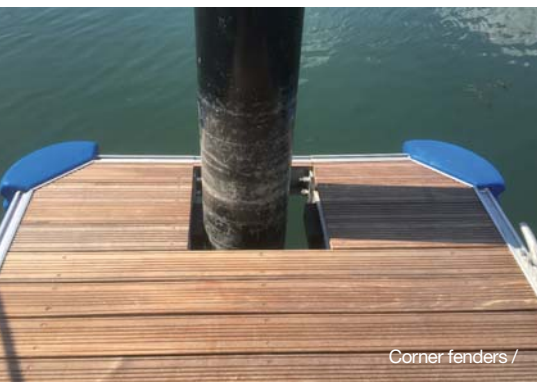
Composite duct covers

Walcon has also developed a new duct cover using composite GRP. Again, this product offers both an aesthetically pleasing improvement on the current standard aluminium duct covers as well as practical advantages. Customers can for example choose from a range of colours to match their corporate branding or for any other reasons, and they can be supplied in a variety of widths.

From the practical angle they are manufactured with a gritted surface for excellent non-slip properties and being GRP based they are very low maintenance being subject to neither oxidation nor corrosion. The result is a projected service life of at least 25 years. The GRP duct covers are also available for retrofitting.

“We have introduced these products in response to marina operators looking for ways to

upgrade the facilities that they offer their customers in visually distinctive ways,” says Walcon’s managing director James Walters. “While berthing facilities are very much practical structures where safety, durability and ease-of-use always comes first, if we can work with their operators to make them pleasing to the eye in ways that gives their end users added pleasure and a sense of pride in where they keep their boats, so much the better.”



Corner fenders /



Longer fitted fenders /

“
Stylish, high quality fenders and duct covers for an enhanced finish

JONAS SOFTWARE ACQUIRES MARINA MANAGEMENT EXPERTS PACSOFT

Jonas Software has expanded its portfolio with the acquisition of marina management software specialists Pacsoft International.

Headquartered in Auckland, New Zealand's 'City of Sails', Pacsoft is best known for its PacsoftNG software used by marina, boatyard and shipyard managers to operate and manage their facilities.

Jonas Software Australia and New Zealand Portfolio Manager Mike Henton said he was delighted to announce the acquisition at a time when boating was growing in popularity. "We're thrilled to bring Pacsoft into the fold and are committed to its continued success. With the 2021 America's Cup on the horizon

and enthusiasm for boating on the rise, Pacsoft is well placed to capitalise on these opportunities."

Pacsoft has grown steadily since it launched PacsoftNG in 1999. The software is now used in 20 countries by businesses ranging from small marinas and boatyards to major harbours with thousands of berths.

PacsoftNG makes it simple for marina, boatyard, and shipyard managers to efficiently run all aspects of their business, including operations, administration, accounting, management and business analysis.

It offers comprehensive tools for management of services such as berth rental and makes administering and

charging for ancillary services and utilities simple. It also offers add-on modules that make it easy to manage a schedule of boat lifters and hard stands and effectively create and monitor job quotes, invoices, job costings, and work in progress.

Pacsoft Chief Executive Chris Thomas said the acquisition would provide his team with increased business skills, greater financial resources and access to new technology. Mr Thomas has managed the company since 1997, and he and existing Pacsoft staff will remain in place as part of the deal.

"Jonas Software knows what it takes to grow a business globally," Mr Thomas said.

"This acquisition gives us the strength, expertise and security to deliver the world's leading marina and boatyard management software globally long into the future."

Jonas Software operates more than 80 independently managed software brands around the world, supplying industry leading enterprise management software and related services to more than 80,000 customers in 20 vertical markets.

More information about PacsoftNG marina management software can be found on the Pacsoft website - Visit www.pacsoftmms.com



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“ NEW SEABIN INSTALLED IN OCEAN VILLAGE MARINA



such as plastic bottles and microplastics as small as 2mm in diameter. A single Seabin can collect up to 1.4 tons of litter each year – the equivalent of 90,000 plastic bags or 35,700 disposable cups – but can cost as little as 80p a day to run.

This Seabin represents a collaboration between several local organisations as part of Hampshire and Isle of Wight Wildlife Trust’s marine project, Secrets of the Solent. The project will see several Seabins installed across the Solent – this one has been funded by DP World Southampton and will be maintained by MDL Marinas, who operate Ocean Village Marina. The Wildlife Trust has assessed the suitability of the site and will be installing an information board explaining the technology.

Tim Ferrero, Secrets of the Solent Project Manager, said: “We’re delighted to have played our part in this Seabin installation. Seabins help address the global problem of plastics in the environment both by collecting some of the existing litter and by raising awareness about the issue. Hopefully when people see the Seabin at Ocean Village Marina, and the plastic it collects, they will be inspired to think about reducing the disposable plastics they use and taking extra care to recycle or dispose of them responsibly.”

Nick Loader, Chief Operating Officer at DP World, said: “The Solent is an important marine environment which we must protect for future generations.

North East corner of the marina, where prevailing winds cause the most litter to accumulate.

The Seabin sits in the water and moves up and down with the tide. By drawing in water from the surface and passing it through a fine mesh bag, it will catch floating litter

The fight against plastic pollution in our local waters is getting an important boost, with the installation of a new Seabin in Ocean Village Marina, Southampton. The award-winning piece of technology has been installed in the



It is also vital to our business and to the health and prosperity of Southampton. We are proud to sponsor this Seabin as one element of our ongoing partnership with Hampshire & Isle of Wight Wildlife trust. DP World’s global sustainability programme recognises the need to undertake robust ocean stewardship and combat pollution to the waterways on which we all depend.”

Scott Farquharson, Ocean Village Marina Manager, said: “We’re delighted to be part of this fantastic project. Our Queen Anne’s Battery marina in Plymouth has had a Seabin installed and so we’ve seen the benefits that it brings in collecting plastic and other waste. Ocean Village Marina is on the edge of the Solent and the bin will really assist my team maintain the overall cleanliness of the marina. Initiatives such as this, combined with a greater awareness by the general public to dispose of litter effectively, can really help make a difference. Working by the water, we are passionate about the marine environment and we can’t wait to see the difference that this bin makes.”

The fight against plastic continues to be an ongoing environmental issue - to find out more about Seabin visit www.seabinproject.com





TRY BEFORE YOU BUY BERTHING

MDL Marinas is once again offering boat owners the chance to 'try before you buy', with a heavily subsidised weekend trip to explore Sant Carles Marina, Spain, from €140 per person. Offering superb cruising and exceptional facilities, the marina is a popular destination for both sail and power boat owners and is only 100 nautical miles from the Balearics.

Visitors to Southampton International Boat Show can find out more at MDL's waterside stand when Nicholas Gonzalez, Sant Carles' marina manager will be present between the 17th and 20th September inclusive (visit E52).

The weekend trip allows boat owners considering an overseas berth a brilliant chance to explore Sant Carles marina and village. Visitors will enjoy informed discussions with existing berth holders and have the chance to understand the process and benefits of berthing abroad as well as experiencing the area.

Enjoying Catalonia delights, guests will spend two nights in the Miami Mar Hotel (4* accommodation) and take a guided tour of the lagoon on the marina's motorboat, Flamingo One, to spot local wildlife and witness the beautiful scenery (including 17 miles of stunning sandy beaches). There'll also be the opportunity to explore the

local towns of Tortosa, the capital of the comarca of Baix Ebre, and Peñiscola, a bustling seaport, which is steeped in history. Nearby, the mountain village of Horta de Sant Joan inspired Picasso, and now features the Picasso Centre with a fabulous display of artworks.

"Start exploring our marina and the area with a weekend away," says Nicolas Gonzalez, marina manager. "We're a wonderful marina with a friendly culture and excellent customer service, plus all the team speak excellent English too. You'll see wild flamingos and eat amazing foods like at Les Noves Algues, a contemporary restaurant located on the harbour."

As well as the wonderful range of activities, visitors will find out about berthing packages which help to make keeping a boat in Europe as straightforward as possible with discussions about boat transportation, flights, transfers and local transportation. The marina also offers lease sales, annual and visitor berthing options and 4-year berthing packages.

The weekend includes:

- Two nights at Miami Mar Hotel with breakfast
- Dinner from a delicious 'tasting menu' at Miami Mar
- A one hour guided tour of the lagoon and aperitif at Sant Carles Marina
- Traditional Mariner's lunch

Email enquiries@santcarlesmarina.com or call (0034) 9777 45153 to find out more or visit the website www.santcarlesmarina.com

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HYTHE MARINA VILLAGE CLASSIC CAR EXTRAVAGANZA



the amazing vehicles on display, and also working with local and onsite companies. We look forward to welcoming them back in June 2020."

"This amazing event has caught the eye of keen motoring enthusiasts across the south of England, showcasing a wide range of automotive legends," says Mark Elliott Classics and Supercars on the Quay organiser. "We are extremely pleased that this show exceeded all our previous 28 shows' visitor figures and we thank everyone for attending."

"We encourage our marina managers to get involved in making fantastic events happen for our berth holders, like this show at Hythe, the Big Bay Eco Challenge at Torquay Marina and Proms in the Park, also at Hythe," states Maxine Lane, Head of Marketing at MDL Marinas. "Events like this mean we can welcome local communities into our marinas which can only be good for encouraging more people to participate in watersports."

The next stop for 'Classics on the Quay' will be MDL's Shamrock Quay Marina. If you are interested in taking part check out the Shamrock Quay Facebook Page where the date will be announced.

On Sunday the 24th of November 2019 MDL Hythe Marina Village hosted an automotive extravaganza. Dating from 1914 to 1990 the featured vehicles included Supercars, British Classics, American legends, motorcycles and scooters. There was even a Kenilworth big rig and five fire engines.

Starring in the Supercar display area were Bentleys, Lamborghinis, Ferraris and Aston Martins.

Visitors were able to view over 280 vehicles lined up along MDL Hythe Marina Village's

picturesque waterfront. Attendees could 'talk yesteryears motoring', enjoy a meal at the onsite Boathouse restaurant, have a bite to eat from Walting Street Food and Pit Stop or sample drinks with HMS Spirits. Solent boat rescues also welcomed people to its stand.

"What a fantastic event to have at the marina. We make a point of hosting events which offer our berth holders something different and enhance their time with us," comments Dave Lewis, Hythe Marina Village Marina Manager. "We thoroughly enjoyed having all



ADVANCED MARINA MANAGEMENT COURSE

25-30 October 2020 - The Solent Area, UK

British Marine, in association with the Global Marina Institute, presents the internationally renowned Advanced Marina Management Course. The AMM course has been designed as a pathway towards Certified Marina Manager (CMM) and Certified Marina Professional (CMP) Certification.

Each day is packed with a range of learning opportunities, including formal classes and lectures, informal discussions, field trip to nearby marinas, group projects, marina/boatyard industry networking, evening classes and discussions. Applicants must have a minimum of three years relevant management experience. British Marine will assess the application against this requirement.

INTERMEDIATE MARINA MANAGERS COURSE

10-13 October 2020 - Abu Dhabi

The British Marine (BM) and the Marina Industries Association (MIA) are jointly holding the internationally renowned Intermediate Marina Management Course (IMM) in Abu Dhabi from 10-13 October 2020.

This four-day course is accredited by the Global Marina Institute (GMI) and is designed to provide marina personnel in a leadership position with fast-track training in the critical issues in marinas. It is also an essential course in a career path leading to the globally recognised Certified Marina Manager, Certified Marina Operator and Certified Marina Professional qualifications.

PLEASE BOOK YOUR PLACE TODAY TO AVOID DISAPPOINTMENT

Further information is available from Sara Gonzalez –
sgonzalez@britishmarine.co.uk / 01784 223631



TYHA SUMMER VISIT 2020

BOOK YOUR PLACE TODAY

DAY 1 03-06-20

- Meet at Chatham Marina for a tour of facility
- Chatham Historic Dockyard
- Lunch at Medway Yacht Club
- Tour of Gillingham Marina
- Tour and sampling at Shepherd Neame Brewery
- Overnight accommodation and dinner at the Crescent Turner Hotel, Whitstable

DAY 2 04-06-20

- Visit Queenborough Harbour Trust
- Tour of Royal Ramsgate Marina
- Lunch at Royal Ramsgate Brasserie
- Tour of Dover Marina
- The coach will then drop off at Chatham Marina

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Call: 01784 223817

MDL MARINAS STRENGTHENS TEAM TO ENSURE BEST CUSTOMER EXPERIENCE



Manager in August. Having started his career at Penton Hook Marina as a boat washer in the early 1990s, Lee has a rich history of working on the River Thames and arrives at MDL with a decade of marina management experience. Lee is also Chairman of British Marine's London & Thames Valley Regional Association, connecting him across the area and the industry.

Swelling the ranks further on the Thames is John Harris, who has joined Bray and Windsor Marinas as Assistant Manager. John brings practical know-how and understanding of day to day operation and management of marinas having spent nine years working his way from Marina Assistant to Marina Manager – a position he held for four years prior to embarking on his new role with MDL.

In line with MDL's policy to provide equal opportunity for the advancement of employees and its desire to encourage career progression internally, MDL announces that Barry Radband has been promoted to the position of Marina Manager at Shamrock Quay. "I am very excited to be leading the team at Shamrock Quay and driving the future success of the marina," says Barry.

Long term MDL employee Joe Walton has also been promoted. Having started his career with MDL at its Penton Hook Marina in 1996, he moves from Boatyard Manager at Hamble Point to Marina Manager at Saxon Wharf. Joe states: "I have gained a vast amount of experience during my time with MDL and look forward to putting it to good use to bring about positive changes onsite for the benefit of our berth holders and tenants."

MDL prides itself on employing the best qualified personnel. If you are passionate about delivering first-class customer service and are interested in a career with the UK's leading marina and water-based leisure provider please visit www.mdlmarinas.co.uk/careers

MDL Marinas announces the appointment of Tim Mayer as Sales and Marketing Director. A member of the Chartered Institute of Marketing, Tim joins MDL with a wealth of senior sales experience across the leisure industry. From Tim's most recent role, at the successful health and fitness chain, Everyone Active, he brings a deep appreciation and understanding of customer service.

Tim comments: "I am delighted to be joining MDL Marinas and working in the marine side of the leisure industry. I am looking forward to working alongside the marina teams to take MDL's customer experience initiatives to a whole new level, creating a service which is second to none at each and every marina in the group."

Marina management teams have also seen new arrivals recently, further strengthening the service offered to berth holders and tenants onsite. Lee Gibbons joined MDL as Thames Marina



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“ The Gold Anchor Expérience at Compagnie des ports du Morbihan

The Yacht Harbour Association’s Gold Anchor Scheme is dedicated to the efficient management of marinas. The four categories underpinning its architecture are Quality, Safety, Environment in addition to the regulatory control, and promotes the personal approach of continuous improvement of each port.

The assessment is carried out by a CMM qualified, marina industry professional and following your audit, your

anchor rating is achieved in conjunction with a customer satisfaction survey. The rating lasts for 3 years.

This rating, which is perfectible, can become an objective to be achieved and the Compagnie des ports du Morbihan Group is very open to this type of standard which highlights its CSR approach based on the 4 categories described. The model is simple and motivating for the teams of the port, but not simplistic.

QUALITY DEDICATED TO THE CUSTOMERS

Gold anchor is one of the port management labels with a strong Quality component. This category was and stays the objective number ONE for Compagnie des ports du Morbihan. Coupled with a profit-sharing contract approach dedicated to the employees, Gold Anchor has enabled us to make concrete progress in Customer Quality. This was a goal clearly defined by the company’s management 3 years ago and we are proud to have improved our score. Nevertheless, we think that the label should be better known by boaters.

SAFETY

In terms of security for staff and users, Gold Anchor audits have made us aware that we have good tools such as the Single Document (DUEPER) developed and updated annually by the CHSCT. This document is our safety reference document for people and is covered by Occupational Medicine. It integrates perfectly as the base of the Gold anchor security category.



Words by: Corinne Fleutelot

ENVIRONMENT

Gold anchor is clearly tuned in favour of the protection of natural resources in a pragmatic way by advocating the implementation of concrete actions. The Compagnie des ports du Morbihan, previously certified as ISO14001, has retained the legacy of recording,

control and measurement, and today needs to work on actions and communication. We understand that we need to organize more, record and prioritize in order to define specific targets according to the problems of the moment. We appreciate being encouraged by Gold Anchor to define our

2020-2023 action plan and feel that the Scheme is a very good control for a personal progression approach.

To find out more about The Yacht Harbour Associations Gold Anchor Scheme please visit www.tyha.co.uk

“
A Gold Anchor Scheme dedicated to the
efficient management of marinas





Words by: Emanuele Rinaldi

In 2019 I had the opportunity and the honour to visit all the Ports of the Compagnie du Port du Morbihan and the first thing that comes to my mind is the commitment of the entire company and all its members. There is a strong sense of belonging in each marina and great professionalism. It is clear the commitment that everyone is making to improve every single port in the Company day after day and year after year; the most evident demonstration is visible in the Port Du Croustey (passed from 4 to 5 Gold Anchors) and the

Trinité-sur-Mer which has now reached levels of excellence in the field of international tourism. The Port of Arzal-Camoël has also shown a great improvement and, in fact, its anchors have gone from 3 to 4.

The Compagnie des Port du Morbihan is today the main port operator in France, with 16 ports along the coast in the network. Millions of Euros are invested every year in the redevelopment and the number of ports managed by the Company La Compagnie des Ports du Morbihan is constantly growing thanks to their

management skills and the activity to support the local authorities in the realization of tourism development projects. The ports of the Compagnie are all beautiful and, above all, positioned in fantastic locations such as the latest arrival, the wonderful marina of Saint Goustan.

To find out more about
The Yacht Harbour
Associations Gold Anchor
Scheme please visit
www.tyha.co.uk



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“ Congratulations to all marinas on their new Gold Anchor status



PORT DE PLAISANCE DE LA ROCHELLE 🏆🏆🏆🏆

The extensive marina development of Les Minimes in the Port of La Rochelle comprises 4 linked basins offering in excess of 4,600 fully serviced pontoon berths plus 90 designated visitor berths. There is an additional 360 permanent berths located within the neighbouring historic harbour.



HARLEYFORD ESTATE MARINA 🏆🏆🏆🏆🏆

Harleyford Marina is located equal distance between the picturesque Thameside towns of Marlow and Henley on Thames and has recently undergone extensive development works since the last assessment in 2015 with a new fully serviced basin opened on the east of the site providing some of the best pontoon berths along this reach of the Thames. The former berths on the basin facing the main building have also been replaced in line with modern boat design and to facilitate an access channel to the new berths.



WOOLVERSTONE MARINA 🏆🏆🏆🏆🏆

Woolverstone Marina located on the southern shores of the River Orwell is set in 22 acres of a conservation site offering 235 fully serviced floating pontoon berths and 110 river moorings. Part of the MDL Marinas group, the marina has benefitted from considerable investment with all pontoons having been replaced over the past 6 years and a new Lodge development with the first phase of 10 lodges recently completed replacing the older caravan sites. Further developments include the replacement of the boat lifting platform with a hoist dock, an additional 65 berths between 'A' jetty and the old jetty and a further 20-25 lodges.

“
For more information about the Gold Anchor Award Scheme
contact Hayley Cloke - hcloke@britishmarine.co.uk



ATAKOY MARINA 🏆🏆🏆🏆🏆

Atakoy Marina is located at one of the prestigious areas of Istanbul and is part of a huge tourism complex, which comprises of a five star hotel, a shopping mall "Galleria" and a sport complex. Atakoy is a Mega Yacht Marina, which can accommodate 215 Mega Yachts up to 200m in one basin. The other basin accommodates boats smaller than 30m.



EMSWORTH MARINA 🏆🏆🏆🏆🏆

Emsworth Yacht Harbour located to the north of Chichester Harbour is a family run marina currently offering 210 fully serviced pontoon berths with 5 additional visitor berths conveniently located immediately facing the office and sanitary facilities. All berths across 3 areas have been totally replaced in the past 6 years and offer berth holders all modern facilities within a peaceful and attractive setting.



BRUNDALL BAY MARINA 🏆🏆🏆🏆🏆

Offering over 240km of safe cruising grounds, Brundall Bay Marina has over 300 fully serviced pontoon berths in an area of outstanding natural beauty with National Park Status. Set in 50 acres of peaceful countryside and adjacent to an RSPB reserve, the marina offers customers a relaxed environment within sheltered cruising grounds. There is a newly refurbished onsite restaurant, a perfect way to relax overlooking the marina.



MARINA DE PORTIMÃO 🏆🏆🏆🏆🏆

Surrounded by some of the most beautiful beaches of Europe, Marina de Portimão has assumed the leading position in Portugal as a preferred superyacht destination. Located in one of the safest harbour of the country, Marina de Portimão is framed by the historical forts of Santa Catarina and São João, and affords excellent facilities. Along with 620 fully serviced berths, the marina is located within a fine condominium that includes an exclusive beach, restaurants, shops and bars.

MARINA INDUSTRY PROFESSIONALS



Nikola Banović – CMM Portonovi Resort

Both the IMM and AMM course provided valuable development of practical and theoretical knowledge using a “learning by doing” method. I picked up new business ideas and information in operating my marina whilst undertaking the courses. The networking was most beneficial with professional and personal connections that will last forever.

As someone who is based in one of the most growing and most popular European yachting markets in the past decade, I am very grateful that I had this opportunity to explore my professional views through the training. I also receive ongoing updates to keep standards high in the industry and connected to fellow CMM professionals around the globe.

I personally feel that the CMM accreditation is not only the worldwide ticket for an experienced Marina Manager but also that the highest possible standards are maintained in the industry.

James Burnell – CMP Pontoon & Dock Company Ltd

I am extremely pleased to be awarded my CMP certification – the result of many years in the marina and marine supply/ service industry. After progressing through from marina/yard operative, to being a marina manager and now jointly heading up a significant player in the supply and service side to the marina industry, the certification hopefully cements proof of my interest and ability in the industry. I was a little unsure whether to go for the Certified Marina Professional certification having left the marina management side of the industry a few years ago. However, after much encouragement from respected others, it seemed the ideal way to take the next step. I would highly recommend the entire programme to anyone with a serious interest in the marina industry. Having met and knowing many other certification holders, I feel humbled to join and of course look forward to working with everyone in the future.



MARINA INDUSTRY PROFESSIONALS



Jon White – CMP The Yacht Harbour Association

You often here people quoting “it’s not the winning but the taking part that counts” which I don’t normally subscribe to however the journey to being awarded my Certified Marina Professional (CMP) was equally as rewarding as achieving the qualification! My course was residential (as they all are) at Bucklers Hard on the banks of the Beaulieu River; a stunning and stimulating location!

Each day was packed with a range of learning opportunities, including formal classes and lectures, informal discussions, a field trip to nearby marinas, group projects, marina/boatyard industry networking, evening classes and discussions – enhanced further by the experience and anecdotes of other delegates from the UK, Europe and Middle East. A fascinating learning experience forging long term business contacts, valued friendships and after some further work my CMP qualification!

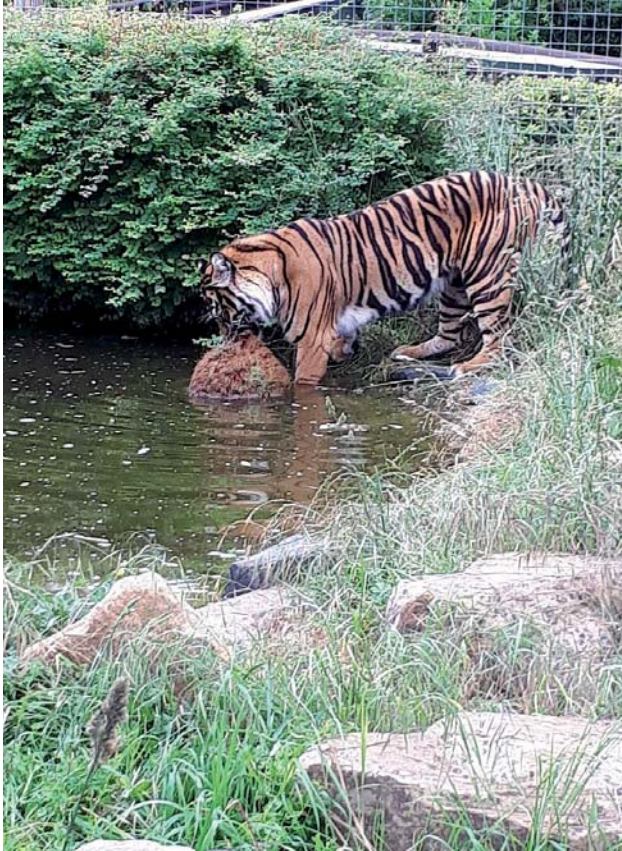
James Cotton – CMM Dean & Reddyhoff Neyland Marina

Since 1997, James Cotton has followed a career in the marine leisure industry covering marine engineering and Harbour / Marina management. He joined Neyland Yacht Haven as a Haven Master in 2006. The 420 berth marina is based within the Pembrokeshire Coastal National Park and is split over two basins separated by a tidal cill. In 2008, he achieved promotion to Marina Manger and in August 2012 James was further promoted to his current position of Marina Director.

James enjoys the varied aspect of running the marina from looking after the loyal berth holders, many of whom have stayed at the marina since its opening in the late 1980s, through to the various projects which he encourages all the entire marina team to be involved in. One such project is the introduction of two eco-friendly floating holiday accommodation pods, known as the Haven Pods.



CANAL TRUST HELPS KEEP SUMATRAN TIGERS HAPPY



Keeper Alice Vasallo from Shepreth Wildlife Park explained why the rope was needed: “We use rope to make enrichment to keep our animals stimulated, which is a very important part of keeping animals healthy both physically and mentally. In particular, we are aiming to make a giant scratching post for our tigers and lynx that could help them replicate some natural behaviours in the wild.”

The collection was organised by rope supplier Buyrope.co.uk, which realised that maritime rope could make the perfect play thing for big cats. It has been supplying the wildlife park with coir boat fenders and contacted the Trust to see if it too could help.

Wey & Arun Canal Trust chairman Sally Schupke was keen to get involved: “The Sumatran Tiger is now critically endangered, with a population of less than 400 in the wild and the Trust was only too happy to aid its conservation. The members of our boat team soon managed to collect a good amount of old rope and fenders and we now look forward to hearing how the tigers are enjoying their new toys.”

The Sumatran tigers enjoying donated coir boat fenders
Photo by: buyrope.co.uk

When the Wey & Arun Canal Trust received a request for old rope to keep a Hertfordshire’s resident tigers occupied, it was only too pleased to help out.

The Trust organised a collection of unwanted maritime rope to send to Shepreth Wildlife Park, where it is to be used by big cats including Sumatran Tigers Kelabu and her mum Ratna.



Equipment Training

The Pontoon & Dock Company are pleased to announce their provision of marina and boat yard equipment training and competency assessments. Using certified instructors, the training is available across a wide range of equipment at customers sites and is approved by some insurance providers. For more information on the training and competency assessments available, please contact us today.

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- + Full Training
- + Available On Site
- + Training Resources
- + Manufacturer Approved
- + Certified Trainers

BIRTLEY BRIDGE AND WEY & ARUN CANAL TRUST VOLUNTEERS STAR IN IWA SAFETY VIDEO



communication between our volunteers. Ultimately, it has meant the project has been well run and on schedule.

“CDM doesn’t have to be an onerous regulation to follow, it’s just about working safely and following some key guidelines.”

Teams began work at the Birtley site at the end of last year, creating an access track and towpath, but construction of the first of two bridges planned started in July. With the help of visiting Waterway Recovery Group summer camps and weekend visits, and ongoing support from the Trust’s own volunteers, the bridge structure is now complete and ready for its steel deck. The Trust plans to open a 2.5km circular canalside walk at the section.



For more information about volunteering visit the website www.weyandarun.co.uk

Wey & Arun Canal Trust volunteers and a newly-constructed bridge at Birtley in Surrey take a starring role in The Inland Waterways Association’s latest safety information video.

A camera crew spent the day filming a working party and key team members at the site for its CDM - No Excuses film, which sets out the requirements of the Construction (Design and Management) Regulations 2015 (CDM) and how it applies to canal restoration projects.

CDM are the main regulations that cover the management of health, safety

and welfare on construction sites – regardless of size, number of volunteers on site, duration and nature of work. The regulations apply to all waterway restoration projects, from towpath creation to bridge building and everything in between.

Volunteers said they were happy to help the IWA and reinforce the importance of safety on site. Wey & Arun Canal Trust restoration supervisor Dave Evans commented: “Following CDM is the law, but it also benefits a project as it has encouraged us to properly plan and reduces risks for everyone on site and improves



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MUNCHING BUGS TO HELP SEE OFF INVASIVE CANAL WEED

The Wey & Arun Canal Trust is enlisting the help of 1,000 tiny bugs to help control an invasive water fern which can threaten other plants, fish and invertebrates.

An army of weevils has been released into the canal at Dunsfold on the Surrey/Sussex border to eat its way through the fast-growing and non-native Azolla weed, which can form a dense cover on the water and deprive other species of light and oxygen.

The weevils can feed and reproduce only on the Azolla, and usually die out naturally once they have eaten their way through the fern, helping to control the weed without the need for chemicals.

Hot weather can provide ideal conditions for the Azolla to thrive, and it can rapidly double in size in warm weather, forming a thick blanket and posing a serious threat to water wildlife.

Wey & Arun Canal Trust's conservation and ecology director John Reynolds said the Trust was keen to use eco solutions to protect the waterway. He said: "We have invested in buying in the weevils as a safe and environmentally friendly way to control this problematic fern. Our aim in restoring the canal is to increase biodiversity, and keeping on top of the water fern will help to ensure the ecology of the waterway remains healthy."



Photos / Rob Reeder

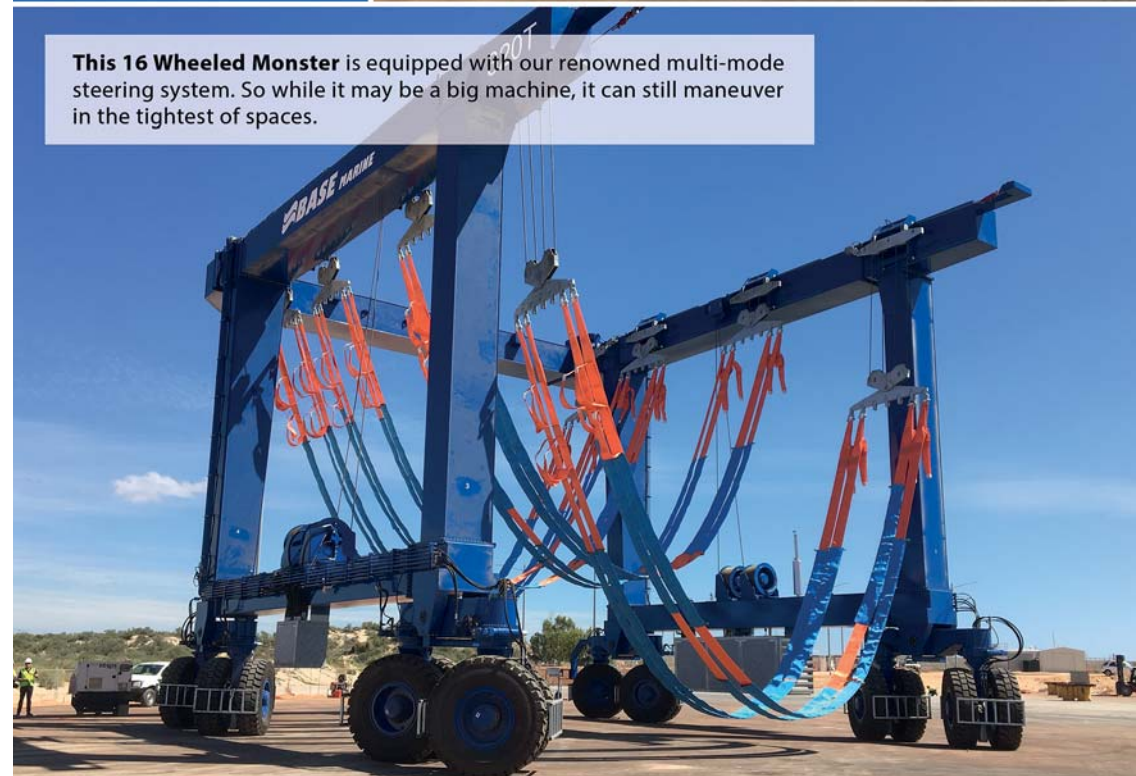
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An army of weevils has been released to help control the fast-growing and non-native Azolla weed

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CANAL FISH RESCUE

GOES SWIMMINGLY

The Wey & Arun Canal Trust takes conserving wildlife seriously and when a section of canal in West Sussex needed draining, the Trust called on a local specialist environmental consultancy to ensure the 7,000-plus fish living there came to no harm.

The Aquamaintain team used a process called electrofishing to catch the thousands of fish in the canal at Drungewick in a two-day operation at the end of September.

This humane and Environment Agency-approved method involves passing an electric current through the water, from a generator onboard a small boat. The field of electricity causes the fish to swim towards the positive charge and become momentarily stunned, allowing the fish catchers in the water to net them and transfer them within seconds into fresh water containers onboard the boat.

From there they are moved to a tank of oxygenated water on the towpath, where they can then be discharged into another part of the canal. The process results in no lasting harm to the fish, which return to their natural state within minutes.

Aquamaintain fisheries consultant Dave Hellard said the process was the most humane way possible to move the fish. "The fish recover quickly, and once in the oxygenated water tanks quickly become pretty lively again," he said. "The team in the water carefully monitor the voltage and go back and forward over the area to be sure that as many of the fish as possible are caught."

The process allows the experts to assess the health of the fish living in the canal, as well as look at the size of fish and species that thrive there. The team gave the Wey & Arun Canal fish a clean bill of health, with pike, eels, bream, roach and carp among the fish caught.

The Trust has had to drain the short section of the Drungewick stretch of canal to allow leaks to be repaired.



ADVANCED MOORING SYSTEMS

There is increased interest among the boating community in alternative mooring systems and the replacement of conventional sinkers and risers with more technically advanced designs.

As these are perceived to have significant benefits for the environment, they have been referred to as eco-moorings in the past. However, there are a number of potential advantages for users as well – both mooring owners and boat users – so the term Advanced Mooring Systems (AMS) has now come into use.

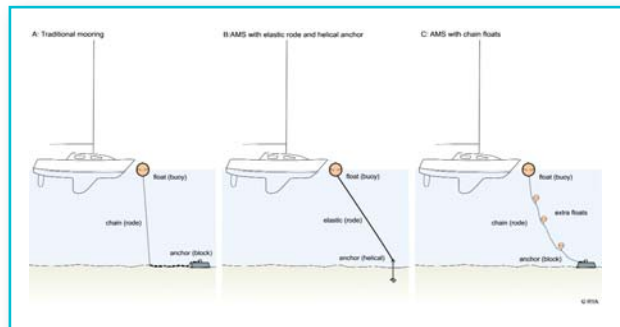
There are two main elements to AMS, and either or both can be applied. The first is the replacement of the “sinker” with a helical screw fixed into the seabed. This is already common practice for larger moorings such as in the Thames estuary, but is not in common use for yacht moorings. The second main component is the riser:

The helical screw offers a number of advantages, both technical and environmental:

- When installing the screw, it is straightforward to measure the torque required to drive the last few turns. This reveals, via a simple formula, the holding power of the screw. This is a huge advance over the standard sinker, where the uncertainty of holding results in over-sized blocks being used.
- The screw fixing has a far lower impact on the seabed and any sensitive habitats given its smaller dimensions
- The lower size of the unit means many more can be carried on a workboat increasing the efficiency of operations
- Inspection and replacement is a simple process, although on deeper moorings it may be necessary to employ divers

The riser (rode) is where more research is being undertaken, in order to address technical and environmental concerns:

- A floating or elastic rode does not scour the seabed around the mooring, reducing the impact on habitats such as sea grasses
- However, the AMS needs to replace the damping effect of the chain of a conventional mooring
- There are two main approaches. One is to add floats to the chain, holding it off the seabed. This retains the damping effect while reducing scour. However, ensuring that the additional floats remain attached and don't cause pollution can be a challenge.



Words by: Phil Horton, RYA Planning & Environment Manager

- The more advanced approach is to have an elastic rode. This is more expensive, but has the potential advantage of increasing mooring density. Concerns remain about longevity and developing inspection methods that warn of potential failure (which is straightforward for chain wear).

Various combinations of sinkers, screws, floating chains and elastic rodes are being trialled around the UK and further afield. Research is on-going, though most experiences to

date have been positive. The RYA is a partner in an EU LIFE funded project, led by Natural England, called ReMEDIES – Reducing and Mitigating Erosion and Disturbance Impacts affecting the Seabed. One element of the scheme is the installation of trial AMS, alongside a monitoring programme. The RYA's involvement is focused on outreach to the recreational boating community through The Green Blue, its joint environmental programme run in conjunction with British Marine.

The RYA will continue to be actively involved in projects researching AMS, and we are interested in people's views on their suitability. If you have experience (good or bad!) of using or installing such systems then please let us know via environment@rya.org.uk



MDL MARINAS INVEST £400,000 IN RIVERSIDE HOLIDAY PARK

The park, which became part of the MDL group in January 2018, is located next door to MDL's tranquil Mercury Yacht Harbour, just minutes from Hamble village.

The investment includes the provision of nine new holiday homes complete with decking areas for guests to enjoy amazing views of the marina and River Hamble. The new high-quality, modern and spacious homes are a valuable addition to the marina, providing ideal accommodation for berth holders' guests if it's a bit of a squeeze for everyone to stay onboard.

The proximity to the marina and its waterfront bar and restaurant coupled with fantastic watersports opportunities makes Riverside Holiday Park an even more appealing place to visit for both on-water and land leisure activities.



General Manager at the park and former Manager of MDL's three Hamble marinas, Colin Jefferies says: "This is a very exciting new venture for me, having worked in marinas for many years. This massive investment allows us to create a holiday park which complements our local marinas and offers our berth holders, visitors and guests a broad selection of accommodation options in the Hamble area. The same warm and friendly service and great facilities you experience at our marinas will be found at the holiday park."




To further improve the holiday park experience, the site's infrastructure is also being improved with new roads, paths and lighting. "We are a small and peaceful holiday park with 15 holiday homes available all year round and 35 camping and touring pitches.


We can offer that all important 'get away from it all' break in the lovely surrounds of picturesque Hamble," continues Colin. "From 2020 our guests will also be able to join us for a glamping holiday in one of our fully equipped self-catering bell tents.

"Riverside Holiday Park is ideally situated for access to the South Coast and the Isle of Wight. Our guests can also explore further afield to the stunning South Downs and the New Forest. 2020 is shaping up to be an amazing year for the holiday park and we look forward to welcoming our guests and visitors to our exclusive holiday homes and beautiful site."






The new holiday homes will be available just in time for anyone wishing to take some time out over the festive period or to accommodate friends and family visiting for Christmas.

Riverside Holiday Park is the second of two holiday developments owned by MDL. Woolverstone Marina in Ipswich also boasts a unique collection of luxury holiday lodges available for short breaks or family holidays. A Hoseasons Diamond Award Winner in 2018, Woolverstone Lodge Park is also taking bookings for the Christmas and New Year period.



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MARINA OF THE YEAR AWARDS 2020

Share the love for your favourite marina this year and vote for them in the Marina of the Year Awards 2020



Marina of the Year is an annual competition run by The Yacht Harbour Association and sponsored by Towergate Insurance. The competition recognises the marina industry for their contribution to the boating community and celebrates their achievements with a range of awards. Any marina with a 'Gold Anchor' status is eligible to win, across the UK and internationally.

There are six categories to vote for:

- Towergate's Coastal Marina of the Year (Over 250 Berths)
- Towergate's Coastal Marina of the Year (Under 250 Berths)
- Towergate's Inland Marina of the Year
- Towergate's Super Yacht Marina of the Year
- Towergate's International Marina of the Year
- Towergate's Marina Employee of the Year

Towergate Insurance is proud to be the lead sponsor again this year; with their hands on approach to engaging with and promoting these prestigious awards, they've been able to see first-hand how marinas go above and beyond for their berth holders and the public.

Anyone can vote via the website and nominate an employee for the Marina Employee of the Year category, introduced last year. Voting is open now and the winner's will be announced at The Southampton Boat Show in September.

To vote, visit: www.tyha.co.uk/marina-awards



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The highly successful Which Marina? Stand is fully managed by TYHA staff allowing you the opportunity to exhibit with less staff costs and at a reasonable rate.



Ideally located in Ocean Hall

and visible from the main concourse, it is a busy, vibrant stand which has been a great attraction for many years. We will be hosting members' drinks and Marina of the Year awards. Our exhibitors not only sell permanent berths but also notice an increase in visitors to their marinas as a result of exhibiting with us.

I would be delighted to discuss so please give Libby a call on 01784 223817



KARPAZ GATE

Ocean Yachting – Karpaz Gate Marina’ now offers a range of RYA training schemes and courses as part of the world’s leading training programme for leisure and professional boaters. A new RYA Training Centre has opened at Karpaz Gate Marina – the first training centre recognised by the renowned Royal Yachting Association to operate in North Cyprus.

The ‘Ocean Yachting – Karpaz Gate Marina’ RYA Training Centre based at the 5 Gold Anchor-rated marina will offer a range of RYA training

courses for adults, including: RYA Start Yachting, RYA Competent Crew, RYA Day Skipper, RYA Coastal Skipper, RYA Coastal/ RYA Yachtmaster™ Offshore shorebased and RYA Yachtmaster™ Ocean shorebased, as well as specific courses for Radar and more.

Future plans will expand the programme to include various powerboat courses, while combined packages offering both education and pleasure will also be introduced with the upcoming Karpaz Gate Marina boutique hotel scheduled to open later this year.

Ocean Yachting is led by Chief Instructor Erez Ben-Eshay, an RYA Yachtmaster™ Instructor with years of experience in the delivery of both practical and theory training courses. The new partnership with Karpaz Gate Marina creates an exciting opportunity for local sailors in North Cyprus, as well as marina clients, berth holders and visitors, who want to achieve their theory and practical sailing certifications with expert tuition in a stunning East Mediterranean setting.

The new facility at the award-winning Karpaz

peninsular marina will provide beginners and experienced sailors the chance to complete the RYA courses in North Cyprus waters on-board the training yacht, a 46ft blue water sailing vessel named ‘No Contest’, or their own vessel.

An experienced sailor and RYA instructor with a passion to teach new generations of sailors, Dr Erez Ben-Eshay, PhD, is an RYA Yachtmaster™ Ocean and Yachtmaster Instructor, IYT offshore, USCG, MCA3000, HM CAP A, all commercially endorsed, and is a PADI dive instructor. He has completed several competitive global circumnavigations, including the Clipper Round the World Yacht Race and single-handed Volvo Ocean Race, and has logged more than 120,000 miles at sea. “I am delighted to be leading the new RYA Training Centre at such a beautiful location as Karpaz

Gate Marina,” said Erez. “The RYA is the oldest and most distinguished sailing organisation in the world, so we are looking forward to supporting the RYA’s vision to promote practical sailing in North Cyprus with Karpaz Gate Marina. Our aim is to make the certification process fun and professional for students, delivering courses in an effective way so that all the information can be learned in the correct way

“ First RYA Training Centre in North Cyprus Opens at Karpaz Gate

and then implemented at sea. The new training facility is in line with Karpaz Gate Marina’s mission to make a difference in everything they do and I am confident it will be another great asset for the marina’s visitors and clients.”

RYA Director of Training and Qualifications Richard Falk commented: “We are delighted to welcome Ocean Yachting to the RYA training network. Recognition as an RYA training centre is the ultimate benchmark, a sign of quality tuition and the very highest standards of safety and equipment. Our courses are recognised widely around the world by both recreational and professional boaters, and we look forward to working with the centre to provide more and more people with the skills and knowledge to be safe and confident on the water.”





Alongside an array of new and pre-owned sailing and power boats the show will include a dedicated watersports area for those who are keen to embrace all aspects of getting out on the water. Plus, on the Sunday, there will be a Flares Disposal Service for Premier berth holders and visitors.

With superb on-water and onshore displays this will be a great opportunity for visitors to get up close and personal with the boats, and talk to experts who have a real passion for

their brands. Exhibitors will include onsite brokerages, Ancasta International Boat Sales, Blackrock Yachting and Boat Shop who will have a selection of new and pre-owned boats for buyers to step aboard. RBS Marine, the sole distributors of Rodman boats in the UK will be also be in attendance, along with the RNLI, who will be on hand to conduct life-jacket clinics and own boat checks.


There will also be a wide range of additional products and services on display, including luxury cars, watersport

accessories and SUP boards from Aqua Living, kayaking and canoeing experiences from Fluid Adventures and marine electronics from Roger Upham Marine Electronics (represented by Raymarine).

Local companies, Parker Marine Services and Elvstrom Sails UK will attend with pop up displays. RYA Training Centre, Chichester & Portsmouth Marine Training will also be on hand to offer advice and Chichester Yacht Club will have its 2020 cruising, racing and social programme available.

“

Premier Marinas is delighted to announce that this year's Chichester Boat Show will take place from 25 - 26 April 2020




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IGY ANNOUNCES ADDITION OF ST. KATHARINE DOCKS MARINA



At St. Katharine Docks, IGY will bring its industry-leading best practices to further enhance marina operations and customer service.

St. Katharine Docks is Central London's only marina and is located approximately 40 nautical miles up the Thames River, adjacent to the Tower of London with many of London's most famous tourist attractions in close proximity. The asset was renovated by Blackstone and has evolved into a thriving waterside community, featuring a mix of commercial, residential, retail, food and beverage amenities that surround the marina. The Docks' cobblestone promenade of boutiques, eateries, pubs and markets, provides beautiful places to explore along the marina's waterfront. A true "bucket list" yachting destination - the marina offers waste management, concierge services, provisioning, fitness center, showers, and world-class on-site dining and shopping.

will operate, market and brand St. Katharine Docks Marina. The destination is owned by real estate funds managed by Blackstone, one of the world's leading investment firms.

"IGY is honored to have been selected to manage and flag the St. Katharine Docks Marina," said Thomas Mukamal, IGY's CEO. "This is a thrilling opportunity for IGY to showcase our industry-leading marina operations, and global marketing platform for which IGY has become well known."

Island Global Yachting (IGY Marinas), is excited to announce the continued expansion of its global marina destination network with the addition of St. Katharine Docks Marina (SKD Marina), London, England. The international marina operator welcomes this 5 Gold Anchor, 185-slip facility, which provides luxury accommodations for a host of vessels including yachts up to 40 meters (130 feet). Starting February 7, 2020, IGY Marinas

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IGY's marina destination footprint now spans 18 marinas across 11 countries



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TRANSEUROPE MARINAS PARTNERS WITH MARINA TECH INNOVATOR PICK A PIER



facilitate TransEurope’s sizeable membership service; simplifying processes for marinas and customers and inspiring more boaters to get out on the water and discover new destinations.

TransEurope Marinas Chairman Jean-Michel Gagné expressed his enthusiasm for the new agreement: “Pick a Pier’s clear dedication to positive growth, whilst fully sensitive to the needs of both our customers and management teams, is very reassuring. This is a crucial step forward for the marina industry and we look forward to a fruitful and beneficial relationship.”

Idan Cohen, Pick a Pier’s CEO states that “Pick a Pier is delighted to be working with TransEurope Marinas. TransEurope has been a pioneer in the marina industry since its establishment, promoting quality boating services with an attractive smart-but-simple collaborative system. Part of their strength is their emphasis on sharing good practices, which makes them excellent partners for helping to lead technological innovation in the marina industry.”

TransEurope Marinas and Pick a Pier announce a new partnership to develop a transformative industry operating standard for the marina community.

The partnership brings together two influential forces of the maritime industry: TransEurope Marinas, Europe’s most extensive marina group, spanning eleven countries and representing close to 45,000 berths; and Pick a Pier, a digital platform employing advanced technology to design innovative solutions for marinas and boaters around the globe.

Pick a Pier’s patent-pending platform is set to facilitate the highest standard of marina innovation and services for marinas and boaters with a planned next product release scheduled for April.

With crucial environmental concerns limiting the development of new marinas, sector emphasis needs to shift towards optimising existing facilities, encouraging cooperative processes and furthering relevant blue economy objectives. Pick a Pier is currently providing technological solutions to

DRY STACK BOAT STORAGE SYSTEMS

DESIGN MANUFACTURE INSTALLATION



WALCON MARINE PONTOON 'LEGS' ENSURE VESSEL ACCESS FOR PADSTOW HARBOUR'S FISHERMEN



plate to ensure continuity.

This design ensures that the crews of the fishing boats can access their boats safely and conveniently when alongside, whatever the state of the tide. Additional features for these workboat-grade pontoons include an all-round timber skirt to protect the floats except at the quay wall and three-tonne mooring cleats.

"The hard work of consultation, design and grant application had already been organised by my predecessor," said Padstow Harbour Master Bryn Phillips. "All I had to do was arrange installation dates with Walcon and until that stage I had no previous communication with them. From the first point of contact with James Walters until completion date, the project was conducted professionally, efficiently and effectively. Communication was exceptional and the whole Walcon team were a credit to themselves and we look forward to working with them again on future projects."

While pontoons with stilts are unusual, Walcon has undertaken a number of such projects previously including for pleasure boats on tidal sections of the River Thames.

Walcon Marine has implemented a novel solution for the Fishermen's Docks in the Outer Harbour in the fishing and tourist town of Padstow, Cornwall. Aside from the Inner Harbour the port itself, located on the estuary of the River Camel, dries out at low tide and Padstow Harbour Commissioners required a pontoon-based berthing system that could safely and evenly take the ground at low tide with the fishing boats alongside.

Above the waterline, the facility presents as a 120-metre

line of System 21 pontoons alongside the harbour wall in the outer basin. All are decked using commercial-grade GRP mesh grating.

What is only revealed at low tide are the pairs of reinforced 1.4-metre steel legs with hinged foot plates that extend out below the pontoons at regular intervals. These are designed to bear the weight of the pontoons together with foot traffic when the harbour is dried out. The harbour floor beneath the pontoons has been levelled to ensure a level surface and packing placed below each foot

ANOTHER SUCCESSFUL YACHT HARBOUR BUILT BY WALCON...

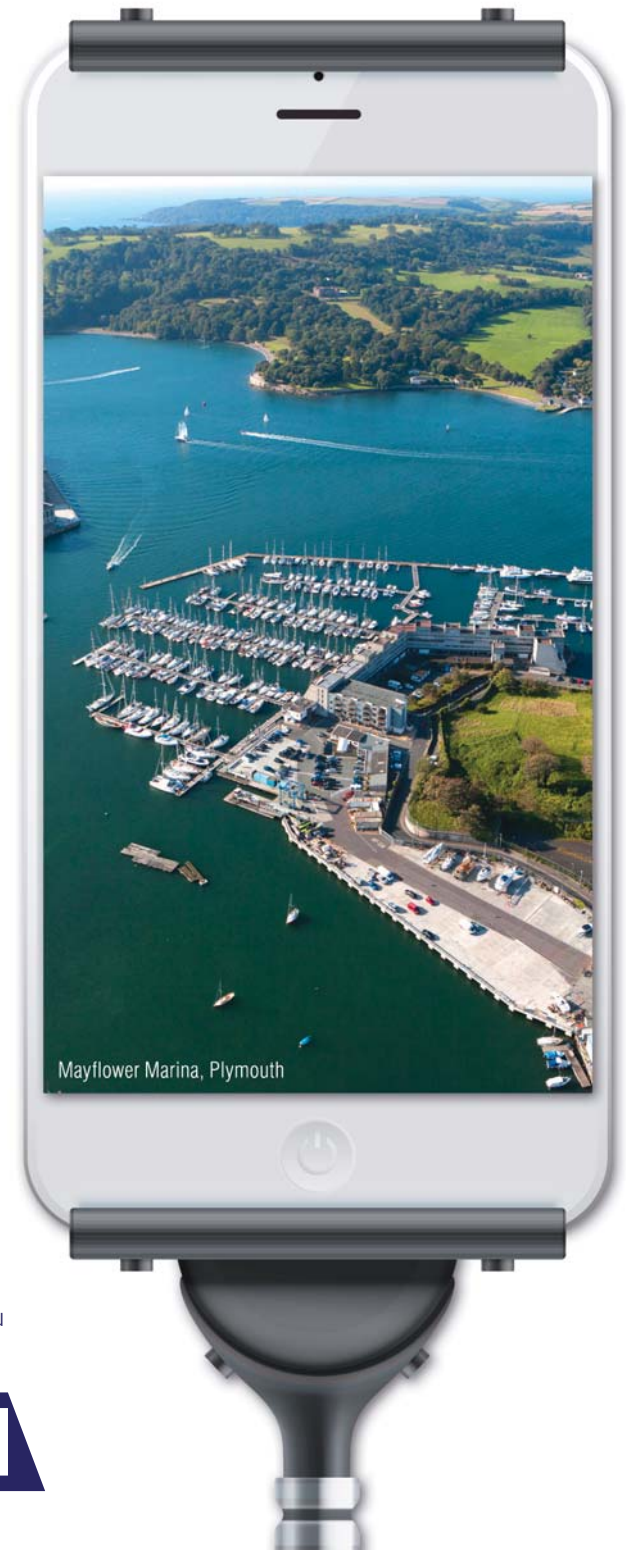
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