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In FOCUS



Photo courtesy of Thuishavens

For our Northern Hemisphere marina members the boating season is well underway and business confidence is good. At a recent TYHA Council meeting the mood was positive with strong renewals and busy boat yards dominating the discussion. Boat sales and particularly access to good second-hand stock were considered the exception although some inland marinas reported an encouraging growth in new power boat sales.

The members debated and agreed that there is a gradual shift in the market towards less time-consuming forms of boating with long term owners doing less DIY work on their own boats in preference to using professional contractor

and boat yard services; a gradual growth in boat club and sharing schemes were also identified.

To keep pace with social change, members recognise that marinas, where practical, need to provide services to satisfy the needs of all customers (existing and new), which means ensuring the availability of an ever-increasing menu of services to engage and maintain customers of all ages and genders.

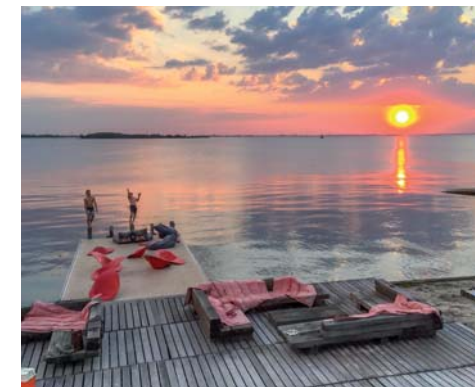
Marinas continue to evaluate new products to maintain and grow their businesses, examples include new style flexible berthing contracts, facilitating peer to peer boat rentals and investing in shore side and floating lodges.

The findings of British Marinas Futures project (1st stage) clearly shows that no longer can boating rely on 'dynasty' participants joining sailing clubs as children, developing skills and passion, investing in larger boats (and berthing in marinas) and then introducing their

children to the boating lifestyle. Marinas, in increasing numbers, now believe that they have a role to play in introducing newcomers to the boating lifestyle; the first stage on this journey is to become more visible and appealing.

Many marinas will hold an open day/weekend or have a mechanism to entice newcomers and as previously mentioned TYHA is encouraging members to link in with the ever-increasing number of European marinas joining the Marina Day initiative. Initiated in the UK by MDL Marinas this year's event will take place on 9th June and will continue every year to be held on the second Saturday of June, so join in if you can.

Jon
White
TYHA
Manager



“
I hope you enjoy this edition of
Fore and Aft and that you have
a successful 2018 season.”



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PEER TO PEER - BEDS ON BOARD WELCOMES AMSA'S RELEASE OF DRAFT EXEMPTION

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62 BEAUTIFUL BIRDHAM BIGGER & BETTER



CMM MANAGER'S



Suzanne Bell

I joined Rhu Marina in 2006 as the Marina Administrator but my natural business and marketing sense helped me to progress and I took over general management of the Marina in 2012. I am originally from a financial services background, and now manage the marina operations on a day to day basis, ensuring excellent customer service, driving the business forward, promotion and marketing. I am very proud to be awarded my CMM by the GMI and is a great pleasure to become a part of a very special group of industry professionals.



Robert Parton

Along with my wife Andrea, I opened Church Minshull Aqueduct Marina in 2009 as a new purpose built, premier inland marina in Cheshire. Since opening the business it has continued to develop and grow and has now become a one stop solution for all things narrow boating. Our marina has won Inland Marina of the year 2017 & 2018. Over the last few years I have taken a more active role in the wider marine sector, either attending formal meetings and training or equally enjoying social events with British Marine inland boating, boat building and The Yacht Harbour Association. I am currently Chairman of the BM Midlands regional committee. Having previously enjoyed attending the Advanced Marina Management course, the CMM accreditation I increasingly saw as an award of real value. I am delighted to be awarded the CMM and look forward to benefitting from the network.

CERTIFICATION



Simon Bryan

I am currently the IGY Marinas Regional Director (Europe). This role sees me responsible for identifying and establishing new marinas in Europe that will be part of the IGY brand. I am currently focused on Porto Cervo Marina, Sardinia, which is the latest addition to the IGY network. As such, I am responsible for implementing IGY operating processes, brand standards and high level of customer services. I also continue to be involved in the development of the marina in Sete, the south of France and other Mediterranean projects. Having successfully achieved CMM accreditation, I feel well placed to fulfill this role as it has given me an opportunity to be part of a network of fellow professionals that offers countless benefits.



Mike Tait

Having subscribed to the intermediate and advanced Marina management training process in the course of the last six years and now achieving CMM status I can honestly say I feel proud and a little humbled to be 'a junior member' of such a group of experienced professionals. The journey to date has been nothing other than fascinating and hugely rewarding. The team work amongst immediate colleagues, the formation of friendships and the creation of networks within this great industry keeps getting me up in the morning to go to work with a healthy spring in my step!

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2. Ways of delivering the training & development programme to ensure the apprentice gains the required competence
3. The help & support that is available
4. The level of government funding available for off the job training & assessment and how to access this
5. Ensuring the apprentice is developing, as planned
6. The options once the apprenticeship has been completed



Visit the following websites for further apprenticeship information, help and support:

www.gov.uk/government/organisations/institute-for-apprenticeships

www.britishmarine.co.uk

- Accessing the support available to assist you offer an apprenticeship
- Contractual admin – apprenticeship agreement, commitment statement, training provider agreement, agreed pay rate
- The knowledge, understanding, skills & behaviours required by a competent operative – look at the standard
- Select a training provider who will help you deliver the appropriate training & development & agree price
- Deliver the training & development plan
- Agree when the apprentice meets the requirements of the standard & is ready for end point assessment
- The end point assessment process



INTERMEDIATE MARINA MANAGERS COURSE

8 – 11 October 2018 - Venice, Italy
9 – 12 December 2018 - Dubai

This four-day course is designed to provide marina personnel in a leadership position with fast-track training in the critical issues in marinas. It is aimed at managers, supervisors and foremen who have had at least one full year of experience working at this level.



ADVANCED MARINA MANAGEMENT SCHOOL

20 – 25 October 2018 - Athens, Greece

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.



Further information about these courses will be available soon, including prices and booking forms

Further information is available from Liv Whetmore –
lwhetmore@britishmarine.co.uk / 01784 223631



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LYMINGTON YACHT HAVEN

Junior sailors in the Royal Lymington Yacht Club's Wednesday Junior Sailing programme have now benefitted from over £300,000 of donations from long term supporters of Lymington Yacht Haven.

The Wednesday Junior Sailing (WJS) programme began in 1984 when a group of parents and yacht club members began organising sailing lessons for their children. Today, up to 100 local children per week are taking to the water and the club boasts several Olympians who came through the scheme

DONATIONS FROM LYMINGTON YACHT HAVEN TO LOCAL JUNIOR SAILING SCHEME REACHES LANDMARK FIGURE

including Pippa Wilson, Nick Thompson and Nick Rogers.

Lymington Yacht Haven has been supporting the club's junior programme for over 20 years, with 2018's donations taking their overall support to over £300,000. Their contributions have allowed the yacht club to buy and maintain a fleet of modern dinghies and safety RIBs, as well as paying for qualified instructors to run the weekly sessions.

Commenting on the long term partnership, Yacht Havens Ltd Chairman Dirk Kalis said,

"This junior sailing programme has consistently provided local children with the invaluable opportunity to get on the water and discover the joy of sailing. Sailing is at the heart of Lymington as a town, so it is wonderful that local school children have the chance to experience the sport from a young age. As the main supporter of this programme, it has been our privilege to see so many sailors take to water year-after-year, with many becoming talented sailors and, in some cases, even Olympic champions!"

Royal Lymington Yacht Club Commodore and WJS volunteer Roger Garlick, said "The Royal Lymington Yacht Club is extremely proud of its community sailing project, which for the last 34 years has offered a fantastic opportunity for children of all abilities from local schools to learn to sail, race, row and develop leadership, teamwork skills and confidence in a fun, safe environment run by volunteers. This has only been made possible by the amazing continuing financial support from Lymington Yacht Haven for over 20 years."

Open to children aged 8 to 18 for just £1 per session, the programme runs annually from April to September allowing participants to develop from novices to confident and



RYA qualified sailors. Yacht Havens Ltd were the first UK marina group to begin offering free customer Wi-Fi back in 2008. Today, Yacht Havens' upgraded Wi-Fi service makes connecting to the Internet an easier, more seamless experience. Berth holders and marina visitors continue to have access to free Wi-Fi at all nine of Yacht Havens' award-winning marinas around the UK and the Netherlands, and now enjoy a faster, safer and more reliable service.

"School children have the chance to experience the sport from a young age"



PEER TO PEER

Beds on Board, the sharing economy platform that connects guests and owners for amazing stays on boats, welcomes the release by the Australian Maritime Safety Authority (AMSA) of the consultation draft of the proposed “Marine Safety (Short term marina accommodation) Exemption 2018”. The exemption enables owners of private vessels berthed in marinas to rent their boats out as overnight accommodation and in doing so offset some of their costs of ownership.

Unlike other jurisdictions, such as the UK, this use has not been permissible to date under Australian maritime law. The exemption, when finalised, will pave the way for this activity to proceed in a clear and transparent way.

Darren Vaux, Australian Director of Beds on Board said, “We have been working with AMSA and the industry for over a year to develop a sensible regulatory framework for this activity and we welcome the issue by AMSA of the draft exemption. This now provides

the opportunity for the industry and boat owners alike to understand the framework and to have their say.”

Beds on Board lists thousands of boats around the world and sees Australia and the South Pacific as ideal locations for this unique accommodation offering. Like other sharing economy platforms, bedsonboard.com provides the opportunity to monetize under utilised assets and opens up a new market for the marine industry. The success of the platform in the UK and Europe



Beds on Board welcomes AMSA’s release of draft exemption

has seen guests staying on boats for alternative weekend breaks, events, business trips and to celebrate special occasions as well allowing prospective boat owners to “try before you buy”.

Marinas are seeing the added benefits of supporting their customers with this use, with Beds on Board guests coming to the marina and spending money on services like restaurants, bars, charter and hire boats and in doing so are seeing greater market exposure, particularly through social media.

“All the latest boating industry research points to the need to embrace peer to peer platforms to engage with our customers of the future,” says Darren Vaux. “Beds on Board provides the opportunity to open up the luxury boating and marina

lifestyle to a wide range of new customers without the risks associated with navigation. It allows private and charter boat owners to offset the cost of boat ownership and marinas the opportunity to increase market exposure, creating positive outcomes for all involved.”



The consultation draft is available on AMSA’s website:
www.amsa.gov.au/news-community/consultations/have-your-say-make-submission



GETTING THE KIDS ONBOARD

Can you remember the first time you stepped into a boat? As a sailor seeing your children taking their very first steps into the sport can be magical- those moments that plant the seeds we hope will blossom into a love for being out on the water. Knowing how to get your youngsters started can be a bit of a minefield... here are some fantastic opportunities which will make it easy for you to get your little people out on the water and loving it!

Get OnBoard

A great way to get your youngsters started is through the RYA's OnBoard programme, the national scheme that introduces 8-18 year olds to sailing and windsurfing at over 225 accredited venues across the country.

In the past decade, OB smashed its target of introducing half a million kids to the sport and continues to provide low cost sailing and windsurfing sessions

through schools, youth groups and families. Kids can get afloat for little as £5 at OB clubs and they use the club's boats and boards.

RYA OnBoard Operations Officer Hannah Cockle said: "OnBoard is all about connecting youngsters with their local sailing sessions and having the best possible start.

"Not only will they make friends and have heaps of fun, they will be taught to sail by experienced instructors- the basics can be learnt easily in a couple of weeks or over a number of sessions and it doesn't take long for youngsters to be able to sail around a triangular course on their own".

As well as the physical and mental benefits of having fun in the fresh air outdoors, a landmark project between the

sailing's national governing body, the RYA and Professor Bill Lucas, Professor of Learning at the University of Winchester, identified how sailing nurtures six key life skills and character strengths in young people. These are confidence, teamwork, communication, determination, independence and creativity.

OnBoard sessions are affordable, no previous experience is needed and everything is provided by the instructor. You can find more information and your nearest venue at www.rya.org.uk/onboard

Getting a taste for it

If you don't fancy signing up for regular sessions just yet, a taster session could be just what you're looking for. May is the perfect time to have a go with



Push the Boat Out taking place for the whole of the month.

Almost 400 venues across the UK will be opening their doors and offering free or low cost sailing and windsurfing taster sessions.

No matter what your experience you and your family can turn up and get out on the water with an experienced instructor or sailor and see what life at your local sailing club has to offer. All the equipment is provided and with many venues offering BBQs and refreshments, PTBO events make the perfect family day out.

Find a PTBO event near you www.rya.org.uk/PTBO

Take a course

Taking a course at an RYA Training Centre is one of the quickest and easiest ways for youngsters to learn. Most training centres will offer lessons for youngsters as young as eight and from level 1 to level 4 the RYA Youth Sailing Scheme will see them sailing across the water in just a few weeks.

“

Find courses near you

So what are you waiting for? Find more information about how you and your children can your sailing adventure at www.rya.org.uk/startboating



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INLAND
WATERWAYS
LICENCE
EVASION

CANAL & RIVER TRUST 2018

The Canal & River Trust's annual national boat count shows that licence evasion on its waterways is at its lowest-ever level, with 96.9% of boats holding up-to-date licences (2017: 96.3%).

Jon Horsfall, Head of Customer Service Support at the Canal & River Trust, said: "This is a fantastic achievement

for our boat licensing customer support team. They are out every day helping boaters with their licence requirements and trying to find ways to work things out when a boater might run into problems. When boaters talk to us about difficulties they may be having, we are nearly always able to come up with a solution to keep them licensed.

"It's important that boats are licensed correctly. Not only does this mean they're insured and hold a boat safety certificate, but it means they're playing their part in contributing to the huge task of keeping our canals and rivers open. The income from boat licensing is crucial – in 2017/18 leisure licences contributed £20.2m,

around 10% of total income – and it's important that it's shared fairly by everyone who keeps a boat on our waterways.

"Unfortunately, a small minority continue to enjoy the benefits of boating on the waterways without putting anything back to fund their upkeep. In 2017/18 we had to remove 108 boats from our canals and rivers as they were unlicensed or in breach of our terms and conditions."

The national boat count also paints a picture of the changing numbers of boats across the country. The Trust's waterways in London have seen growth slowing: up 2.4%, compared to growth of over 9% in 2016/17. The North also saw an increase of 2.3%, while other areas remained static.

The survey, completed in March, records boats on waterways across England & Wales and provides a comprehensive snap-shot of licence evasion. The information is used to support the day-to-day work carried out by the Trust.

For more information visit:
www.canalrivertrust.org.uk

“ National Boat Count Shows Licence Evasion At Historic Low

PREMIER MARINAS LAUNCH NEW APP FOR IPHONE

Premier Marinas has launched a handy new iPhone app that allows boaters to ‘instantly’ access everything they need to enjoy visiting or berthing in a Premier marina. Features include descriptions and downloadable guides for each of Premier’s 9 South Coast marinas; 7 day local weather predictions; tide tables that include free flow times for locked marinas; navigational overviews on getting to each marina; click to contact by phone and email, and for Premier’s dry stack users, the app offers the option to order the launch of your boat ‘at the touch of a button’.

Premier Marinas’ app is available to download free from the App Store and there are no charges once you have downloaded.

“Download the Premier Marinas app, from the App Store

The app is supported on iPhone 5s and upward (as long as the device runs on iOS 10 or later) and it is iPad friendly too. For Premier Marinas’ berth holders, the app, when downloaded, set and used once, will immediately open on their home marina, saving time and the faff of clicking through to get to the information needed.

The app was developed and trialed early in the year in anticipation of a launch for

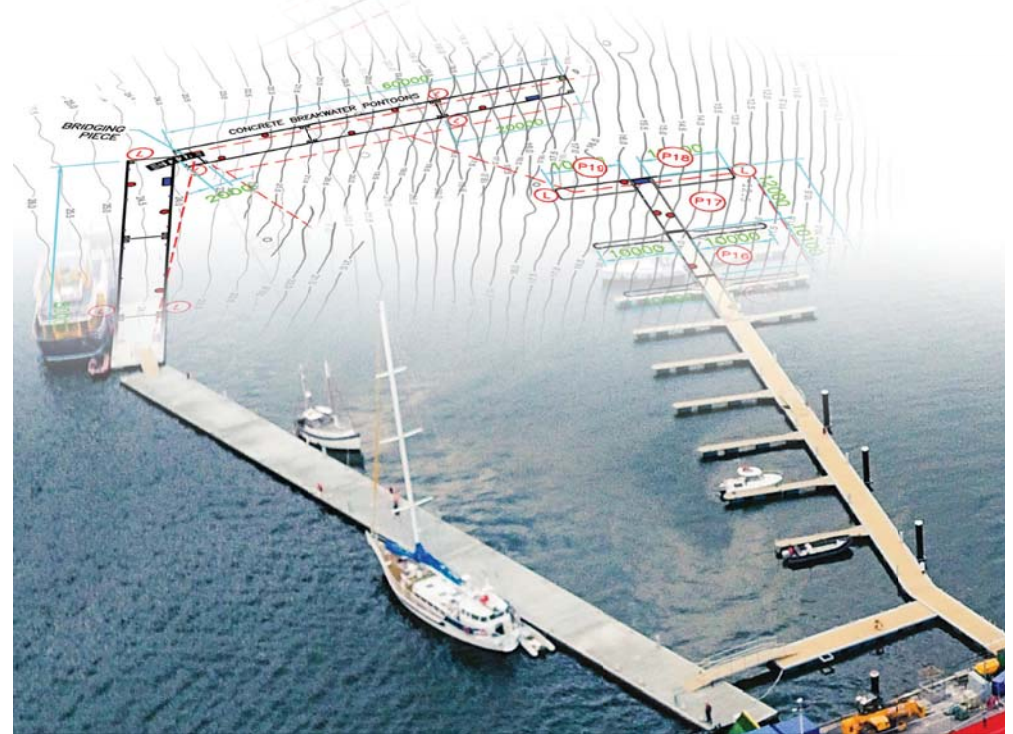
the new season and, subject to uptake, Premier intends to develop the app further to integrate more features and simplify all aspects of the Premier experience. Whilst current mobile traffic to Premier’s website indicates a strong bias toward iPhone usage, Premier is hoping to develop an Android version if the App is successful.

Premier’s marinas are located in Eastbourne, Brighton, Chichester, Southsea in Langstone Harbour, Port Solent, Gosport (with dry stack) Swanwick on the Hamble (with dry stack), Noss on Dart and Falmouth (with dry stack).

For further information contact Premier’s Marketing team on 01489 885000 or email marketing@premiermarinas.com



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KARPAZ GATE MARINA APPOINTS NEW HARBOUR MASTER



looking forward to joining such a successful marina team, meeting all of our berth holders and welcoming new friends. With my background in engineering, I am particularly excited to get involved with managing the boatyard with its great facilities and travel lift, so I can help to ensure boat owners are getting a very reliable and comprehensive service with access to all the technical capabilities they require.”

Liza Singer, Owner’s Representative for Karpaz Gate Marina, added: “We welcome Bahadır to our family and we are excited for him to join our commitment to Karpaz and North Cyprus. I am confident that Bahadır shares our values of providing a welcoming home and community for our clients and that he can help the team maintain our current high standards.”

Karpaz Gate were awarded the 2017 TYHA International Marina of The Year.

To find out more visit www.karpazbay.com

Karpaz Gate Marina has announced the appointment of a new Harbour Master to join its award-winning team on the Karpaz peninsula in North Cyprus.

Bahadır Gökçetekin, a qualified naval architect and marine engineer with extensive experience in boatyard work, technical repair and refit servicing, started his new role at the end of April. A key aspect of his duties is to use his shipyard management skills to continue to establish the Karpaz Gate Marina Boatyard as one of the leading facilities

in the East Mediterranean.

Fluent in both his native Turkish and English, Gökçetekin arrives in North Cyprus after spending the last few years managing complete vessel renewal projects in Turkey, including refitting, outfitting and delivery, for a range of boats and yachts.

The 44-year-old takes over from previous Harbour Master Deniz Akaltan, who has filled the role for the seven-year period since Karpaz Gate Marina first opened for business in 2011. Commenting on his new role, Gökçetekin said: “I am really

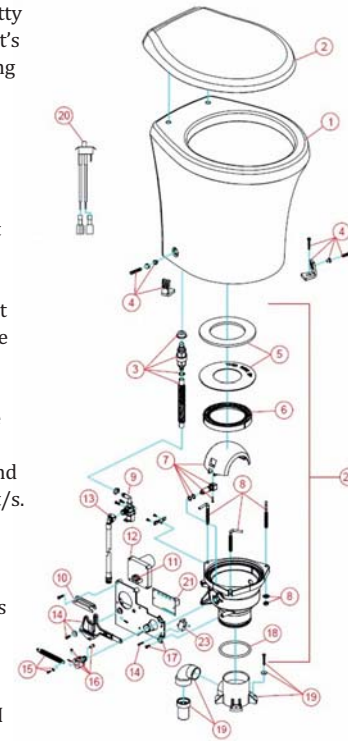
LEESAN’S EASY NEW “ORDER FROM ANYWHERE” SPARES SERVICE

If there is one thing which can make life on board pretty horrible for all concerned it’s a failed toilet system, something that everyone wants fixed as soon as possible!

Now help is at hand. Warwickshire based LeeSan, probably the best known UK (if not international) specialist in Marine Sanitation, has just completed a project to make their vast stock of marine toilet spares far more easily available to everyone.

Each toilet now has an exploded and numbered spare parts diagram, making it extremely simple to identify and order the required component/s. The updated shipping system also gives an accurate cost to any location.

As soon as LeeSan receives the order, which by the way could be sent from anywhere in the world (even from the helm of your boat) with a WIFI or 3g connection, it is picked and packed and sent off the following day.



The even better news is that, because LeeSan has been trading in this marketplace for so long, they have spares for an amazing range of equipment, some dating back more than 40 years. The new service is supported by a comprehensive, on-line trouble shooting FAQ’s knowledge base, however if that doesn’t answer the question it is backed by worldwide email support. Just email the question, with as much detail (including pictures) as possible and the LeeSan team will come back to you with their best solution.

The company isn’t sure exactly how many spares they are currently holding, but estimates it is in excess of 7,500 parts all backed by over 30 years of experience and technical know-how, so don’t suffer with a failed toilet, just head for the LeeSan website and get it fixed!

Picture shows: A typical exploded spare parts diagram
More Information:
Tel: +44 (0)1295 770000
Email: info@leesan.com

“
Bahadır Gökçetekin, the new Karpaz Gate Marina Harbour Master

“
**Marina Sanitation just got a whole lot easier
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Yacht Club marina experience, both on and off the water.”
 Gavin Dean, RCYC’s Manager is delighted and says “We are delighted to have retained our 5 Gold Anchor accreditation. This year is gearing up to be a busy one for the Club and retaining our 5 Gold Anchors is a fantastic way to start the 2018 season having also been awarded The Yacht Harbour Association NMU International Marina of the Year 2018 at London Boat Show award earlier this year. Through our involvement in the Gold Anchor scheme we hope see a further increase in our visitor numbers this year after a great 2017 which is great news for the Club and also for the local economy. We are hosting a number of high profile events this year, including Volvo Cork Week 2018 which runs from the 16th – 21st July, so plenty of activity planned for 2018 on the marina”



THE ROYAL CORK YACHT CLUB, IRELAND

The Club offers around 230 berths, 36 swinging moorings and storage ashore for a range of day sailing boats. It enjoys the benefits of a beautiful and sheltered location and also the near equivalence of facilities space ashore to that afloat.

Andrew Jaggers says of their recent assessment “This forward-looking Club, approaching its tricentenary in 2020, has

continued to invest in its future both ashore and afloat, with significant works nearing completion on the pontoon system and major refurbishment in the Clubhouse.
 New visitors’ pontoon and services, redesigned high specification restroom facilities and additional Clubhouse hospitality improvements all underline the Club’s commitment to provide its Members and Visitors with the best available



MERCATOR MARINA

Mercator Marina is a 220-berth marina in the heart of the city of Ostend, Belgium. Ideally situated, Mercator Marina makes for a perfect hub along the Flemish coast.

Mieke Vleugels, the Assessor, says “Mercator Marina has always been a lively and cosy city marina and has made great improvements since the last assessment in terms of infrastructure. However, permission from the Coastal Division (MDK) to open up



the nearby fuel dock to pleasure craft is still pending. The former is a must to realise Ostend’s full potential as Queen of the

Seaside Resorts and to prevent boaters from skipping this wonderful hub.”



The Pontoon & Dock Company Ltd

QUALITY MARINA EQUIPMENT



Floating Pontoon

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The May family is celebrating 100 years of family ownership of Berthon and its Lymington shipyard.

Frank Aubrey May was wounded in France in 1917 and was invalided out of the army due to the loss of an arm and a shattered knee-cap. He came home and bought the Romsey-based Berthon Boat Company, Edward Berthon, the founder's son, having just died. Berthon was building collapsible lifeboats, orders for which had increased markedly since the Titanic disaster of 1912.

100 YEARS

Of family ownership at Berthon and the Lymington Shipyard



His partner was his brother Harry. Harry was formerly a boat builder on the Thames at Chertsey (May, Harden & May), then at Hammersmith where he built International 14s with Morgan Giles under the name Giles and May, before moving to Hythe on Southampton Water where he built sea plane hulls, before being taken over by Aircraft Manufacturing Company (Airco).

Harry May bought the lease for the Lymington shipyard in 1918 from Courtenay & Sons, with an option to purchase. He closed the Romsey premises of Berthon and moved it to Lymington. After a difficult start, but with the financial support of third brother George May who was successful in America (having opened the US office of Price Waterhouse there), the purchase option was exercised in 1925.

Harry May built a diverse business in dinghies, racing yachts, commercial work and admiralty contracts. Over 30 West Solent One Design yachts were built, including an export order of 5 to Yacht Club Argentino. The famous Gauntlet class was the result of an enquiry for a yacht by Mr Berge in 1934; however, Berge decided on a different design built by Phillips of Dartmouth. Harry May was so incensed by this that he built his design anyway and challenged the Phillips boat to a race. By throwing down the gauntlet and winning the race handsomely, this design was born, with 33 built in all.

In 1932 at the Annual General Meeting of the Yacht Brokers Association in London, Mr Rodney Paul represented Berthon. From then we see the beginnings of what is now the Berthon International yacht brokerage business. The first brokerage advertisement appeared in 1935 under the heading 'Lymington Shipyard – Motor and Steam Yachts'

World War II saw the yard turned over to Admiralty work with 215 boats built, including



MTBs, Fast Motor Launches and Minesweepers.

Harry May's son preferred banking, becoming a director of merchant bank Guinness Mahon, so the Lymington shipyard business was passed on to Harry's grandson, David (Daisy), who took over in the 1950s. He was an active yacht racer who built many winners, often sailing them to victory himself.

In 1967 David May revolutionised Lymington by dredging the shipyard foreshore and building the marina. Berthon's Lymington Marina was officially opened in 1968 by Admiral of the Fleet

The Earl Mountbatten of Burma. David's sons, Brian and Dominic May took over in 1990 and still own and run Berthon today. They consider themselves tenants for the next generation.

During their tenure, they have taken the opportunity to thoroughly modernise the shipyard and marina, and Berthon remains a vertically integrated business committed to client service at the highest level possible, true to Harry May's business strategy of a diverse activity in yachts, commercial boats and brokerage.



PORTAVADIE MARINA TO INTRODUCE RADICAL NEW BERTHING CHARGE SYSTEM



In a radical review of berthing fees, Portavadie Marina will in future charge fixed rates for individual berths regardless of boat length. More sought after berths, such as those on main walkways or hammerheads will cost more, while others will cost much less.

Portavadie berthing rates, among the cheapest in Scotland, have recently been increased for the first time in nine years to £300 per metre per year.

However, following a bold and imaginative review, a new 'dynamic charging' system will apply instead, with individual berths starting from as little as £1500 per year, rising to £4000 for premium berths on hammerheads. This will be a fixed rate regardless of boat length.

For more about Portavadie Marina, see *Practical Boat Owner* No. 610, March 2017, pages 92-93 or visit the website www.portavadie.com

Marina Manager, Craig Cochran, explained;

"We've long held the view that charging boats in adjacent, and otherwise identical, berths different prices based solely on their lengths is inherently unfair. Some berths are much more sought after than others and should be priced accordingly. "Under the new system we will be able to offer a broad range of berths to suit the individual preferences and budgets of all boat owners. Virtually all of our existing customers will pay the same or significantly less than the recently announced prices. Based upon last year's occupancy level, there is a slight cost to the marina, but we have already attracted more than twenty new berth holders for the coming season and are optimistic that our new pricing regime will increase that figure even more. Overnight visitor rates will remain unchanged at £3 per metre."

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BEAULIEU RIVER



the Hon Mrs Mary Montagu-Scott – who is High Sheriff of Hampshire and a keen sailor and interior designer. She has taken inspiration for the décor of the 11 large, luxury rooms from their New Forest surroundings.

Heavy oak doors, portholes bearing the Beaulieu River emblem, underfloor heating and luxury fittings complete the contemporary interior. A cosy seating area to warm up after a chilly sea voyage is also complemented by artwork from entrants to the annual Beaulieu River photographic competition. Lord Montagu and Mary, who is also Commodore of the Beaulieu River Sailing Club, joined world champion and global record breaker Mike Golding to welcome mooring holders for the opening. A raffle also raised more than £200 in support of the Jubilee Sailing Trust.

Mike Golding said: “When we were training Round the World race crews, we stopped

Round the World race winner Mike Golding OBE has opened new five-star facilities after a £400,000 investment at the Beaulieu River Buckler’s Hard Yacht Harbour.

To welcome sailors for the start of the season, the upgraded

showers and facilities building was opened on March 24th and will offer mooring holders and visitors first-class services in keeping with the yacht harbour’s natural setting in the New Forest National Park. The project has been overseen by Lord Montagu and his sister,

“
Buckler’s Hard Yacht Harbour opens new five-star facilities after a £400,000 investment”



at all of the marinas in the Solent area and always judged the venue by the quality of the facilities – and these at the Beaulieu River are outstanding.”

Mary Montagu-Scott said: “This is part of a programme of investments in the Beaulieu River, with a new approach for modern times. We have been delighted to open the new facilities for moorings holders and visitors.”

The building includes a fully-equipped laundrette to refresh clothing and linen after

days or weeks afloat, as well facilities for families and disabled visitors. It is the latest in a series of investments in the five Gold Anchors-winning Buckler’s Hard Yacht Harbour on the unspoilt Beaulieu River – which is one of the few privately owned estuaries in the world. The Beaulieu River’s unique character and natural charm make it a popular boating destination considered to be one of the most picturesque locations on the south coast and close to the sailing centres of

Cowes, Lymington and Hamble.

Free Wi-Fi, an on-site chandlery open seven days a week and cycle hire are available at Buckler’s Hard Yacht Harbour. A restaurant, bar and tea shop are on the doorstep at the 18th century shipbuilding village of Buckler’s Hard, with its Maritime Museum.

For more details see www.beaulieuriver.co.uk and follow the latest news on Facebook /beaulieuriver and Twitter @BeaulieuRiver.

THE GREEN BLUE

The Green Blue's new educational awareness campaign started in September 2017 with a focus on raising awareness of the UK's Marine Protected Areas (MPAs) amongst the recreational boating community and providing support and advice in adopting best practice to minimise any impacts that boating activities might have on marine wildlife and habitats.

Seeing marine wildlife from the water is always a thrill and the developing network of MPAs around the UK features an amazing array of creatures. Designated to protect habitats and species from damage, MPA is a generic term and includes different types of legal protection such as Marine Conservation Zones, Sites of Special Scientific Interest and Special Protection Areas. Many areas have already been protected for some time and remain accessible to boaters – such as

Skomer Island, with its rich marine life and seabird colonies, first protected in 1990.

MPAs exist around most of the UK's coastal waters, so it's important that the recreational boating sector seeks to have more understanding of the species and habitats protected in the areas we undertake our boating activities. Through knowledge of wildlife behaviour and the areas where marine birds and mammal species breed, feed and rest, boaters will become more aware of how to minimise disturbance when out on the water.

Disturbance can be caused by noise, proximity, wake and erratic movements and many species are protected by legislation which makes deliberate disturbance an offence.

“
Marine Protected Areas are key to the future health of our seas, their ecosystems and wildlife



To help safeguard our marine waters and the wildlife we share our boating environment with, follow these simple top tips:

- Find out more about the area you are boating in. Contact the local harbour authority or Wildlife Trust for local advice and marine codes. They can offer a wealth of information on what species you might see and any local protections you need to be aware of.
- Think about speed; always be steady, predictable, quiet and cautious around marine wildlife. This applies whether you spot something in the distance, whether something pops on the port side, or whether your passage takes you by seals hauled out on rocks or colonies of roosting birds on the cliffs.

To help raise awareness of our MPAs and the best practice we can all adopt, The Green Blue has been working closely with recreational boating stakeholders, wildlife organisations, government bodies and management partnerships. This has led to the development of a variety of informative guides such as 'The Green Guide to Coastal Boating' and 'The Green Wildlife Guide for Boaters' which cover a variety of top tips to help boaters prevent pollution and enjoy marine wildlife whilst minimising disturbance.

There are also resources available to RYA instructors to help pass on environmental best practice to their students during courses. These include The Green Blue's 'Coastal Instructor Pocket Cards' and 'Sustainable Boating Activity Cards' that contain onshore and on water activities for instructors and volunteers to deliver during sessions with young sailors.

Support has also been provided by The Green Blue to boating associations, clubs, centres and businesses in identifying ways they can raise awareness of MPAs and best practice amongst members, visitors and customers through their website, newsletters, member talks and The Green Blue's informative posters and guides.

Kate Fortnam, The Green Blue Campaign Manager, says:

"Recreational boaters are passionate about the environment they live, work and spend most of their leisure time in. We're keen to show and build upon the positive steps clubs, centres, marinas and other businesses and organisations are already taking to minimise any impacts they may have on their marine environment – and to help them to build upon this to work towards making boating even more sustainable."

For more information about The Green Blue visit www.thegreenblue.org.uk



PARTICIPATION IN BOATING ACTIVITIES HITS HIGHEST LEVELS SINCE 2002

In total, over 16.3 million people (30.6% of UK adults) participated in any water-based leisure activities². With an increase of over 2 million more participants in 2017, it is the highest volume of participants recorded since the survey began in 2002. It includes participants of the 12 core boating activities and growing³ watersports activities, as well as activities such as sea angling and coastal walking.

The research also saw the proportion of 'enthusiasts' has continued to increase over the last year. This is excellent news for bodies like British Marine, the Royal Yachting Association and British Canoeing, which are working to encourage more regular participation in on-water activities. The volume of those adults participating in one of the 12 core boating activities six or more times in a year has increased again since 2016.

The other core boating activities remained steady. The popularity of stand up paddleboarding is also holding strong, with an additional 190,000 participants (0.4 percentage point increase) over the last year.

Watersports participation increased by 3.4% on last year, reaching the highest volume since this survey was first undertaken.

According to the latest research released today, a record 3.96m UK adults (7.4% of the UK adult population) participated in one or more of 12 core boating activities in 2017, the highest volume recorded since this research initiative was first launched in 2002. And despite challenges to consumer confidence and an unsettled economy in the wake of Brexit negotiations, boat ownership has also increased, with more than 690,000 boat owning households in the UK.

Canoeing and motor boating saw the largest increases in participation, with increases of 345,000 (a 0.6 percentage point increase in the share of UK adults) and 186,000 (0.4 percentage point increase) respectively.



Howard Pridding, Chief Executive Officer at British Marine, commented:

"It is really encouraging to see this level of growth in boating and watersports participation and our members will particularly welcome the increase in the proportion of boat owning households.

"There are so many great ways to get out on and enjoy the water in and around the UK. The continuing popularity of activities like stand up paddleboarding and canoeing are proof of just how easy it is to get involved in on-water activities. And the growth in sailing, motor boating and canal boating is excellent news for our boatbuilders and hire boat companies.

"Like all recreational sectors, the boating market does face challenges from an ageing population and growing competition for people's time and finances. But these latest statistics give us some real optimism that with the right support, boating in the UK has a great future ahead of it."

The Watersports Participation Survey is conducted annually by a consortium of leading marine bodies including British Marine, Royal Yachting Association, Maritime and Coastguard Agency, Royal National Lifeboat Institution, British Canoeing and the Centre for Environment, Fisheries and Aquaculture Science. The survey and report provide these organisations with wide ranging information and statistics to support the development of measures to encourage greater participation in watersports, to monitor on/in water activity and safety, and the impact on the environment.

KEY FINDINGS

The impact of an ageing population:

It is well documented that the UK's population is getting older as people live longer. The survey shows that the peaks between the different age profiles are getting smaller year on year. 2017's survey highlights a trough between the age of 10 and 15, meaning there are fewer children to get into watersports than there were 10 years ago. This could have implications for participation levels in future years. At the upper end of the age spectrum, participation rates for over 55s have returned to the 2014 high of 4.3% of UK adults (over 55 years old) and the volume of over 55s participating is the highest since the survey began (758,000).

Domestic participation still reigns vs. abroad:

With the exception of 'Using Personal Watercraft', participation levels for all activities are greater in the UK than abroad. The UK share of participation in power boating saw a 4.5 percentage point increase on the previous year and the popularity of canal boating in the UK remained strong, up 0.1 percentage point on 2016 and up 4.5 percentage points on 2015's figures. Yacht Racing abroad has seen a significant jump in participation rates over the past two years, with the overseas share of participation increasing by 19.9 percentage points since 2015.

Boat ownership on the up, but more boats being kept abroad:

After a downward trend in the number of households owning a boat, 2017 saw an increase. More than 1.18m boats were recorded per year on average for the years 2015 to 2017. A small, but welcome increase of approximately 38,000 boats on the earlier three-year period (2014 - 2016). While the majority of these boats (94.9%) are being kept in the UK, this is down on the previous three-year period (95.5%). Small sailing boats (-4.0 percentage points), sailing yachts (-3.6 percentage points) and RIBs/Inflatables or sportsboats (-1.1 percentage points) all saw a decline in the share of these boats being kept in the UK. The impact of Brexit negotiations and Sterling depreciation has led to an increase in brokerage sales to the EU, which is the main reason behind this change.

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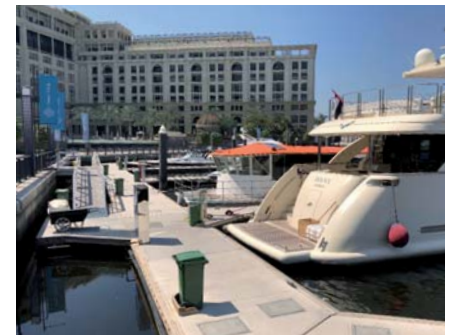


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MAJOR BREACH HITS THE SHROPSHIRE UNION CANAL



put in place across the canal bed and 865,000 litres of water pumped back in to allow stranded boats to refloat and move. Ecologists have been on site to consider the breach's impact on the local wildlife and engineers are assessing the extent of the damage and the repairs necessary. The Middlewich Branch is an integral part of the Four counties Ring which links the Midlands to Staffordshire and Cheshire. The damage is extensive and CRT has launched an appeal for donations toward the cost of repairing the 200 year old canal.




A major breach has hit the Shropshire Union Canal in Cheshire. The incident occurred overnight on the 15th and 16th March on the Middlewich Branch, which connects the Trent & Mersey Canal to the Shropshire Union, and left both boaters and wildlife stranded. The embankment above an aqueduct carrying the Shropshire Union over the River Weaver collapsed with engineers from the Canal and River Trust (CRT) spending


most of the night on site dealing with the breach, the cause of which is still unknown. A number of boats were left stranded and volunteers and CRT staff embarked on a rescue operation to save around 10,000 fish. The breach did give the unexpected opportunity for CRT staff and volunteers from the canal group SUMBA to clear the canal of four truck loads of debris which included a range of material from bicycles to traffic cones. A dam was then

If you would like to support the appeal you can do so:
Text: LEAK515 to 70070 to give £5 (you'll be charged £5 + one message at your standard network rate)






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'SHARING IS CARING' THE FUTURE OF UK MARINAS

Often intended to create or restore order, policies of micromanagement have concentrated on the rights of the individual, rather than responsibilities.

There is no better example of this than berthing arrangements. Recent years have seen dramatic changes in the typical size and design of vessels, so expensive dredging and piling systems holding up pontoons (establishing the fairway and access areas) now reflect outdated dimensions.

As modern designs get wider and deeper, people increasingly prefer power boats to sail and instances of damage from placing oversized vessels increases, insurers are pointing the finger of blame at marina operators.

So what can they do? The costs of altering pontoons, (and subsequently provision of water, power and logistics,) make it impossible, dry stacking storage only solves the issue for smaller powered craft, so shared ownership makes good sense.

All this change is pointing to the need to share and a great opportunity for associations to be rid of many difficult issues. The reintroduction of good seamanlike conduct and an acknowledgement of collective responsibility should make for more conciliatory and harmonious attitudes within our marina communities.

Let's share our marinas, share our boats, share our experiences and, perhaps most importantly, share the costs of keeping our sector healthy.

disputes ranging from the enforcement of covenants on housing and commercial units, through to complex disputes involving swinging mooring jetties, public access, private boundaries, obstructions, subletting and there are times I think 'can't we all just get along?'

Running any modern marina facility requires the construction of facilities that meet demanding standards of planning and environmental protection, thoughtful allocation of space for private and commercial moorings, and provision for maintenance and support services (afloat and onshore). Management companies also need to create policies and enforce regulations to prevent thoughtless actions of the few destroying the pleasures of the majority. Many of my clients have suffered the consequences of confusion surrounding rules and regulations, inherited leases and agreements drawn up by different parties and modified over years.

With over 30 years' experience working with and representing harbour marinas, legal specialist Tim Reynolds is calling for a new approach to address unprecedented change in the marine leisure sector in order to protect its future.

With boat sizes and prices ever rising and potential buyers being put off by daunting financial and time commitments, the overall volume of boat sales may be in long term decline, but the demand for decent, sensibly priced mooring facilities remains high.

Cost-effective innovations such as dry stacking are having a huge impact on the industry and shared ownership or use arrangements, ranging from long term overseas charters to overnight accommodation, are becoming more popular, illustrating an inarguable truth about the future of the marine leisure sector – it will be much better if we all learn to share.

I have advised a wide range of mooring operators during my legal career and dealt with

Tim Reynolds is a Head of Marine at Verisona Law (www.verisonalaw.com) and can be contacted on 023 9231 2052 or tim.reynolds@verisonalaw.com.



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BRITISH MARINE LOOKS TO THE FUTURE OF BOATING & WATERSPORTS PARTICIPATION

Whilst the 1995 feature film 'Waterworld' starring Kevin Costner may have given us a strange view of the future needs for vessels and marine equipment, British Marine decided to gain a more realistic understanding through a dedicated study of emerging trends and consumer demands.

The results of this lengthy study were made public at the launch of the 'Futures Project' during the 2018 London Boat Show and can be downloaded at BritishMarine.co.uk/Futures. Working with key partners such as the RYA and British Canoeing, the 'Futures Project' aims to grow Watersports participation and leisure boating through a series of events and initiatives.

Whilst 2017 gave rise to some encouraging boating participation trends, the 'Futures Project' has identified the need to make it easier for younger

generations of consumers to gain access to the water and leisure boating. Competition for leisure time and a share of disposable income across all sports and pastimes is on the increase and it is really important that the marine industry including Yacht Clubs and Training Centres adapt their offers to make certain they can compete on a level playing field. For example, young consumers have less time or desire to spend on learning how to sail and going through the motions of joining a club and buying a dinghy etc. However, provide a dinghy for hire by the day or the hour together with some informal tuition and new consumers will appear. Most importantly, it is vital to have a strong on-line presence supported by a booking system as the investment in this sort of technology can make all the difference in reaching these

new 'Instagram' consumers.

With this in mind, British Marine is planning to hold a 'Futures' seminar in Southampton on the 14th June, which will be open to both British Marine members and RYA Clubs and Training centres. Part of the seminar will include the results of a study currently being completed on identifying the barriers to boating participation and how to adapt consumer offers accordingly. This will undoubtedly be a worthwhile event to attend with some powerful insights on both consumer segmentation and how to reach these potentially untapped markets. More information can be found at BritishMarine.co.uk/Events-and-Courses

Whilst Kevin Costner clearly had a great deal of fun filming 'Waterworld', let's hope that the 'Futures Project' offers a more realistic prospect for both the industry and those all important leisure boaters.

British Marine is the membership organisation for the leisure, superyacht and small commercial marine industry. The 1,600+ members come from a broad range of businesses including boat builders, chandlers, brokers, marinas, passenger boats and engines.



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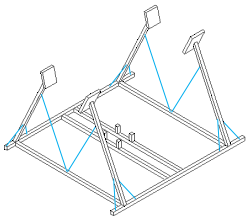
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ROLEC LAUNCH NEW ELEGANT POLYETHYLENE FIN SERVICE PEDESTAL

According to reports the new FIN pedestal will represent another leap forward in marina services solutions, with Rolec once again pushing the boundaries of flare and creativity - something the company have become well known for over the years.

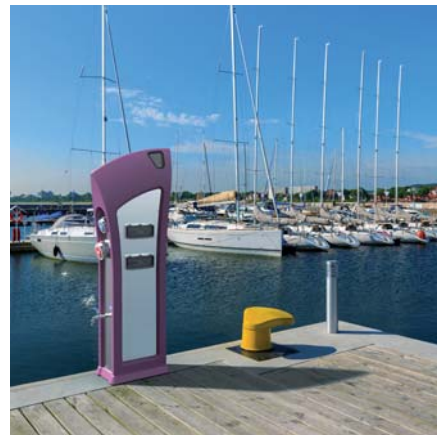
The FIN pedestal introduces long clean slender lines and a classic elegance, accentuated by a highly imaginative lighting theme.

Kate Broom, Rolec's International Sales Manager, commented: "For almost 30 years Rolec has been at the forefront of the world's marina services industry, continually investing, developing and pioneering the introduction of innovative new technologies and solutions.

"Our new FIN pedestal range once again raises the industry bar. The FIN, along with Rolec's other marina pedestal ranges, features complete electricity, water and lighting segregation. It also introduces a unique thermos-encapsulating fixing point system, further enhancing the method and importance of complete segregation."

Kate continued: "Other unique features of FIN include its amazing cathedral-style twin lighting design which subtly illuminates the electricity and water services, offering both a sense of grandeur and elegance as well as achieving its primary function - which is to safely light the marina walkways.

"Along with its graceful eye-catching design, my favourite FIN pedestal



feature has to be the spectacular new secondary ornate lighting option.

"This innovative lighting feature introduces a new dimension to marina illumination and enables us to offer our clients a variety of computer controlled, on-demand lighting effects never before seen in our industry."

Some of the co-ordinated marina-wide lighting displays already available via FIN include:

- Twinkling Star - offering a touch of theatre and glamour to any marina
- Colour Maze - a synchronised, low ambient colour changing canopy
- Light Show - provides a subtle, yet entertaining, programmable light display

Kate commented:

"Intentionally we have placed a lot of emphasis on the FIN's modern streamlined appearance and its dramatic lighting solutions, yet have maintained Rolec's high standards of engineering essentials - such as UV stability, ingress protection certification and impact resistance, in order to guarantee the pedestal's strength, durability and longevity."

The FIN range also offers an SOS pedestal, a sanitation pump-out pedestal, and electric vehicle charging pedestal.

For further details about Rolec's new FIN pedestal range call 01205 724754 or email: rolec@rolecserv.co.uk

“
**UK based marina services specialist
Rolec have launched a new service
pedestal range called FIN**

WINDERMERE QUAYS

The Windermere Quays marina in Bowness-on-Windermere, Cumbria, again chose to install Rolec products for its latest £4.7million large scale refurbishment and expansion project.

Rolec was delighted to receive the order to manufacture, supply and install its anodised aluminium Quantum marina service pedestal range and other accessories for the project - which now provide services to over 200 berths at the Quays.

Windermere Quays' order included the manufacture and installation by Rolec of over 100 silver Quantum marina service pedestals. These innovative, high quality units featured electricity metering, water taps and LED lighting. Anti-frost protection was also included via Rolec's heat trace tape system.

In addition to the modern pedestals Windermere Quays also installed over 50 energy efficient LED deck combi lights, in blue and white, shore electrical system isolation panels and a number of Distribution Units. A range of Rolec emergency service equipment was installed too - in the form of Quantum SOS pedestals.

All of the under deck pipework at the Quays was lagged by Rolec to provide extra frost protection. Marina consultants for the project were Marina Projects.

Martin Georgeson, Rolec's Sales Director, commented: "We are delighted that Windermere Quays, based in such a beautiful

**“
Rolec to
undertake major
new marina
project for over
200 berths**

part of the UK, returned to us for its latest major project. This shows the faith they have in our products, as nearly 15 years ago we installed our hugely popular Classic pedestals there too.

"For this latest project, Rolec managed the installation so that the marina remained operational while sections were stripped out and completed one at a time. The work was carried out with Walcon Marine and we worked closely with them to ensure a wide variety of factors were taken into account and managed effectively.

"Windermere Quays chose to install marina service pedestals from our Quantum range - a great choice as these modern pedestals fuse high quality materials with the affordability of entry-level priced units.

"Our Quantum range is both economical yet innovative, providing a powerful blend of versatility and design, and also offering a unique strength and stability seldom seen on other marina service pedestals."

Managing Director of Windermere Aquatic Limited, Grahame Armer, commented: "We have been very happy with the service we have received from Rolec over the years, and this time too the installation went really well - and the products are excellent.

"Rolec's Quantum is a brilliant marina service pedestal, we would certainly install these again in the future.

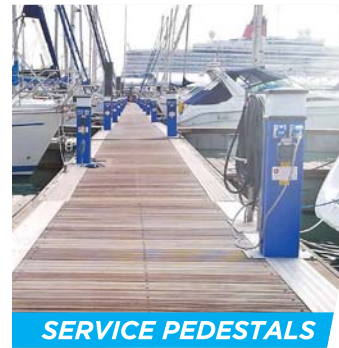
"The LED lighting from Rolec looks stunning at night too - all of the comments from berth holders have been totally positive."

For more information about Rolec's wide range of marina service pedestals call 01205 724754, go to www.rolecsev.com or email rolec@rolecsev.co.uk

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A CLASSIC JOURNEY FROM PORTISHEAD QUAYS MARINA TO BRITTANY

Mary Irene Millar set off from Portishead Quays Marina to join 2 other retired RNLI Lifeboats and their crews clocking up over 422nm, to support the disabled community of Binic, Brittany. The vessels met up in Salcombe on 5th May and travelled across the English Channel together, taking in Liberation celebrations in Guernsey, before moving on to Carteret (France) and Jersey spending a few days in each location before arriving in Binic.

Keith Berry, who is the Marina Manager at Portishead and where he keeps his retired Tyne class Lifeboat which is affectionately known as MIM, set off on the 26th April. Mike Brotherton MBE, with Pentland a Watson Class Lifeboat departed Milford Haven the same day with crew member Dave Medri on board, who is also a member of the Portishead Quays Marina team. Frank Smith MBE, with City of Bradford III also joined

the flotilla with his 64-year old Watson Class Lifeboat in Salcombe where they made final preparations for their journey.

This all started when all the boats attended a French Lifeboat anniversary event 4 years ago and were asked if they would come back for a different event in nearby Binic, they all agreed. The weather wasn't great the first time they took the passage, but the organisers were so pleased when they arrived it was decided to make it an annual event. The event is organised by the French Harbour Master, Yann Maryse and will run over 4 days.

During their time in Binic this year, as in previous years, they took both adults and children with all kinds of limiting

For more information on Mary Irene Millar, Pentland and City of Bradford III look at this link where you can find out about their history and service with the RNLI. en.wikipedia.org/wiki/Royal_National_Lifeboat_Institution_lifeboats

disabilities with their carers, on board for a ride around the bay. It gave them some quality time on the water where normally they wouldn't be able to have that opportunity. With wheel chairs secured on the boats they head out into the bay for a half-hour trip, those that are able are invited to take the helm! When all groups for the day have been afloat and the boats are safely alongside they join together for a very enjoyable lunch which is normally followed by a snooze before opening the boats for other visitors to take a look.

The skippers agreed that it was and is great to be able to support this event and seeing the joy on their faces makes the journey worthwhile. Thanks go to the Quay Marinas Group for kindly providing baseball caps and the RNLI for donating flags and other souvenirs for everyone.

Their round trip took them away for about 3 weeks and on returning to the UK, they are supporting various fundraising events throughout the year for the RNLI. Planning for next year's events are already underway and include Weymouth and Salcombe's 150th anniversaries of the RNLI. All of which is done at their own cost not only in fuel but their valuable time as well.



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DOVER MARINA DEVELOPMENTS IN PROGRESS FOR MOST CONVENIENT CROSS-CHANNEL SAILING

Dover Marina, one of the best known marinas on the South Coast is incredibly convenient for cross-Channel sailing. There is no marina closer to France and just 20 miles separates the cliffs of England and the European continent.

Dover Marina is currently situated in a sheltered corner of the harbour and provides 400 berths and offers a superb range of facilities and services in three separate security-controlled berthing areas.

Set against the iconic backdrop of the famous White Cliffs, the award-winning marina is currently undergoing its single biggest investment ever undertaken by the Port of Dover – Dover Western Docks Revival (DWDR) – which will deliver a new marina and a transformed waterfront with opportunities for a host of shops,

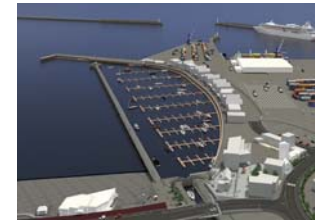
cafés bars and restaurants. This will further enhance Dover's status as a first-class destination for marina visitors and berth holders.

The design of the new marina will be compliant with The Yacht Harbour Association (TYHA) design standards; set within the harbour and bordered by a new 550m long Marina Pier to the east, and adjacent to the new 750m Marina Curve development area to the west designed to host a waterfront retail and leisure piazza experience.

Relocated within the outer harbour and anticipated to be completed by the end of 2019, the new 250 berth marina development will be a 24-hr facility. This will include finger berths for vessels up to 18m, fuel berth facilities, a boatyard and lift out and separate charter boat amenities. The range of services that will be provided will include WiFi, potable water, LED lighting and electrical power to all leisure berths.

Depths in the new marina will range from -3.5mCD at the outer berths to -2.5mCD towards the inner berths, with a future option of increasing the depths of the outer berths to -5.0mCD.

The existing 160 berth Wellington Dock will now become a 24-hr facility accessible through a new navigable channel from the new marina into the dock and will be served by a lock providing 2.5m deep access at low tide. The Marina Control Building has been designed to facilitate all

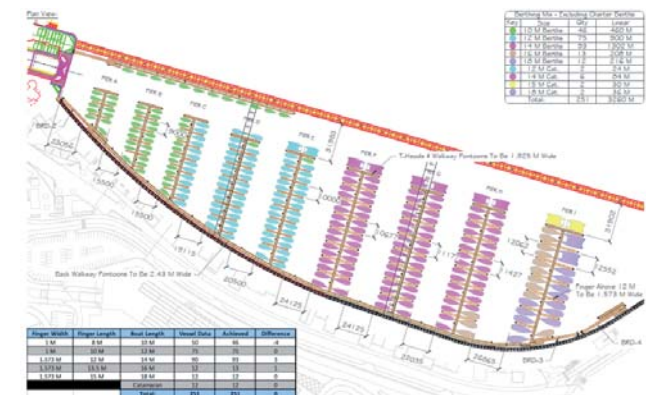
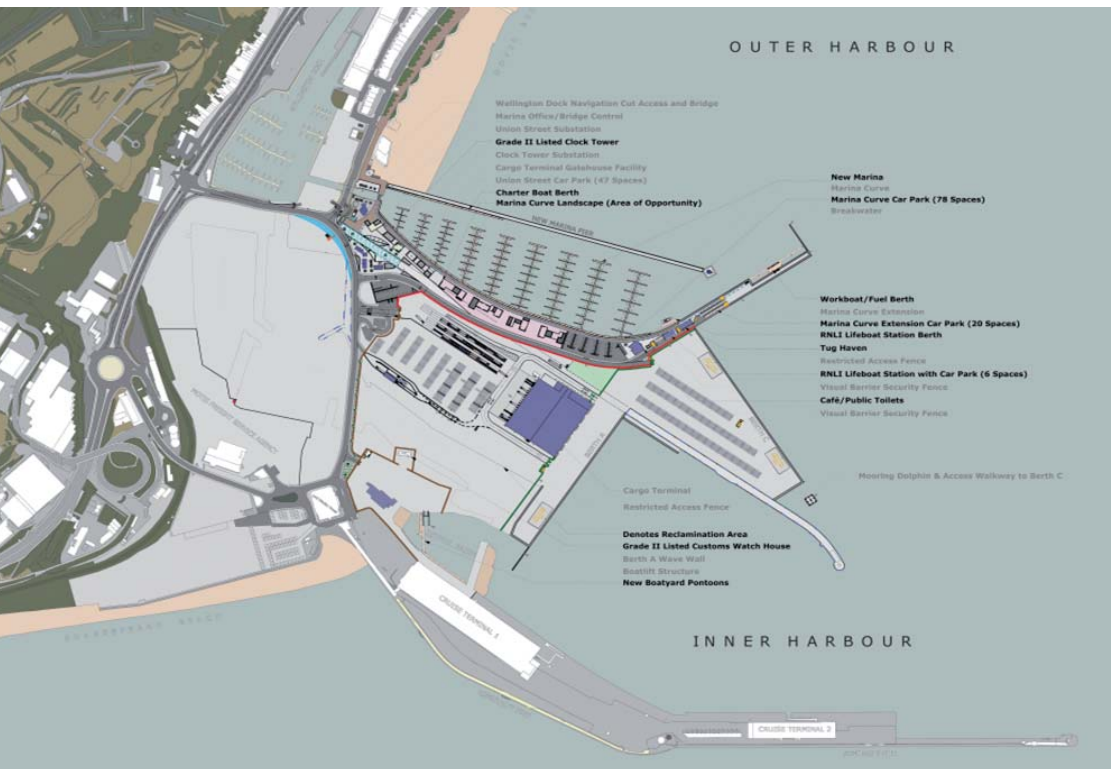


marina operations including the Bascule Bridge and the Wellington Dock Navigation Channel lock gates. Scheduled to open in the latter part 2018, the orientation of the building will allow for clear, unobstructed lines of sight over the new Marina, the existing Wellington Dock, the Bascule Bridge and lock gates to ensure efficient operation and maintain safety of the public. The new building will consist of a reception area and control offices on the first-floor. Marina information and weather forecasts will also be displayed on monitors within the reception area alongside Admiralty Charts.

As a member of TransEurope Marinas, Dover Marina is able to offer its resident berth holders a discount on mooring fees when they visit other TransEurope members' marinas.

There are a number of comfortably appointed clubs around Dover Marina that offer a wide range of facilities including food and drink, meeting rooms and private function rooms. The Royal Cinque Ports Yacht Club offers temporary membership to all the boating fraternity and the White Cliffs Motor Boat & Yacht Club is run by local yachtsmen who organise a varied programme of events year-round.

www.doverport.co.uk/marina



ICOMIA WORLD MARINAS CONFERENCE

The ICOMIA World Marinas Conference, to be held in Athens from October 25 to 27 this year aims to deliver an impressive programme with prominent speakers from around the globe. The International Council of Marine Industry Associations and the Greek Marinas Association are pleased to announce that registration is now open and early-bird discounts are available from now until 30th June 2018.

More than 400 delegates are expected to take part in this three-day event to interact and openly debate with leading representatives from business, academia and politics, from Greece and abroad on "Cross sea challenges for marinas- Setting the scene for collective development and growth". The three-day event will consist of two conference days and a day touring some of the best marinas that Athens has to offer.

The event is specially designed for marina owners, operators, developers, consultants, equipment manufacturers and service providers who like to stay on top of the developments on the industry and become part of the evolution.

First-class programme The ICOMIA World Marinas Conference 2018 (IWMC 2018) aims to tackle all the critical issues that the marina industry is currently facing from a global perspective and shall address topics that will shed light

on the industry's present and future. Bridging the gap between ancient Greek and modern technologies, Theodosios Tassios, Professor of the National Technical University of Athens, will inaugurate the conference with an insightful opening address. Further enlightenment on innovation will be provided by Dr Donald Sadoway, John F. Elliott Professor of Materials Chemistry, MIT, who will be participating as keynote speaker. Dr Sadoway will discuss his research in technologies making efficient use of energy; specifically, electricity storage by molten metal batteries. There will also be a special report from John Kalogerakis, CEO of JMK Anthropocentric Corporate Training and People Development, on "Training Marinas the Anthropocentric Way".

Delegates will also hear detailed reviews on the marina markets of the world, with an emphasis on America, Asia, Australia, the Mediterranean, MENA and Russian markets. As well as a special focus on Greece – which is fast-becoming the destination of choice for the coveted millennial boater looking

for an adventure laced in mythical tales and told through ancient, sun-bleached ruins and dazzling blue seas. Experts from the country's marina sector will showcase current major waterfront and marina projects and discuss the Greek concession model in marinas.

There will also be speakers presenting their expertise on electric boat propulsion, solar piers, floating houses and floating infrastructures. Plus, delegates will learn about security issues at ports and marinas, oil pollution crisis management and marina marketing best practices. Other compelling topics in the programme include the international growth of superyacht charter as well as managing change in boating and ownership.

In addition, ICOMIA will present its latest policy papers, introduce its Environment Guide and explore global issues affecting marinas – such as new international guidelines for marina design and ISO regulations for ports.

Social events and networking events IWMC 2018 will include networking lunches and a special celebratory reception for delegates and partners on the first night – which will include a tour of the Acropolis museum and the historic Zappeion Exhibition Hall and culminate in the official IWMC 'welcoming dinner' at one of the most prestigious bistros in the city. Partners are also invited to register for a special programme of historic exploration within ancient Athens.

“
Exceptional speakers have confirmed their participation

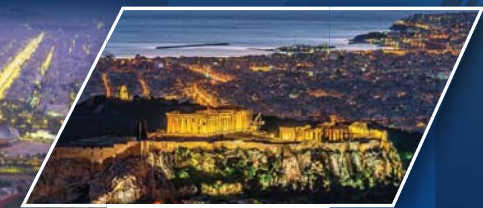


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www.worldmarinasconference.com



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CROSS SEA CHALLENGES FOR MARINAS
Setting the scene for collective development and growth

The ICOMIA World Marinas Conference is the perfect platform to discover the very latest in marina product development and technology. The three-day programme from 25th -27th October at the Stavros Niarchos Cultural Center, will connect East to West and North to South (upcoming marina markets in the Balkans, the Eastern Mediterranean and the Middle East) to share expertise, innovation & technology with developed and traditional yachting markets.

STAVROS NIARCHOS FOUNDATION CULTURAL CENTER

The Stavros Niarchos Foundation Cultural Center is a complex in the bay of Phaliron in Athens which includes new facilities for the National Library of Greece and the National Opera, as well as the 210,000 m² Stavros Niarchos Park.

Organizer:



Stay tuned for more information on the conference
www.icomia.com/
<http://greek-marinas.gr/en/>
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FOX'S YACHT SERVICE

Fox's Marina & Boatyard in Ipswich has just launched a new division, Fox's Yacht Service, to provide a complete after sales support service to the owners of quality yachts, regardless of their size, age or location.

Fox's Yacht Service is managed by Sarah Harmer who, until recently, was the long serving After Sales Manager at Oyster Yachts. Sarah, who is unique in her knowledge of cruising yachts and their requirements and has worked extensively aboard a number of large cruising yachts, is supported by some experienced marine professionals, together with a trusted network of suppliers and service providers. Our mission is to establish Fox's Yacht Service as the one-stop, first choice for all owners and crew looking for reliable service and support at reasonable prices.

“ Providing After Sales Support Services to Quality Cruising Yacht Owners Worldwide

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The services offered by Fox's Yacht Service won't be restricted to our Fox's Marina HQ because Sarah and her team have an

international network of trusted contacts, which will enable Fox's Yacht Service to offer prompt, local support across a wide range of the world's cruising grounds.

Fox's Yacht Service is based at Fox's Marina & Boatyard, Ipswich, which offers an extensive range of refit and repair services and whose team is a great mix of experienced cruising sailors and time served engineers and craftsmen. With multiple, inhouse departments including a spray shop, workshops for both modern composite and traditional shipwrighting, rigging, stainless fabrication, marine engineering and electronics, Fox's can offer complete refit solutions for all types of vessel, large or small.

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BEAUTIFUL BIRDHAM GETS BIGGER & BETTER

Birdham Pool Marina, part of the Castle Marinas Group is delighted to announce the completion of 28 new finger berths to the north west side of the marina.

Fully serviced, with secure access, these fantastic new berths have spectacular views over Chichester harbour, and all the way to Goodwood Racecourse. They have capacity for craft up to 10m length and 1.7m draft, and as finger berths offer greater accessibility compared to Birdham's traditional moorings.

Birdham Pool has undergone a major transformation over the past two years, including the renovation of the old marina office building into 4 beautiful residential cottages, introduction of a new crane and boat mover, new work units, marina offices, decking area and summer house. The work culminates this summer with these berths and new 5 star facilities. The Pool has always been a charming place, full of character, but now it has been elevated by these state of the art amenities, intricately woven into its traditional setting.

It is rare in current times to be able to find additional space in an area of outstanding natural beauty, so we feel very privileged to be able to offer the opportunity to berth at one of the prettiest spots in the Solent.

For further details about Birdham Pool, contact us on 01243 512310, email info@birdhampool.co.uk or visit www.castlemarinas.co.uk/marinas/birdham-pool.

Birdham Pool is part of the Castle Marinas Ltd owns two coastal marinas, Birdham Pool Marina in Chichester Harbour and Royal Clarence Marina in Portsmouth Harbour and five inland marinas; Buckden, Kings Bromley, Nottingham Castle, Ventnor and Wigrams Turn.

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HARTFORD MARINA

Walcon Marine has completed the supply of the pontoons required for the first phase of the redevelopment of Hartford Marina. Located on the River Great Ouse in Cambridgeshire, Hartford Marina was recently acquired by Tingdene Marinas. Phase one is comprised of a 160-metre rear walkway plus a 148-metre pier – Pier D (shown below) - fixed at its western end with 22 finger pontoons. A further three piers with finger pontoons will be added along the length of the rear walkway in line with demand.

Tingdene Marinas acquired the site in April 2016 with the intention of updating the infrastructure that dates back to the 1960s, and Walcon was subsequently brought in to advise on the layout. The resulting scheme devised by Tingdene and Walcon allows phase one to be built around the existing marina, the pontoons of which will then be removed in

stages as Piers C, B and A are added incrementally. These works form part of a wider programme of improvements costing £1.2m that will also include updated and extended shore facilities.

The marina has been designed to take account for the wide variety of craft that are expected to berth at and visit Hartford Marina. Pier D has the longest and most widely spaced finger pontoons intended for narrowboats and large motorboats and barges up to 20 metres in length. The pier also has 58 metres of continuous alongside berthing capable of taking even larger vessels. The finger pontoons gradually reduce in length and spacing from Piers C to A, with the last intended for boats up to 8 metres long.

Walcon's aluminium System 2000 pontoons are being used for the project, with piling and installation undertaken by a local contractor. Walcon is



providing technical assistance where required.

Walcon Marine and Tingdene Marinas have an ongoing relationship. Walcon pontoons have been

installed in recent years at Tingdene's marinas at Royal Windsor Racecourse (Berkshire) and Pyrford (Surrey). Tingdene's Thames & Kennet Marina, also in Berkshire, has Walcon pontoons installed by a previous owner.

"We're very pleased to be working with Walcon Marine once again," said Steve Arber, Operations Director for Tingdene Marinas. "Together

with marina pedestal supplier Rolec, this has been a great partnership and we're very pleased with the service and quality of the completed Pier D. Early comments from our customers indicate that they are similarly impressed.

"Here at Tingdene we believe in forming strong partnerships with our suppliers. This is the second major project we have embarked on with

Walcon Marine in the past two years, following our £1m programme at Racecourse Marina, Windsor. The results speak for themselves and we expect these pontoons to provide many years of secure and appreciated mooring for our valued berth holders."

“
Tingdene Marinas are updating the infrastructure that dates back to the 1960s

For more information about Walcon Marine visit www.walconmarine.com

WALCON MARINE

Walcon Marine, the UK-based market leader in the design, construction and installation of marinas, yacht harbours and berthing facilities, has won the contract to supply a complete marina package of walkways, finger pontoons and access bridge to the Jebel Ali Resort in Dubai, UAE. The new marina will replace a previous 35-year old facility at the same location.

The new facility is comprised of a main walkway 119 metres in length with three piers coming off it; ranging in length from 50 to 62 metres. 30 finger pontoons of varying specifications will deliver berths for 60 boats up to 15 metres long, while three longer pontoons plus a 46-metre stretch

of open walkway will provide berthing for larger yachts.

Walcon's System 2000 pontoons will be used throughout. Their aluminium structures provide excellent resistance to the high levels of corrosion that can occur as a result of the tropical climate of Dubai combined with the high levels of salinity found in the Arabian Gulf. The units will be manufactured by long-standing Walcon partner DBB Contracting

“
**Wins Contract For
Jebel Ali Marina,
Dubai**

LLC, which will also undertake the removal of the old pontoons together with the piling. A team from Walcon will undertake the installation, with assistance from DBB. The works are expected to begin in the early summer.

Walcon Marine has a long history of working in the Middle East and has had the pleasure of working on previous projects with the Jebel Ali Resort. In 2011 it designed and built a floating facility to host a fuel dock and a special berth to accommodate a floating restaurant together with all the necessary utilities and facilities.

Fuel dock at Jebel Ali Resort by
Walcon Marine



ANOTHER SUCCESSFUL YACHT HARBOUR BUILT BY WALCON...

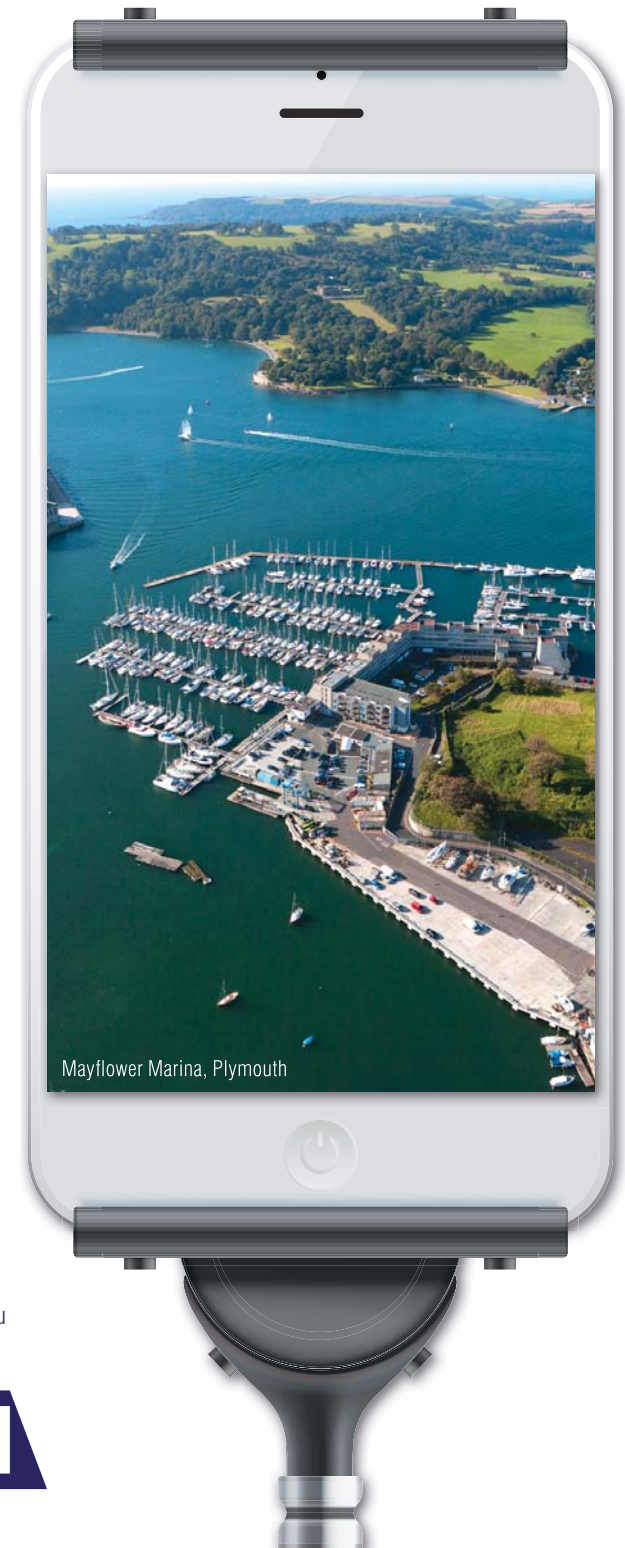
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