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Project



Acquisition
of Castle
Marinas

TYHA
Summer
Tour

MARCH 2022



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In FOCUS



Jon White
TYHA General Manager

Not wanting to jinx things but it appears that a level of normality is resuming to our lives and that 2022 will be a better year for most from both a personal and business perspective. Saying that our industry has in the main fared well over the past 2 years with many new people investing in boats and taking to the water and therefore requiring the services of marinas.

Libby, Hayley and I have all visited members recently and seen firsthand the impressive levels of service that marinas and marina suppliers are providing in conjunction with significant investment in new facilities.

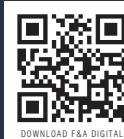
The gradual opening of boarders means that our team of assessors are recommencing physical Gold Anchor and Clean Marina assessments throughout our membership which the team are very much looking forward to. We are training up all assessors on our Clean Marina programme which means that this can be conducted at the same time as a Gold Anchor and therefore adding value to the assessor visit and reducing the cost. For more information please contact Hayley hcloke@britishmarine.co.uk

Opening up also means that we will introduce more networking opportunities through events and shows which Libby is working hard on. She is receiving a great deal of interest

from members who would like to exhibit with us at the Southampton International Boat Show in September this year; if you're keen then please contact Libby soon to make sure we can accommodate you at what is shaping up to be a fantastic show.

It is also pleasing to see physical marina manager training courses taking place again with Intermediate Marina Manager (IMM) courses in Scotland and Dubai planned. If you or members of your team are interested in any GMI courses then please contact the training department for further information at training@britishmarine.co.uk

Wherever you are in the world our Chairman, Colin Watts and the TYHA team wish you all a very successful 2022 and we very much look forward to meeting with you in the near future.



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TYHA Events & Boat Shows Executive:
Libby Gordon
TYHA Gold Anchor Executive:
Hayley Cloke



26 HARBOUR ASSIST NETWORK CONTINUES TO GROW, WITH MARINAS AND HARBOURS IN THE UK AND ACROSS THE GLOBE

CONTENTS

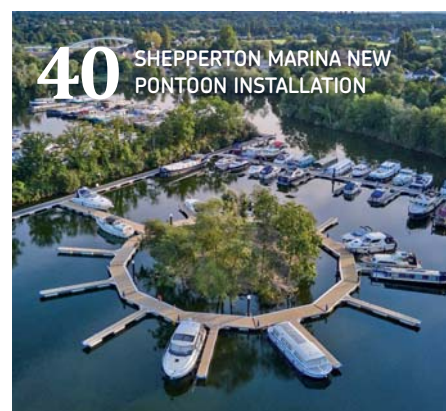
Stolen Boats	06
P&D Expansion to Include Boat Building	08
Which Marina? Southampton Boat Show	10
Pump Out Facility for Suffolk Yacht Harbour	12
CMM Spotlight	14
New Restaurant Operator For Gosport Marina	16
Aquavista Acquisition of Castle Marinas	18
Aqueduct Marina Environmental Focus	20
Premier Marinas Awarded ISO 14001:2015	22
MDL Marinas £5 Million Investment	24
Harbour Assist Continue Global Sales	26
Berthon Lymington - Tour de France	28
Is your Wi-Fi fit for purpose?	30
Malaga San Andres Marina	32
TYHA Summer North West Tour 2022	34
ICMS Upgrade Sailing Club Pontoon	36
The Wild Oysters Project	38
Shepperton Marina - Install New Pontoons	40
MDL Marinas - New Exciting Berth Options	42
Aqueduct Marina Rivers Project	44
Premier Marinas Showcase Green Technology	46
New Dry Stack for Noss On Darts Marina	48
Pick A Pier - Eco Berthing App	50
Intermediate Marina Managers Course	52
MarinaTrolley - A Premium Product	54
5 Gold Anchor Marinas	56
New TYHA Members - Welcome	60



14 CMM SPOTLIGHT - IOANNIS KOUTSODONTIS



38 THE WILD OYSTERS PROJECT OUR 'OCEAN SUPERHEROES'



40 SHEPPERTON MARINA NEW PONTOON INSTALLATION

Front Cover: Port Dinorwic

F&A March 2022 / Volume 40 / 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) 7788 318753.

“ STOLENBOATS.ORG



Stolenboats.org is the UK's premier website for reporting stolen marine equipment. The site enables registered users to record details of stolen marine equipment with the aim of reuniting items, which are subsequently recovered, with their rightful owners.

The site is fully accessible by the Police, any stolen assets status can be updated by either the original reporting owner or the authorities at any time. The COMPASS scheme is supported by the Police and major insurance companies and is powered by Datatag.

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Boatyard training is often something that is somewhat overlooked or taken for granted. However in the modern world, being able to prove that your staff have received proper certified and accredited training is becoming more and more important. We also work with bodies such as British Marine and others to advise and assist within this specialised sector.

Our training staff and specialist partners all have extensive experience of working in the boatyard industry on an operational level. This enables us to share a wealth of knowledge and skills to ensure safe and efficient operations.

- NPORS certified plant machinery training.
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“ THE P&D MARINE GROUP



**The versatile Hunter Viper,
hot off the production line by P&D Boats**

The P&D Marine Group go from strength to strength with the addition of P&D Boats to their portfolio of companies.

Having developed a new road trailer business in the past year, the company has pressed ahead with the creation of their small new boat company, P&D Boats. The company was officially unveiled at the Southampton International Boat Show and was warmly received with orders already secured for several vessels. The company has now established its manufacturing facilities in Kirkham near Blackpool.

The new business is being headed up by Stephen Blake who is also head of the P&D Trailers company. Stephen commented, 'We are very excited and pleased to not only be launching P&D Boats, but to have taken the step to become a boat manufacturer here in the UK from our site in Kirkham. The first boat off the production line will be The Hunter Viper a truly versatile boat that is just as good for commuting as it is for fishing and recreation, offering a light weight functional boat making it a true all-rounder. Its construction offers stability and controllability.'

With the addition of the company's first craft, they are aiming to be the go-to company for the entry level boating market, with a strong, viable and cost-effective means of entering the boating world with the Hunter Viper. P&D Boats can offer a complete one stop solution for boats, trailers and accessories.

Stephen added, 'At less than five metres in length and designed for four people, together with excellent storage space, it is an excellent boat. With our range of trailers, we can offer our clients total piece of mind when it comes to their potential first foray into boating. We also support them with advice, best practice and safety.'

The new P&D Boats company is part of the P&D Marine Group which has grown organically, maintaining their belief in offering the best solutions. With a wealth of experience and knowledge in the design and installation of equipment in the commercial, construction, and leisure industry, The P&D Marine Group offers a turnkey solution that meets their clients exacting requirements. With over a decade of delivering the best solutions, and by carefully selecting high-quality products, combined with the very best service, P&D Marine Group have created a 'One Stop Solution'. Using technology and innovation and not resting on their past successes, their ongoing development program continues to look for the latest solutions. They strive as a group to move forward and provide their clients with the very best product and service that can be found anywhere in the industry.

For more information about P&D Boats visit www.panddboats.co.uk or contact Stephen Blake – Sales Director stephen.blake@panddtrailers.co.uk

SOUTHAMPTON INTERNATIONAL BOAT SHOW

16 – 25 September



Exhibit with us on the ever popular TYHA Which Marina? Stand

Join us at the TYHA Member's stand party Thursday 22nd September 6pm onwards



Kindly sponsored by Deck-Safe



TYHA WHICH MARINA? STAND

3 panels with reception/tv/brochure holders	£6,500 + VAT
2 panels with reception/tv/brochure holders	£5,500 + VAT
2 panels no reception, brochure holders	£4,500 + VAT



If you'd like to find out more about exhibiting with us or wish to discuss stand space, please contact Libby: lgordon@britishmarine.co.uk or call 07788 318753 who would be delighted to assist.

SUFFOLK YACHT HARBOUR INSTALLS PUMP OUT FACILITY

The east coast's leading independent marina now has the only pump out facility between Lowestoft and Clacton.

Based on the River Orwell, on the east coast of the UK, Suffolk Yacht Harbour (SYH) has announced it has invested in a new pump out facility.

SYH Managing Director Jonathan Dyke commented, "The pump provides a valuable

service for marina berth holders and local cruising yachts, and it helps protect the local marine environment; it's a win win."

With pump out facilities in place at SYH, there is no longer a need for yachts to empty holding tanks whilst out at sea in local waters. The impacts of discharging raw sewage include public health risks, adverse effects to marine wildlife, and further water pollution if

cleaning products enter open water.*

The new SYH pump out facility is located on the fuel berth in the marina and is already proving successful and easy to use.

Jonathan Dyke continued, "Several berth holders and visitors have been using the new pump out system and everyone has said how simple it is. We strongly encourage people to use the new facility instead of emptying tanks out at sea."

Boat owners wishing to use the pump out facility can call up the SYH team on VHF Channel 80 to request directions to the fuel berth. Upon arrival, a token can be purchased from the berthing office, which gives five minutes' pump out time (more than enough for a cruising yacht). Users follow the simple, step-by-step instructions on the side of the machine, to empty the holding tank.

*Source: The Green Blue



To find out more about Suffolk Yacht Harbour visit the website www.syharbour.co.uk

“
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and local cruising yachts**



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CMM SPOTLIGHT

Continuing our spotlight on British Marine's CMMs, we'd like to introduce you to Ioannis Koutsodontis.

Ioannis has worked in the industry since 2003 in various positions such as marketing manager, operations manager, marina manager, but since 2020 he has held the position of Regional Director of Greece for D-Marin.

Of his CMM accreditation he says, "the CMM offers proof of expertise in the industry and has provided me with more



knowledge as well as networking opportunities with other certified and skilled professionals within many different markets."

Ioannis sets himself high standards and goals, however making customers happy and creating a memorable experience for each boat owner is very satisfying and a great, personal accomplishment.

And finally, what advice does Ioannis give to younger people entering the industry? He replied " Visit marinas as much as possible as every marina is different, even the one next to yours. Secondly, question everything as a new idea may be the next industry's standard. **Thanks Ioannis**

“
Ioannis Koutsodontis,
Regional Director of Greece for D-Marin

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Four standard models are offered for 12, 25, 40 and 90 ton maximum boat weight



Submersible
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When boats are parked in a fish bone pattern vessels can be picked up and parked individually with SUBLIFT



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Variable width
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Motor boat
Motor and sailing boats are lifted without any conversion of the hoist in between lifting



Sailing boat
Sailing boats are lifted easily with the mast on for fast service





'The Deck' is a well-established brand renowned for its bottomless brunches and fresh seafood dishes. To find out more visit www.thedeck.me

“ NEW RESTAURANT OPERATOR FOR GOSPORT MARINA

A renowned Emsworth restaurant, The Deck, has expanded its portfolio and opened a new restaurant at Gosport Marina. The Deck at The Boat House restaurant, which is replacing the former Boat House Café, will serve an all-day restaurant menu with a focus on fresh seafood.

"I've been running The Deck in Emsworth Marina for the past five and a half years and have a great team," said Ed Collison,

owner of The Deck and the visionary businessman driving the makeover of the venue at Gosport Marina.

"Our mission is to deliver 'everything with excellence' and to the highest standard. The Deck was recently named one of Trip Advisor's top ten restaurants in the world, and I'm looking forward to seeing where we can take The Deck at the Boat House. We will be working with our current suppliers for fresh fish including Johnsons Enterprises

which is a local business in Portsmouth. Having completed a full circumnavigation on Clipper round the world yacht race in 2013/14 at the age of 18 years old, it is rewarding to be creating an outlet in the same marina as the Clipper fleet."

The Deck at The Boat House officially opened to the public on Saturday 4th December 2021 and will open Tuesday to Sunday, throughout the winter months, from 9am – 5pm and serving food until 3pm.

AQUAVISTA COMPLETES STRATEGIC ACQUISITION OF CASTLE MARINAS



track record of providing a high-quality experience to our customers and we look forward to continuing that tradition through our new combined offering.

“At Aquavista we pride ourselves on investing in our waterside teams, ensuring that our customers’ lives are made as easy as possible. I am delighted to have already begun to meet with the waterside teams at the 11 Castle Marinas to hear their views on how we can work together to further improve the marina experiences.”

Operations Director, Mike Braidley, from Castle Marinas, commented “Castle Marinas is very pleased to have reached an agreement with Aquavista. It is clear how closely our mission statements align, and we believe Aquavista is ideally placed to continue to deliver and indeed improve on our commitment to be ‘Big enough to cope, small enough to care’. This transaction will support our waterside teams to continue providing a friendly, helpful and professional service at all our locations.”

To find out more about Aquavista visit and their expanding range of beautiful marinas, visit the website www.aquavista.com

Aquavista, the UK’s premier residential and leisure mooring provider, recently announced an expansion of the company’s marina portfolio with the strategic acquisition of Castle Marinas.

The Midlands-based marina operator will see its portfolio expand with an additional 11 high quality marinas added to its footprint at new locations, including Crick Marina home of the world-famous Crick Boat Show and the picturesque Birdham Pool Marina at Chichester Harbour.

Speaking following the announcement Aquavista CEO Steve de Polo said, “We are delighted to announce the acquisition of Castle Marinas and look forward to the exciting opportunities that this will bring to our customers across all 29 of our UK-based marinas.

“Aquavista believes that life is better by the water and our purpose is to help our customers live that life. Since 2019 we have invested more than £3m into our marina estate, improving marina facilities and helping to deliver a great waterside experience, whether you live, visit or work at an Aquavista marina. “Both Castle Marinas and Aquavista have a proven



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“ AQUEDUCT MARINA

To focus on the environment
during 2022

As 2021 came to an end, Aqueduct Marina's MD, Robert Parton, reflected on a recent trip to Birmingham and the possible implications to boat owners if cities decide to take more action to combat air pollution.

"Late last year, I attended a British Marine, Inland Boating seminar in central Birmingham where the attendees that arrived by car found themselves having to deal with the new central Clean Air Zone. At the moment, if you've arrived in Birmingham by boat, the clean air zone charges wouldn't apply. As you might expect, the zone only applies to older diesel vehicles using city centre roads. The zone was finally introduced on 1st June last year after many delays. These vital changes that need to be put in place to combat climate change and improve air quality in many areas and will impact on us all in one way or another."

"With the recent COP26 conference in Glasgow bringing such matters to the forefront of our minds, the green agenda is being widely discussed and, as a result, the regulations stemming from it are making the issue increasingly real. So it was apt that the new zone came into effect this year."

"Although I travelled by train to the seminar, I noticed that the Clean Air Zone has Gas Street Basin within it and that, for now, the canal boats are unaffected. But the question is, how long will it be before canal boats also have to pay? Discussions with the city council well before the zone was put in place resulted in the spokesman saying that 'they had no plans to charge boats on the canal within the zone.' The feeling would seem to be that it would be too difficult to administer, but with boats using the Bridgewater canal being recorded from the first bridge in an effort to stop overstayers, it makes you wonder if a similar arrangement could be put in place in the city centre?"

"The reasoning behind the establishment of the Clean Air Zone in Birmingham is to reduce the pollution levels within the city centre. With this in mind, are boaters to expect restrictions on the use of stoves within the zone? A number of other areas have introduced restrictions on the use of stoves so, could Birmingham follow suit?"

"Moorings are another way of reducing pollution and emissions. Will the Canal and River Trust clamp down on the residential moorings, some of which have been blamed for the static running of engines to charge batteries? Local residents have also, in some locations, complained about the boaters using their stoves to keep warm.

Restrictions on time limits or the implementation of local rules could tackle the problem?"

"Currently, there is a lot of talk about the use of HVO fuel, derived from used vegetable oil and, if used correctly, can dramatically reduce the emissions from a boat's engine. The IWA are supporting moves in this direction, and CRT is currently trialling its use in some of their workboats. We at Aqueduct are also looking into the possibility of offering it to boaters and using it ourselves on-site. Though if the use of HVO takes off and requires the cutting down of the rain forest to grow Palm oil to meet demand rather than just using recycled oils, the environmental benefits will be very questionable."

"So the coming year looks interesting as more and more work is done to reduce the carbon footprint of the waterways, and we at Aqueduct Marina are keen to play our part. For updates and news during 2022, keep an eye on our social media channels and website."

For more information about Aqueduct Marina and their environmental policy - visit www.aqueductmarina.co.uk

SUSTAINABILITY AT THE FOREFRONT PREMIER MARINAS AWARDED RECERTIFICATION OF ISO 14001:2015



towards the ongoing impacts faced by the industry” said Premier’s new EHS Manager, Peter Wortley. “The audit team concluded that we fulfilled the tough standards, and our management system continues to enable us to proactively monitor and improve our working environment. We’ve always undertaken our environmental obligations seriously as an organisation and this recertification shows our dedication to consistently deliver safe and high-quality solutions in the marina industry, and in a manner that importantly protects the environment”.

Peter Wortley joined Premier Marinas last year, bringing a wealth of relatable experience to the role. Peter has worked in the maritime industry, both abroad and in the UK within commercial and military sectors, during a career spanning 35 years. He is committed to upholding standards established by Premier Marinas towards health, safety and the environment, providing a safe and healthy environment for employees and customers alike.

For more information about Swanwick Marina visit www.premiermarinas.com

Premier Marinas, owner and operator of ten of the UK’s most prestigious marinas, is pleased to announce that following the culmination of a three year monitoring programme of its marinas, a final audit of its flagship Swanwick Marina, as well as a review of its overall marina group processes, they have been awarded with recertification of ISO 14001:2015 for a further three years.

An internationally recognised standard for running effective environmental management systems, this award is affirmation of Premier Marinas’ hard work in maintaining a programme of routines that promote and practise environmental sustainability, and that as an organisation it continues to invest in initiatives that can positively impact the environment.

“The reaccreditation confirms Premier Marinas stance

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“ MDL MARINAS

focuses on improving customer experience with £5 million investment

Each year MDL Marinas invests millions of pounds to ensure that its 19 UK marinas and boatyards offer the best facilities, both on and off the water, for their berth holders, visitors and tenants.

2021 has been no different, with £5m spent on infrastructural maintenance and development. This investment includes £1.2m on replacing and re-decking of pontoons, providing marina users with modern, stable and anti-slip access to their boats throughout the year.

All tides access to MDL's marinas is guaranteed for another 12-months following

over £750K of expenditure on dredging, with a further £500K devoted to refurbishing the onsite toilet and shower facilities, and £400K being allocated to new plant, including forklifts, hoists and boat movers. Everything spent is linked to providing a positive customer experience.

But MDL is aware that it's people, and not pontoons, who are the key to offering a truly exceptional customer experience and the company goes to great lengths to choose the right people to join the team; talented individuals who share a passion for first-class customer service.

MDL's investment in people doesn't stop, however, once someone comes onboard,

it's a continual process across all levels of the business.

This year, £119K has been spent on staff training, from safety training and plant specific training to First Aid at Work, Powerboat Level 2 and VHF courses, ensuring that each member of MDL's team has the skills to provide a great service to berth holders as well as exemplary customer service.

And it doesn't stop there. Always keen to support staff in their career choices, MDL offers bespoke leadership and management training courses, as well as globally recognised marina management qualifications for those wishing to progress within the company.



Demonstrating the effectiveness of this investment, five out of the six new marina managers in the last year were from internal promotions.

“Our staff are our biggest asset,” says Kerry Marriott, Head of Operations at MDL. “It's the team that makes a difference as to whether we just provide a service or we provide an exceptional service, offering an amazing experience for berth holders, visitors and tenants.” In addition, MDL is investing £350K in IT systems, including upgrading the WiFi to Wi-Fi 6 across all its marinas, providing berth holders and visitors with a faster internet connection to their boats.

Developments to MDL's website, and a new CRM system, mean berth holders can renew their berthing agreements online, making the process quicker and easier. Additional services, such as visitor berthing and boatyard services, can now also be requested online.

To further improve the experience had at any of MDL's marinas, changes have also been made to the systems and processes which allow MDL's marina managers to manage the quality of the marinas and make visible improvements on an ongoing basis.

The new systems will increase efficiency and free up staff to be out and about in the

marina, spending more time with customers, vastly improving the experience and enjoyment of a visit. Kerry continues:

“The investment in IT is not visible like the investment we've made elsewhere, for example, in the new green initiatives, such as solar panels, waste management and electric charging points, but it is laying a foundation for the marinas to thrive and become even more customer centric. Everything we do is focused on enhancing the experience of our marinas for all.”

To find out more about MDL marinas, facilities and services visit www.mdlmarinas.co.uk



The leading cloud-based marina management system

Set your marina free with Harbour Assist. Use the power of the Cloud to work smarter and connect with your customers.

WELCOME ABOARD

The Harbour Assist network continues to grow, with marinas and harbours in the UK, USA, Kuwait, Dubai, Saudi Arabia and Abu Dhabi coming on board over the last couple of months. Alex Berry, Marina and Leisure Manager at Jebel Ali The Resort said "We're excited to use the system to modernise the marina processes and reduce paper-pushing."

Smarter Working

Modernising processes and reducing reliance on paper is at the heart of Harbour Assist. The customer self-service feature, Booking Request, is designed to enable online reservations for services such as visitor berths and haul-out. Early adopters have

harnessed the data-gathering potential of the feature for other customer activities, such as registration and fault logging. Fowey Harbour in Cornwall has made Booking Request central to their drive to improve the safety of paddle sports enthusiasts. The Harbour has embedded the self-service form in a bespoke web page, accessed via QR codes on signs at SUP and canoe launch locations. "We want to encourage rather than enforce registration", said Harbour Master Captain Paul Thomas, "It has to be easy for paddlers to comply - expecting them to come to the Harbour Office is unrealistic." By embracing technology, Fowey aims to improve the safety of all harbour users. "This is a great example of the adaptability of the

system," said Harbour Assist's Nick Gill. "Paddlers can use their mobile phones to register, making it easy for them and for the Fowey Harbour team."

New Features

The software continues to develop, with two new features recently released. Tagging allows users to quickly highlight records, to identify VIP customers, bad debtors, boats with dangerous cargo or invoices to chase. Plus, boaters can now choose their own language in the online customer portal - options include Arabic, French, German, Spanish and Portuguese.

Contact Nick Gill at Harbour Assist for a personal demo info@harbourassist.com



ANY DEVICE

Desktop, tablet or phone. Android or Apple. Ashore or afloat.



UNLIMITED USERS

No extra cost to connect all your team. Seasonal staff included.



ONLINE PAYMENT

Secure portal for fast online payment. Automatic reconciliation.



REPORTING

Customisable reports for all departments, downloaded to Excel.



BATCH INVOICING

Save time with batch invoicing and bulk communications.



FULL CRM

Send personalised emails, SMS, newsletters. Full customer record.



MANAGE ASSETS

Improve site H&S. Set maintenance schedules, manage defects.

Contact us today for an online demo



01208 590616



info@harbourassist.com



www.harbourassist.com

“ BERTHON

Lymington Marina Manager riding the full Tour de France route for charity

Luke Machin, Berthon Lymington Marina Manager, will be taking on one of the greatest challenges of his life after being selected to be part of The Tour 21 team for 2022.

On 24th June 2022, one week ahead of the professional race, 25 riders will form The Tour 21 team and take on the full Tour de France, route raising over £1m for Cure Leukaemia, the official charity partner of Tour de France in the UK.

Since the announcement of Tour 21, Luke has been to the home of England Football - St Georges Park undertaking fitness profiling with Game Changer Performance and the other riders on the team to ensure he is ready for the gruelling rides that await him.

A nutritionist ran him through his fuelling strategy and changes he needs to make to his lifestyle to give him the best chance of completing the route. It turns out that Luke drinks too much coffee and prefers a Snickers bar to a protein bar, but those that know Luke are aware of his love of a good coffee!

When it comes to training, there is no stopping. Winter means wrapping up in layers and getting time out in the 'chair' aka on the bike. When the weather is wet and rainy, and no one wants to go for a bike ride, it can be hard when the ride is a solitary one. The good news is the miles are slowly creeping up and is starting to feel fitter.

Luke commented, "Whilst the training may be tough, it provides me with plenty of time to think about the reason behind why I am taking part in this challenge. As soon as the going gets tough, and I start to feel sorry for myself, I remember I am lucky to enjoy good health and the things I love without any issues.

Those suffering from this horrible blood cancer, Leukemia, are not as fortunate as I am, and the money raised will go directly to ensure they get the very best care at the TAP centres across the country."

Luke continues "A special shout out should go out to everyone that has sponsored me so far - it means so much. Thanks to Shared Access who have come on board as a corporate sponsor and finally YOU - for reading this."

There is a range of corporate sponsorship opportunities available, providing your business with access to a global audience where your brand would be seen on Tour 21 kit, social media channels as well as NBC and YouTube documentaries. Please feel free to reach out to luke.machin@berthon.co.uk for further information.

To keep updated on Luke's journey visit his [JustGiving page](#) where you can view his [Strava feed](#) and track his progress www.justgiving.com/fundraising/luke-machin6



“ IS YOUR WI-FI FIT FOR PURPOSE? ”



Great connectivity is an essential part of all our lives. Whether it's checking work emails on the run, streaming content or checking a CCTV feed, we all need it - and expect it.

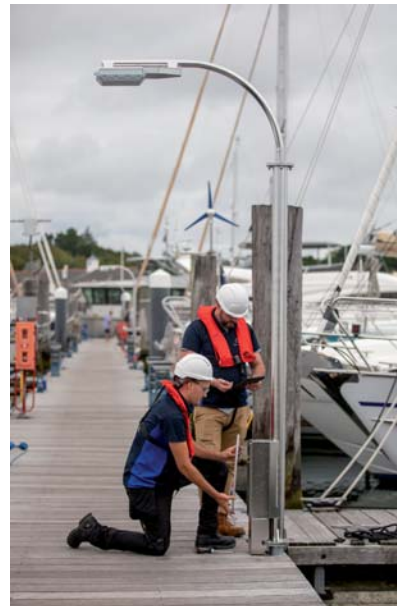
Marinas pose a unique challenge for connectivity. A standard Wi-Fi installation will not provide robust connectivity or the required capacity. A proliferation of masts that change height with the tides, often complex berth layouts, large open spaces and the physicality of the boats themselves. All these factors significantly impact a Wi-Fi signal.

Shared Access is one of Europe's leading wireless

telecommunications infrastructure companies. We deliver great connectivity in a wide range of environments, including high profile sports stadiums such as Tottenham Hotspur and shopping centres such as Dundrum in Dublin.

Our dedicated marina team use Wi-Fi 6 technology which is especially suited to heavily congested wireless environments like busy marinas.

The system handles data transmission incredibly efficiently, meaning that everyone at the marina - visitors and berth holders - is able to simultaneously access a fast and reliable Wi-Fi network. Whether it's streaming films, browsing



social media, replying to work emails or paying for goods and services, there's no drop off, no lag, even at the height of the season.

The security of the network is paramount. Each user is given a unique encryption key and Wi-Fi password which connects them to their own private network; this means that their own devices can communicate with each other, but they are kept secure from other users.

Our Wi-Fi 6 installations are built to be super flexible, so new technologies can be easily incorporated in the future as a marina's needs grow and change.

We have recently installed a state of the art Wi-Fi 6 network

at Berthon Lymington Marina. The improvement in connectivity across the whole site has created an even more fulfilling experience for Berthon's customers. And the fact that onsite transactions are now processed quickly and easily has opened up hospitality and general commercial opportunities for the marina.

As boats and marinas become 'smarter', the need for a great connectivity partner will become more evident. By funding the large capital costs required to deliver the right solution for an individual marina, we can guarantee seamless connectivity for a cost-effective annual operating fee.

This underlines our commitment to working with customers on a long term basis.

We have strategic partnerships with major property, government and sporting organisations and a portfolio of investments that includes key individual locations such as airports and tunnels.

From sophisticated Wi-Fi solutions to in-building mobile connectivity and 5G private networks, we listen, design, deliver and take care of cutting-edge connectivity for our customers.

For more information about all the products and service visit www.sharedaccess.com/marina-wifi/

MÁLAGA SAN ANDRES MARINA TO JOIN IGY MARINAS' GLOBAL PLATFORM

Following a competitive tender process, the team of Marina Málaga SAN, Ocean Capital Partners and Island Global Yachting (IGY Marinas) have been awarded a 50-year concession to develop and operate Málaga San Andres Marina. Upon its completion in 2024, Málaga San Andres Marina will consist of approximately 600 berths for vessels of all sizes, from small leisure craft to luxury yachts up to 60 meters (196 feet).

The project includes a to-be-built commercial real estate area designed by renowned Spanish architect José Seguí. The 8,000 square meter landside development will consist of entertainment, restaurants and luxury retail amenities, as well as events spaces, classrooms and a sailing school. In alignment with IGY brand standards, marina

amenities and services will include on-site parking with 400 parking spaces, crew facilities, fueling, concierge services, waste recycling and security.

The project is centrally located in Málaga, steps from the heart of the historic city, 20 minutes from Málaga Costa del Sol Airport, and 10 minutes from Málaga's train station that offers high[1]speed connections to Madrid and Andalucía's many attractions.

Consistent with the new concessionaire's commitment to environmental and social governance (ESG), the project will minimize energy consumption with bioclimatic building design, photovoltaic power generation, aerothermal air-conditioning and other systems while emphasizing sustainability. "We are excited to be a part of the Málaga San

Andres Marina project. The opportunity to bring IGY's expertise and personnel to operate and market this significant project represents a further opportunity for IGY to continue its investments in the overall development of the nautical sector of the City of Malaga," says Tom Mukamal, CEO, IGY Marinas.

"This is an opportunity to continue expanding the projects of Ocean Capital Partners as a reference company in the management of megayacht marinas and sports marinas in Spain, increasing the company's portfolio of assets under management and which we trust, will continue to increase during the remainder of the year, forming the most extensive portfolio of marinas at a national level", explains Jose Luis Almazán, CEO, OCP.

With Málaga being one of Spain's fastest-growing cities, Málaga San Andres Marina is responding to the scarcity of berthing in the Mediterranean by bringing short- and long-term berthing options to the region's inventory. The region's climate coupled with Málaga's historical beauty, cultural entertainment and international airport creates year-round benefits for berthing in Spain.



BOATYARD STORAGE EQUIPMENT FROM WORLD LEADING SUPPLIERS.

P&D MARINE SERVICES OFFER A RANGE OF STORAGE EQUIPMENT. FROM CRADLES AND STANDS, THROUGH TO DRY STACK STORAGE.

Working with world leading brands such as Tennamast, Roodberg, Mecanorem and others, P&D Marine Services can provide a boat storage solution to suit your requirements. We continue to offer an ever increasing range of boat yard storage materials. This includes our own P&D Marine Services T-form cradles and the whole range of stands and cradles from both Tennamast and Mecanorem.

MECANOREM

For the maintenance and winter storage of boats, Mecanorem offers a comprehensive range of storage equipment, designed to fit almost every type of boat. Equipment includes: trolleys, 'V' stands, cradles, mast trolleys and onboard trolleys

TENNAMAST

As creators of the award winning modular support system, designs are recognised throughout the sailing community as being the best on the market for quality, value and functionality. All cradles and props are manufactured in house by yacht cradle engineers based in Scotland.



“ TYHA SUMMER VISIT 2022

Liverpool & North Wales 17th & 18th May

Following a tour of Liverpool Marina on the 17th of May we will head over to Albert Dock where we will be given a demonstration of Waterwitch's 7.0m Multi-purpose VeriCat. After a slap-up lunch, we will travel by luxury coach to boatfolk's Conwy Marina where Jon Roberts and his team will give us a guided tour. To round off the day's trip, we will have a distillery tour and gin tasting session at Aber Falls Distillery. Accommodation and dinner will be at a local hotel.

The next day we will be meeting with Mark Morgan from Lakeland leisure and walking around Deganwy Quays Marina. A short coach trip will take us to Dinorwic Yacht Harbour where Charlotte and her team will give us a talk on the history of the harbour.

We will then visit a new member, Under the Brine at Victoria Dock. Simon operates a boatyard and marine services company which also includes Boat Recycling and Disposal. Following lunch in Caernarfon, we will travel to Holyhead Marina and hear about the damage caused by Storm Emma in 2018 and also their plans to rebuild the marina. We will then travel back to Liverpool marina to collect our cars.

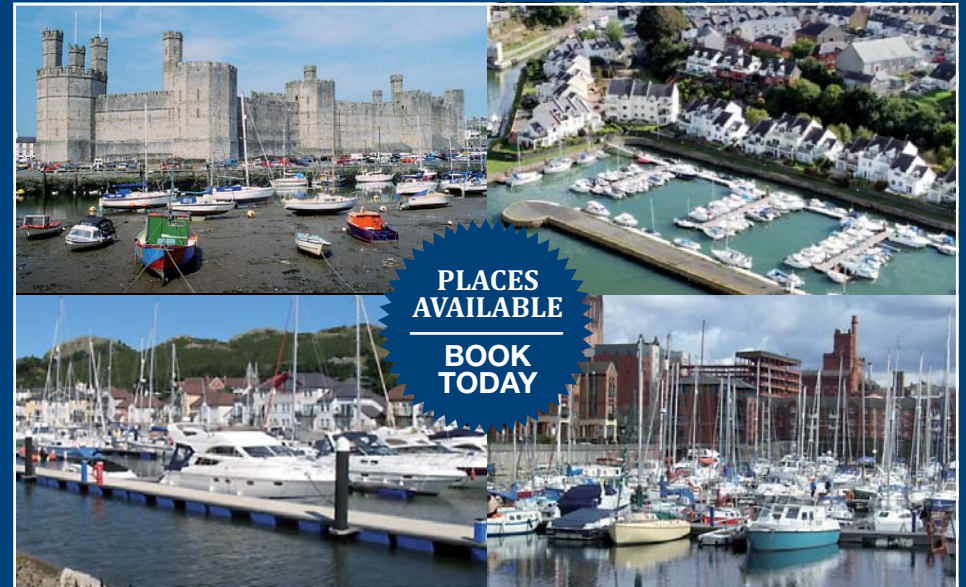
For those wishing to stay overnight on Monday 16th May, then there is a Premier Inn at Albert Dock. Please let me know if you are planning on staying and I will arrange dinner for us all. Please note that you should book the hotel and dinner is not included in the costs.

THE COST OF THE TRIP?

- Single Occupancy: £425 + VAT
- Double Occupancy: £750 + VAT

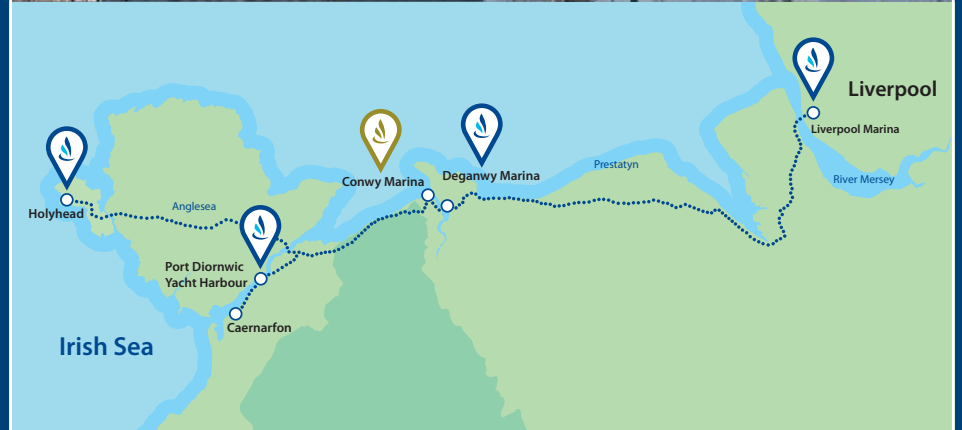
Included is coach travel from Liverpool Marina, all food and drinks and overnight accommodation in the lovely Castle Hotel.

Contact: Libby Gordon
LGordon@britishmarine.co.uk
Call: 07788 318753



PLACES
AVAILABLE

BOOK
TODAY



KINDLY SPONSORED
BY DURA COMPOSITES

I am delighted to welcome Dura Composites as this year's sponsors of TYHA's annual summer outing. Dean and his team have attended the event for many years and return this year as our main sponsor. More about Dura Composites to follow.



INLAND AND COASTAL MARINA SYSTEMS UPGRADES SAILING CLUB'S WATERSPORTS PONTOON

Working closely with Leigh and Lowton Sailing Club, Inland and Coastal Marinas Systems (ICMS) has upgraded the club's water access for a range of watersports, including sailing and kayaking.

Replacing the existing uneven and slippery units, ICMS designed and manufactured an 18m x 2.4m mixed watersports pontoon, featuring a bespoke walkway with mooring points. Located in front of the sailing

club near Warrington, the new pontoon has 300mm of freeboard and hardwood timber fendering, providing easy launch and recovery for a wide variety of recreational craft.

Topped with ICMS' GRP mini mesh decking, Leigh and Lowton's club members now have a more stable and non-slip platform for launching their boats to enjoy time on the water.

"We looked at several options to improve our launching pontoon, including doing the



whole job ourselves," says the club's facilities manager, Howard Green.

"We choose to work with Inland and Coastal as we liked their 'can-do' collaborative approach, practical help and workable, quality solution. Our members are delighted with the result. We have a great new launching area for all our boats, including our RIBs."

Jon Challis, sales manager at ICMS, comments: "By working closely with Howard, discussing the various possible approaches, particularly with regards to sourcing the pile moorings locally, meaningful savings on the overall budget were achieved. We hope that the club members continue to enjoy their new facility for many years to come."

To find out more about Inland and Coastal's pontoon ranges and unique decking options visit inlandandcoastal.com



FUEL FOR MARINAS

Fame Free Gasoil Available

Delivering to Marinas in the South of England



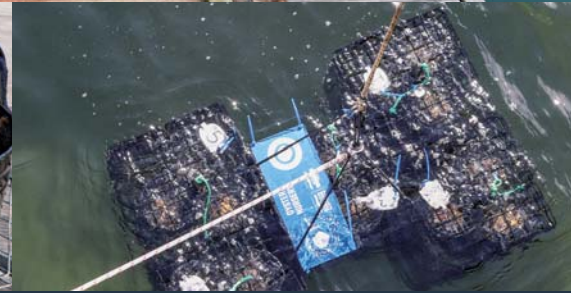
Other destinations by negotiation (please ask)



Photographs courtesy of Suffolk yacht harbour.

Marine division:
Graham Manchester
07768 443 643

Head Office:
01432 381907



“ THE WILD OYSTERS PROJECT ”

The Wild Oysters Project, a partnership between ZSL (Zoological Society of London), Blue Marine Foundation (BLUE) and British Marine aims to help restore healthy, resilient coastal waters around the UK by bringing back these ‘ocean superheroes’ from the brink of extinction. Earning themselves the title ‘ocean superheroes’, native oysters (*Ostrea edulis*) provide huge benefits to our coastal waters by helping to clean our seas and acting as an

important habitat for marine wildlife.

Across the UK wild native oysters (*Ostrea edulis*) have declined by over 95%, with the dramatic decrease due to a combination of over-harvesting, habitat loss, pollution and disease. Healthy oyster beds, however, are hugely productive and help a rich biodiversity of species to thrive. They provide important fish nursery ground habitat, supporting commercially important species such as seabass, bream and edible crabs.

Bringing conservation and industry together, the unique partnership between ZSL, BLUE and British Marine works with the marinas and boat owners to help reduce impacts on the ocean.

In 2020 the Wild Oysters Project’s partner Blue published an oyster restoration ‘how-to’ guide – A guide to oyster nurseries Handbook - for native oyster restoration following a successful restoration project in a marina.

In a unique animation The Wild Oysters Project highlights the important role oysters play in the marine environment. Unsustainable practices have impacted oysters over time but today boat owners can reduce their impact on these ocean superheroes and help native oysters to recover. Illustrated on the Blue Marine Foundations YouTube channel, small steps including using pumping stations, sustainable cleaning products and water filters on vessels. The Handbook has been designed to enable other organisations, groups or individuals to set up and conduct similar projects elsewhere and provides practical support

and instructions for establishing oyster restoration in marina environments. This includes guidance on how to assess suitability of marinas and other infrastructure and a monthly monitoring checklist.

The benefits of oyster restoration are far-reaching. Known as ‘ecosystem engineers’, oysters provide the foundation for entire ecosystems – filtering water and providing vital food and habitat for coastal wildlife. It is hoped the handbook will support and inspire other communities, NGO’s, regulators and the marine industry to establish their own oyster nurseries and expand the network across the UK.

The Wild Oysters project was awarded £1.18m by the Postcode Dream Trust. The Dream Fund, run by Postcode Dream Trust, which gives organisations the opportunity to bring ambitious, innovative and collaborative projects to life.

For further information, please visit the website www.wild-oysters.org or email [Wild Oysters Project, wild.oysters@zsl.org](mailto:wild.oysters@zsl.org)

THE COVID PANDEMIC SHOOK THE WORLD WITH MAJOR IMPACTS FOR SMALL BUSINESSES FROM 2020

Shepperton Marina fully expected, as most marina businesses, to suffer; however, we were all pleasantly surprised to see an upturn. This upturn was boating as a leisure activity, providing moorers with a safe dedicated place to visit outdoors with minimal risk. Boat sales inquiries streamed in and sales exceeded all expectations, however, the new problem was limited mooring availability.

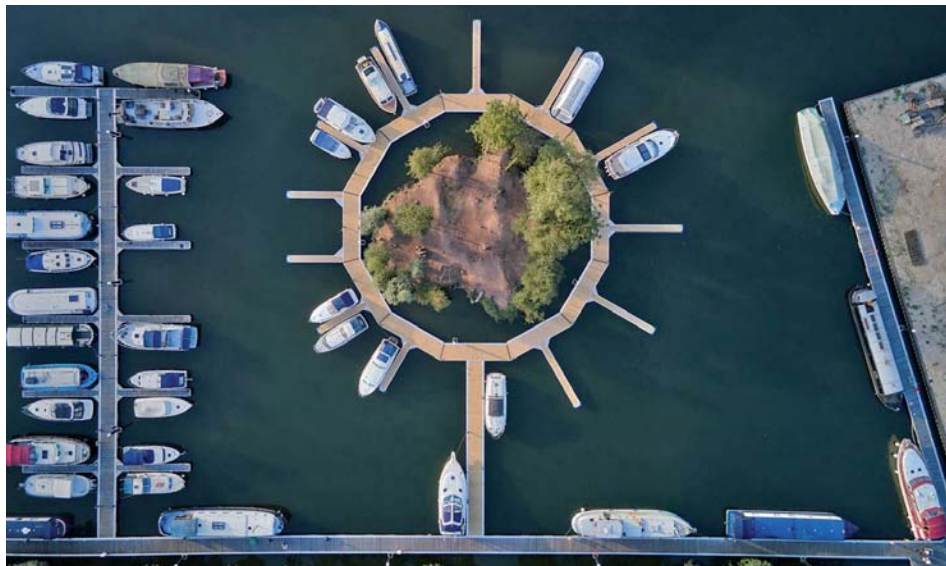
Having completed the initial opening of Basin D in 2018 and with some additional unused

berth options available, we decided the time was right to install some further moorings. Initial plans comprised of two pontoons, but these were restricted by an unpopulated small Island of trees and shrubs located in the middle of the basin. We realised what a unique, eye-catching natural area it could be, celebrating and encouraging both the natural flora and fauna unlike anything previously developed on the Thames. In collaborations with Walcon Marine and Thames Riverworks, 'The Island', which consists of a main walkway

circling the Island with finger pontoons creating our very own 'ships wheel' effect, has 26 berths accommodating boats from 6 to 14 meters.

Our plans are evolving further to turn the area into a picturesque garden, with bird boxes and reed beds surrounding 'The Island', and to encourage wildlife and nature for our customers to enjoy and marvel at this little piece of heaven at Shepperton Marina.

For more information visit www.sheppertonmarina.co.uk



YOUR ONE STOP SOLUTION FOR PONTOON AND MARINA PRODUCTS IN THE UK AND EUROPE.



THE PONTOON & DOCK COMPANY ARE LEADERS IN THE SUPPLY AND INSTALLATION OF QUALITY MARINA PONTOONS.

Part of the P&D Marine Group, we have developed strong relationships with marine suppliers all over the world.

EZ DOCK PONTOON

EZ Dock's floating, modular, composite docks and accessories offer unbeatable adaptability, exceptional performance in rough water, superior strength and durability, universal accessibility and ease of installation for marina locations.



P&D³ CUBE PONTOON

The P&D³ system can be used for both temporary and permanent installations and is able to withstand years of environmental wear and tear, being individual modules the system can be designed to flex to withstand extreme wave motion - ideal for coastal installations.



INLAND & COASTAL PONTOON

The ICMS Standard Pontoon system is manufactured from galvanised steel with polystyrene floatation blocks encased in a glass fibre reinforced concrete skin. The ICMS pontoon structure is extremely robust and offers unbeatable strength and stability.

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“ MDL MARINAS

MDL Marinas, the UK's leading marina group, has launched two exciting new berthing products which will enhance boat owners' on water experience, opening up cruising opportunities and exploration around the UK coast and further afield.

Maximising the appeal of an extensive network of beautiful marina locations, here and aboard, MDL's new Platinum Plus Otium berthing package and new Cruising Bundles offer boat owners increased flexibility to cruise between many stunning destinations, with options that can be tailored to suit their individual style of boating.

Platinum Plus Otium

For anyone looking for the ultimate marina experience, the new Platinum Plus Otium berthing package offers the most comprehensive range of boating benefits available on the market.

While enjoying Platinum berthing, boat owners receive complimentary* overnight stays at any of MDL's 18 UK marinas, ideal for summer staycations or relaxing weekend breaks onboard, as well as access to 140 stunning marinas in France, Spain and Portugal.

Plus with Otium, MDL's loyalty scheme which comes as standard with all berthing packages, Platinum berth holders will receive 5% of their berthing fee back in loyalty points which can be 'spent' on any of MDL's

services, including fuel and boatyard services.

New this year, Otium berth holders also have the option to use their points to join either the gym and spa at the Southampton Harbour Hotel at Ocean Village Marina or MDL Fitness, the new eco gym at Queen Anne's Battery Marina in Plymouth.

Other benefits of Platinum berthing include eight weeks storage ashore at MDL boatyards, 17.5% back in points on fuel and up to 22% back in points on boatyard services.

“ Introduces exciting new berthing options to enhance boating experience



“Our 2021 annual berthing packages offer more choice and flexibility over how our customers enjoy their annual berthing benefits,” says Tim Mayer, Sales and Marketing Director at MDL.

“Not only can our berth holders enjoy complimentary visitor nights at some of the most beautiful locations in the UK and Europe, they can now also use their points to purchase gym membership, boatyard services and fuel. These are just some of the many fantastic reasons that make berthing at an MDL marina a truly first-class experience.”

For anyone not an Otium member, it's free to join and start enjoying all the benefits of Otium membership.

Cruising Bundles

Not only has MDL Marinas extended its berthing options, but it's also introduced exclusive cruising bundles, created to support sailors and motorboaters who wish to venture further afield and make the most of their time on the water.

MDL berth holders and visitors with Otium can now use their loyalty points on a selection of cruising bundles, offering overnight stays in up to 160 marinas across the UK and Europe. There's a cruising bundle to suit any individual's boating and holiday plans, whether it's a staycation in the West Country or a trip along the northern Spanish coast.

Three distinct cruising bundles to choose from:

- 14-day UK Cruising Bundle – 14 visitor nights* at any of MDL's 18 UK marinas
- 28-day UK Cruising Bundle – 28 visitor nights* at any of MDL's 18 UK marinas
- Passeport Escales Cruising Bundle – Up to five nights** at over 140 marinas in France, Spain and Portugal

Cruising Bundle nights remain available for the full duration of an Otium membership offering plenty of time to experience, explore and enjoy MDL's extensive cruising network, the largest in Europe.

To find out more visit
www.mdlmarinas.co.uk/otium

To find out more about
Platinum Plus Berthing visit
www.mdlmarinas.co.uk/berthing/platinum-plus-otium

To find out more about
MDL's Cruising Bundles visit
www.mdlmarinas.co.uk/cruising-bundles

To find out more about MDL,
its marinas, facilities and
services please visit
www.mdlmarinas.co.uk

**Berthing is subject to availability. With complimentary berthing for Platinum Plus Otium berth holders, at UK marinas, initial booking is up to 30 days.*

***At European marinas, up to five free visitor nights at each of the participating marinas in the Passeport Escales scheme.*

RIVERS PROJECT UNDERWAY AGAIN AT AQUEDUCT MARINA

The COVID pandemic halted many projects over the past two years, and those that did continue did so at a much-reduced pace. Such was the case at Aqueduct Marina when work began on an important project funded by the European Regional Development Fund just before the first lockdown.

Working with partners across the EU, Aqueduct and the Canal and River Trust embarked on constructing a workboat testbed to allow various power systems to be trialled in real-world situations. The projects aims are to reduce or eliminate the pollutants from conventional

internal combustion engines. The objective is to achieve this by using Oxy-fuel combustion technology for diesel engines and capturing and storing all CO2 emissions. It is also hoped that as a result, fuel consumption could be reduced by up to 15%. The project's goal is to design, develop and integrate dedicated carbon capture and storage systems into inland waterway vessels, both commercial and leisure.

However, despite the test boat's construction getting underway some time ago, work had to stop when lockdowns were imposed; even after lifting restrictions, progress has been

slow due to supply chain issues. However, work on the project, including vessel adaptations, has commenced with a tilt test recently taking place at Aqueduct Marina.

As well as undertaking the practicalities of the preparatory work, progress has also been made on the funding and timeline of the remainder of the RIVERS project. Funding is now all in place to complete this project by December 2022. With that in mind, the team at Aqueduct are on track to complete the work on the boat by April 2022. This will then allow enough time to fit all of the testing equipment. This equipment has arrived at the workshops in Cheshire in preparation for installation onto the testbed boat.

With the world's attention focused on the COP26 conference over recent months, it is timely that this important work is underway once again. The hope is that it will help develop new modes of propulsion and the capture and storage of carbon and other damaging gasses. Hopefully, these developments will eventually see their way into mainstream use in the not too distant future.

To find out more about the project visit the website www.aqueductmarina.co.uk



Base Marine
Making a WISE choice



This 16 Wheeled Monster is equipped with our renowned multi-mode steering system. So while it may be a big machine, it can still maneuver in the tightest of spaces.



“
PREMIER
MARINAS
SHOWCASES
GREEN
TECHNOLOGY



activated carbon bed to remove trace elements. Water is also dosed with hydrogen peroxide and treated with UV light to kill residual bacteria”.

“The treated water contains copper and zinc with concentrations below 2mg/l and suspended solids of less than 100mg/l and can be reused for pressure washing. This is a considerable reduction from the incoming wash water, which can have copper and zinc levels above 2000mg/l and solids contents of over 20,000mg/l. The system is designed to accommodate an average of 10 boats a day with an annual pump out of solids.”

Premier has also commissioned FiltaBund to retrofit the wash down system at Chichester Marina. This system is already in operation and Premier has a long-term plan to install this new equipment across all of its sites where waste water is not routed into the main sewer system.



This investment programme goes above and beyond industry standards and Premier is proud to operate ten award-winning marinas on the South Coast, each with fully serviced boatyards as part of its offering - services available across all locations include lift, high-pressure wash, and block-off and re-launch.

Noss on Dart Marina’s £75m redevelopment has reached a number of milestones in the last year and this month one of the most significant green infrastructure components was installed. Central to the new boatyard facilities, this revolutionary boat wash-down water recycling system demonstrates Premier Marinas’ commitment to investing in the

latest environmentally friendly equipment and developing sustainability best practices.

A substantial investment for the organisation, it operates a closed loop system meaning all debris and water run-off is collected, filtered through a three stage filtration system and recycled when a boat is lifted out for a high-pressure wash. This water is then stored in a holding tank ready to be

recycled and used again for the next wash down. This ensures that no chemicals end up in the River Dart. Designed and manufactured in the UK by FiltaBund, specialists in wash water collection and processing equipment for the marine industry. Director, Nathan Hewitt explains the benefits of this new system: “The Marine Wash Water Recycling System is based on 12 years of research and

development. Our system is able to deal with copper, zinc, marine debris, silt and various proprietary additives contained in the paint. The process starts by removing large marine debris and paint flakes through bag filtration, followed by coagulation and settlement of free-floating particles. PH is then adjusted to precipitate soluble copper and zinc and the resulting cleansed water is passed through an



NEW DRY STACK NEARS COMPLETION AS PART OF NOSS ON DART'S £75M REDEVELOPMENT

Premier's Noss on Dart is now taking bookings for its dry stack facility which will open in March 2022. The brand new dry stack facility will accommodate boats up to 9m; providing boat owners with a flexible and cost effective alternative to 'wet' berthing in the marina.

The new facility can accommodate up to 100 boats meeting the high demand for small boat berths in the marina. It's expected to be popular amongst RIB and motor boat owners wishing to maximise time out on the water on the beautiful River Dart.

Customers can request their boat to be launched to the marina

via the Premier Marinas App 7 days a week (subject to a minimum of 2 hours' notice and daily tidal constraints) A brand new specialist marine forklift will operate to lift boats gently from the dry stack and launch safely into the marina where it will be ready on a waiting pontoon for immediate use. When returning to the marina, boat owners simply leave their vessel on the waiting pontoon where it will be lifted ashore, washed off, and stored safely until their next visit.

Annual dry stack berth holders benefit from unlimited boat lifts and retrievals and they will also enjoy Premier's unrivalled benefits package - Premier Advantage. This includes

Sea Start membership, fuel at cost, 42 visitor nights at Premier's ten first-class marinas, Loyalty Reward credits and discounts with Premier Self Store.

"Noss on Dart's redevelopment is really picking up speed," said Andy Osman CMM, General Manager. "The new floating marina with 232 fully-serviced berths was completed in the summer, our first tenants moved into the first of two new commercial buildings last month, and our new boatyard and dry stack are both due to open in the spring."

"We are excited about opening the new dry stack service at Noss on Dart. Dry stack berthing has some proven advantages; with lower maintenance costs, little or no fouling and a safe, secure storage system to accommodate the boats while ashore."

Noss on Dart's brand new full-service boatyard includes a new hoist dock and a 75 tonne hoist for boat lifts - the largest on the river. With deep water access the boatyard is also set to open in spring 2022.

For further details of the £75M redevelopment visit: www.premiermarinas.co.uk-Marina-locations/Noss-on-Dart-Marina/Development



YOUR ONE STOP SOLUTION FOR MARINE CIVILS AND MARINA REFURBISHMENT IN THE UK.

P&D ENVIRONMENTAL OFFER A BROAD RANGE OF INLAND & COASTAL CIVIL ENGINEERING SERVICES.

MARINE CIVILS

We have a vast range of experience within the inland and coastal marine sector, from servicing pumps and sluice gates to installing sheet pile cofferdams or reconstruction of stone bridges, weirs and revetments.

COMMERCIAL & DIVING WORKS

P&D Environmental also offer a range of diving services from underwater surveys and inspections to installing grout matters and underwater cutting and welding. We operate from a wide variety of barges and craft to suit the requirements of the works and environment.

MARINA REFURBISHMENT

Working alongside the branches of the P&D Marine Group, P&D Environmental offers complete marina refurbishment and are able to run the full program of works. From initial concept to installation of pontoon and accessories including electric, water and pedestal setups.



“ PICK A PIER

Is Launching Anticipated Popeye® Sail Club

The leading online platform that connects boaters and marinas is becoming even stronger with the launch of Popeye® Sail Club. Popeye the Sailor Man, the tough, loveable seafarer from the comics is now more helpful, more intelligent, and even stronger with technology – the perfect mascot to champion an international sustainability initiative.

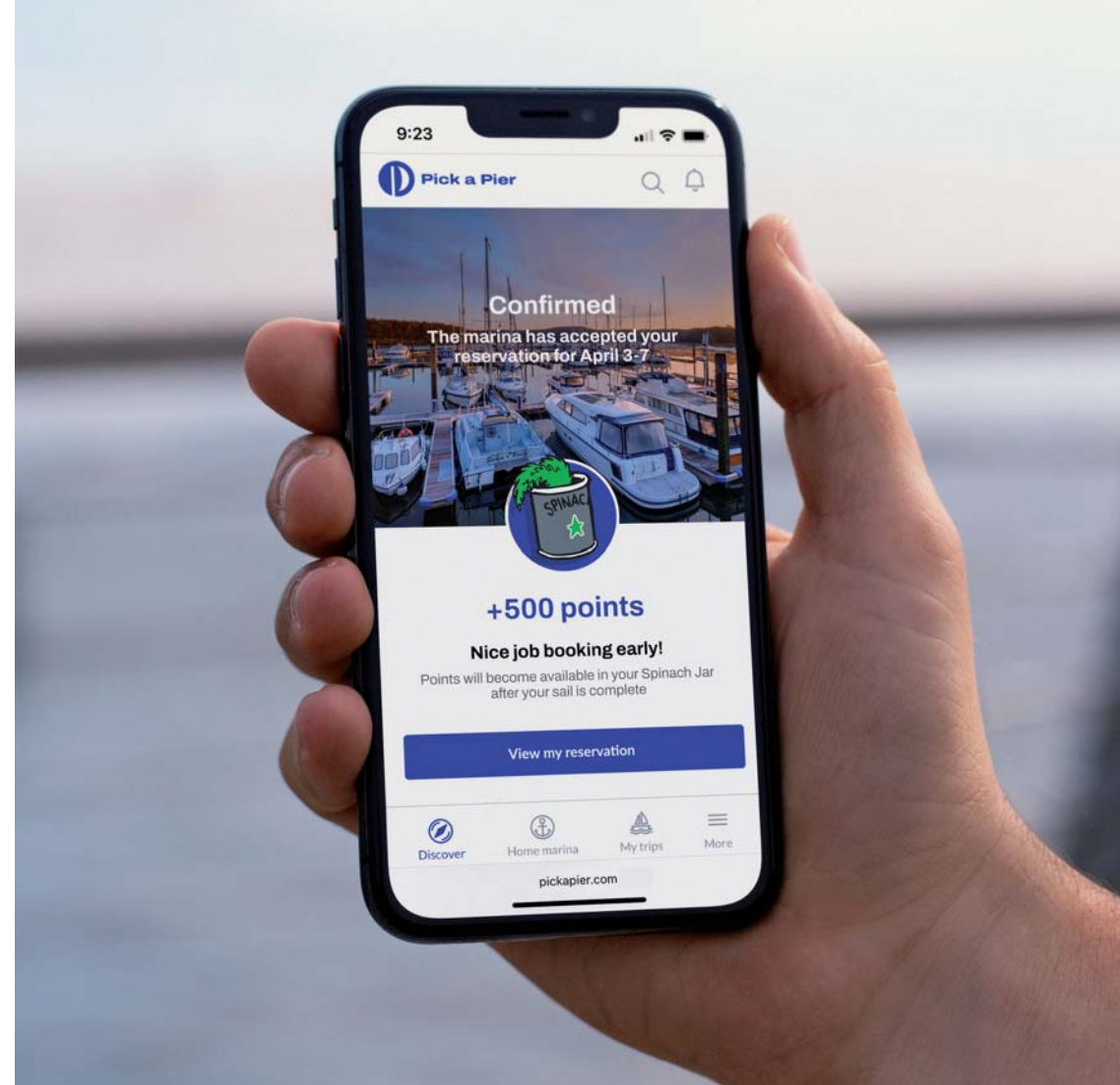
With today's crowded marinas, guaranteeing a berthing spot ahead of time is reward enough. But with a Popeye® Sail Club membership, boaters will be further rewarded for those advance reservations.

Boaters can book a berth with priority access at some of the most sustainable marina destinations and get points for every transaction. They'll also get points for reporting that their own berthing space will be vacant when they sail away from their home marina. The programme encourages boaters to plan ahead by giving up to 3 times the points on early reservations.

Points can then be redeemed for discounted reservations and other marina services. On top of that, Pick a Pier will have special offers and promotions just for members that make points even more worthwhile.

“We are extremely proud of this one-of-a-kind programme. Popeye® Sail Club is taking the Pick a Pier experience one step further. The club is designed for the most passionate boaters, empowering them to easily sail in a more sustainable way – and rewarding them along the way,” explains Idan Cohen, CEO of Pick a Pier.

Pick a Pier is already helping many Gold Anchor-certified marinas optimise their resources without compromising the environment or creating more work for their staff. Allowing marinas to do more with what they have increases their revenue potential while also further



improving their customer service.

The initiative pushes Pick a Pier's proven sharing economy principles that promote better use of existing resources and sustainability to another level. But working with marinas and incentivizing boaters to plan

ahead to increase sustainability is just one piece of the puzzle. In partnership with Blue Flag, Pick a Pier will ask that new boaters take the Sustainable Boating Pledge and adhere to eco-friendly practices at sea and on-shore.

Popeye® Sail Club is launching by invitation only this spring and boaters at participating marinas will be the first to get their exclusive membership. Other boaters can be added to the waitlist at www.popeyesailclub.com

“ The eco-friendly boater loyalty programme



INTERMEDIATE MARINA MANAGERS COURSE 26TH – 29TH MARCH 2022: DUBAI, UAE.

British Marine and the Marina Industries Association (MIA) are jointly holding the internationally renowned Intermediate Marina Management Course (IMM) in 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 marina team leaders, supervisors and dockmasters who have had at least one full year of experience working at this level.

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MARINATROLLEY MONTHLY EQUIPS NEW MARINAS WITH ITS PREMIUM TRANSPORT SOLUTION



The strategy of the company is sticking to its proven concept and making it truly international. "The beauty of this market is the universal needs of sailors and marina management all over the world. Our concept is proven and appreciated and there is no need to change it" says managing director, Henrik Østerhaab.

MarinaTrolley is hand-crafted in Denmark from high quality electropolished stainless steel. Its materials, minimalistic design and grid bottom makes it maintenance-free even in salty surroundings. The air-filled tyres make it unsinkable and the coin lock helps bringing it back to the designated parking place.

The product has a proven track record in most Danish marinas and has proven to sustain the rough weather, wear and tear. Trolleys produced in the 90's are still in use!



Each trolley is uniquely tailored with the marina name cut out to prevent theft.

“The company has its demotrolley ready for this season’s upcoming boat shows and for sending to marinas that want to see the product first-hand.”

In the past year, MarinaTrolley has supplied into 15 harbors and marinas – mostly in its home market Denmark, but increasingly internationally.

This family driven company with an unchanged product dating back to 1993, has in the past year expanded its presence in Germany and a delivery is now in production for Spain.

“I am proud and humbled to see that our trolley will now also serve sailors in Spain”, commented Per Østerhaab, the founder and senior owner in the company. “It is 29 years since launch and my first customers are still using their first trolleys” he added.



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For more information about the Gold Anchor and Clean Marina Scheme, please contact Hayley Cloke at hcloke@britishmarine.co.uk.

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