

Fore and Aft

and

M A G A Z I N E



T H E Y A C H T H A R B O U R A S S O C I A T I O N

ICOMIA
World Marina
Conference

MOTY
Awards
2023



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Jon White
TYHA General Manager

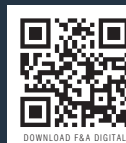
It's been a busy quarter for the TYHA team which has provided us the opportunity to connect with members from many of the 29 countries in which we operate; virtually without exception the feedback on occupancy and activity in marinas is positive. Inevitably members are encountering local operational issues that need attention however the two key recurring issues across our membership are decarbonisation and recruitment and retention of staff. These two focal issues were discussed at length at the recent World Marina Conference in Vilamoura, Portugal which I was pleased to attend.

Shortly at METS, ICOMIA will launch 'Propelling Our Future: Pathways to Sustainability in Recreational Boating' which our industry is eagerly awaiting. This research will present a global blueprint for marine manufacturers, governments and boaters to further reduce carbon emissions in the near-term while paving the way for additional long-term solutions. Once launched we look forward to sharing this with TYHA members. Undoubtedly marinas will have to adapt to cater for more sustainable propulsion systems, which will be challenging but doable. Ensuring that we have the human resource needed to deliver all marina services may be equally as difficult. Leisure marine associations globally are considering how our industry could more effectively recruit and retain key personnel. From a marina perspective recruiting and retaining marine engineers, boatyard and other skilled staff appears to be a growing challenge. But why? Although other industries may pay more, a career in leisure boating is fulfilling as we all know

and we need to work hard to communicate this to potential employees and sell the benefits.

For those who have committed to our industry we need to be focussed on motivating our teams and providing high quality training is an essential component of this. That's one reason why I'm a great supporter of the IMM (Intermediate Marina Manager) and AMM (Advanced Marina Manager) courses. It's been a pleasure for me and others to have recently helped deliver these courses and see the positive effect they have on course delegates, one of whom was my colleague Hayley who benefited greatly from the learning outcomes and the new network that she has connected with through her IMM course.

With those thoughts in mind, I'll leave you to enjoy this edition of Fore & Aft which I hope you find informative and useful. With my seasonal best wishes.



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Hayley Cloke

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THE GREEN BLUE - SPOT THE ABANDONED BOAT



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Front Cover: IGY Portisco Superyachts

F&A December 2023 / Volume 41 / Issue 04

F&A Magazine - Published Quarterly: The publication of TYHA, the trade association for marinas and suppliers striving towards best practice within facilities and marinas worldwide. If you would like to unsubscribe to F&A magazine please email 'unsubscribe' to hcloke@britishmarine.co.uk or contact us by phone on +44 (0) 7923 227693.

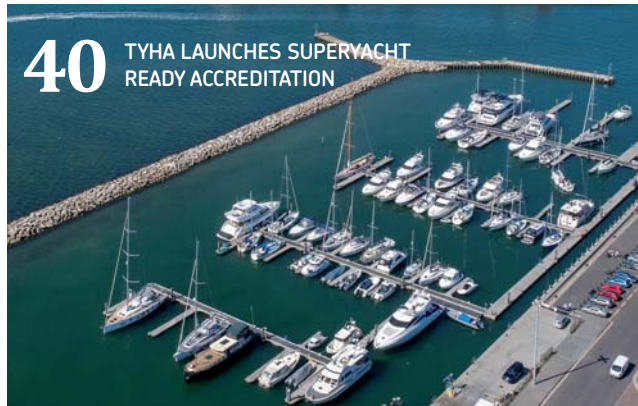
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TYHA LAUNCHES SUPERYACHT READY ACCREDITATION



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WALCON PONTOON TOP TIPS



Employee OF THE YEAR

As the winner of TYHA's prestigious Marina Employee of the Year 2023 I am both honoured and delighted, although I believe it is also a reflection of how well our whole team here at Kip operates, rather than just me (although if Gavin the boss is reading this, it was all my effort!)

At Kip Marina we have the unique history of being a family-owned company, the first marina in Scotland, and with some of our current customers having been with us for approaching 50 years, we have grown along with them and their families, establishing long term relationships.

We also have many 'generational' customers who were introduced to Kip by relatives and friends and who are now, in turn, bringing their families and friends to enjoy the facilities we offer as Scotland's premier marina.

Our customer service ethos is based on this 'family' approach and is an essential part of how we deal with our customers - both long-standing and new to Kip - and I believe this is reflected in the positive feedback that we receive, the returning customers and indeed this much appreciated TYHA award.



Ian, Dan and Gavin from Kip Marina

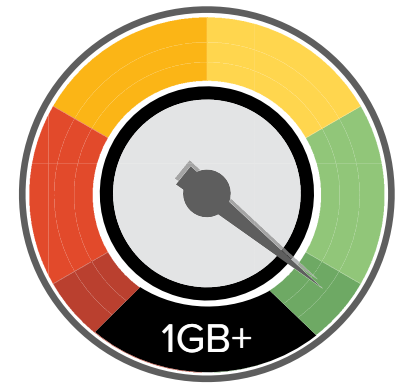
We work hard to always maintain a high level of service here, from selling that original berth to supporting our customers throughout the rest of their boating lives and we always try to be approachable for any questions or problems our customers may have, or even just for a chat about the weather or the latest news. Communication with our customers is imperative and helps us keep them included and always informed.

From our team's side, we believe listening is vitally important and we make sure our staff understand that it is very difficult to help or resolve any queries or enquiries without making the time to listen to our customers. I believe this creates a mutual understanding and provides a solid building block to work from and create good relationships. Overall, I believe happy customers make for a happy team and at Kip Marina this is always visible with all our employees enjoying their work alongside our customers.

Both myself and the team here at Kip Marina would like to extend our thanks again to everyone that voted for us during the TYHA Marina Awards 2023 and congratulate all the winners in each category.

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ADVANCED MARINA MANAGERS COURSE 5-9th February 2024, Plymouth - UK

British Marine presents the internationally renowned Advanced Marina Management (AMM) School in Plymouth.

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 and evening classes and discussions.

Places will be strictly limited, so early registration is advised. To ensure a wide mix of delegates, no more than two people from the same marina organisation can attend the course. The course will be taught in English.

Applicants must have a minimum of three years' relevant management experience. British Marine will assess the application against this requirement.



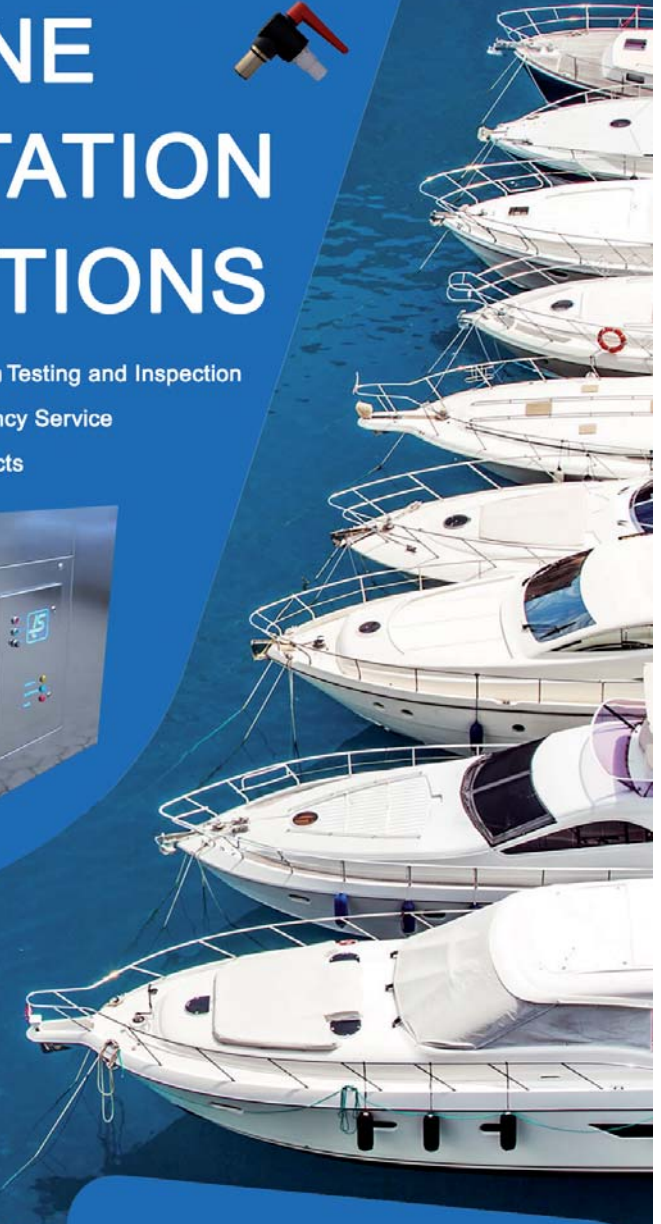
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“savvy navy launches next generation boating navigation app

The popular boating navigation app – often referred to as ‘Google maps for boats’ – has kicked off this year’s boating season by rolling out savvy navy V2 in more than 100 countries across the globe.

The team behind savvy navy has worked hard on the new and improved app by integrating ongoing feedback from its boating and watersports users.

Key features of savvy navy V2 include:-

• Navigation mode

The new handy Start button takes you to a new navigation mode that automatically records your track and saves it in the

Saved section. This new travel mode is dynamic and adapts to your actual course and position by instantly replotting the route and updating the ETA if you deviate. It gives you easy access to information like COG, speed, elapsed time and distance as well as a shortcut to the weather forecast. If you’ve planned a route, savvy navy will show you the corresponding CTS, upcoming manoeuvres and ETA. You can even choose between a 3D view with the heading up or stick to the classic 2D view with North up.

• Anchor Alarm Upgrade

The anchor alarm has had a serious makeover and you now have full control over your swing zone right on the savvy chart™. Set the simple circle shape or

choose a sector for special conditions with ease. If you drift outside the ‘safe area’ you’ve defined, savvy navy will let you know with a loud alarm

• Clouds and Rain Overlay

Users can stay one step ahead of the weather with savvy navy’s new clouds and rain overlay feature. Zoom out for a broader view and get an idea of cloud coverage and precipitation intensity.

• Wind Gust

It’s now easier to see what the weather will truly be like with the addition of wind gusts with an easy-to-view graph within the weather section of the app. View the changing graph colours and heights to get an idea of gust strengths throughout the day.

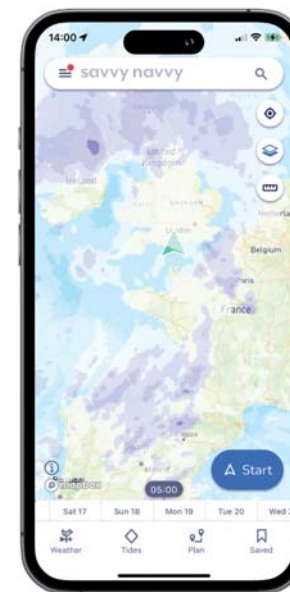
Marine technology company savvy navy has rolled out the next generation of its all-in-one navigation app with enhanced reliability, greater speed and a smoother user experience than ever before alongside some slick feature upgrades.

“Our core philosophy of being smart and savvy is to go beyond just mapping and navigation and solving real user problems. We are excited to release our new and improved app, which not only improves some speed and performance issues by integrating native technologies, but also gives users unique cutting-edge functionalities making boating simpler and safer for everyone.

We recently passed one million app downloads, but continue to develop and are already focussing on next steps - shortly adding more long-awaited features such as AIS and much more,” says Jelte Liebrand, CEO and Founder of savvy navy.

User feedback has already started coming in, with app store reviews saying savvy navy V2 is “Simple and intuitive to use, a very simple navigation app that does a better job than some of the expensive chart plotters” and “the perfect app for leisure sailors whether you stay close to home or venture further afield”. Earlier this week savvy navy won ‘Marine Business of the Year’ out of more than 350 entries at the prestigious British Marine Trades Association Awards Dinner, which recognises and celebrates successes in the UK leisure marine industry.

savvy navy is available on Android, IOS, PC and Mac and can be used on multiple devices simultaneously. To find out more or download the next generation savvy navy app visit www.savvy-navvy.com/v2



• Clouds and rain overlay



• Anchor alarm



• Route planning

INNOVATION INSPIRED BY NATURE



Introducing a digital reef within the Maritime Ecosystem

Humans have always learned from nature and have looked at nature for answers to problems throughout their existence. Vessconn Maritime's, an industry start-up, intellection follows the same set of principles thus making nature as its mentor.

Vessconn Maritime seeks to promote and strengthen the community using its own secure digital platform "Vesconet" – a cloud-based digital neutral web integrated platform which acts like a natural reef, built by industry insiders, to empower the community with tools which will automate the processes of both identifying and engaging suitable providers, who make up the operational eco system for the vessels of all types and sizes. Thereby, allowing for a cost-saving and time-saving impact felt across the sector. Vessconn Maritime is helping connect service seekers with service providers offering greater transparency for both entities by facilitating the freedom to connect and exchange proposals with verified companies,

bypassing alternate channels and offering a competitive advantage to all clients. For requestors, the platform simplifies the selection process by removing time-consuming repetitive tasks and connecting the user directly with pre-vetted providers on demand. For providers, the platform enhances business opportunities by connecting them directly with users. Suppliers, training and education providers and maritime-based solutions experts can showcase their services through a worldwide network that connects them with global and local partners. Vessconn works with providers of marine services, supplies, training to increase their visibility and reducing the likelihood of missed opportunities. The platform is fully cloud-based, meaning there is no need for software or hardware installation.

Vessconn Maritime is founded by Vikrant Bharat, a Master Mariner, who previously spent many years at sea and working ashore and is of the opinion that industry has seen a pervasive waste of tangible and non-tangible resources due to inefficient processes which leads to unnecessary operational costs which in turn make an impact on the profits. As a result, there has been a rapid growth in devising innovative design approaches and solutions to counter these problems. Our focus is to seek cooperation on the improvement and further development of an existing chain and relationships for the benefit of the whole community

where no one size fits all. Like a reef which covers less than one percent of the ocean floor; but supports an estimated twenty-five percent of all marine life, our vision is to establish a digital reef of maritime providers of services, supplies and training. A network not unlike the ecosystem we see first-hand in our seas, our initiators and facilitators rely on each other to sustain our industry and move us forward. "Some would say its biomimicry I would call it Innovation inspired by nature".

Main goals for 2024

The plan is to evolve the model further on the principle of One-way Multisided Platform to cause a network effect as it attracts multiple users to become the part of the reef. We are collaborating with high grade data solution companies that are helping us to unlock innovation and eventually to provide with AI tools that would revolutionise the entire supply & chain model within the industry.

The platform shall then create value by facilitating interactions between different groups of the same niche market as oppose to every group working in silos.

Recognising our oceans are the lifeblood of the marine industry, Vessconn has pledged support to the marine charities working to preserve our oceans. To nurture and build trusted connections within the maritime sector and support the wellbeing of our global, fast growing industry, join our community. Make an impact.



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AVALON PAY PARKING APP FOR BOATS

Avalon Pay has partnered with leading international harbours to build a dedicated 'parking app for boats'.

Avalon Pay allows skippers to make self service payments through an integrated system. Skippers can pay for facilities such as visitor berths, slipway launching and harbour dues using their smartphone, upon arrival, without needing to call the office, download an app, or register for an account.

"In many harbours, marinas and yacht clubs, skippers are still paying for facilities manually", said Tim Watkins, director at Avalon Pay, "The existing process often requires skippers to call or visit the harbour office or

even wait for a member of staff to approach them" Tim added.

Avalon was pioneered and developed in partnership with Cowes harbour. After the successful launch on Town Quay pontoon and Trinity Landing over the summer, it is now being rolled out to other harbours on the south coast. "Cowes Harbour had identified that visitor mooring payments were not user-friendly, therefore Avalon Pay's system has brought them into the digital age", said Tim Watkins. "After talking to other harbours on the south coast it has become clear that many mooring and slipway operators have been looking for a way to modernise their processes but there was nothing available to them 'off the shelf'."

Avalon Pay has built a state-of-the-art payment system that allows skippers to scan a QR code upon arrival, register a few key details such as vessel type and size, and then pay using Apple or Google pay.

"The process is allowing skippers to pay within 60 seconds, from anywhere, at any time of the day. The payment experience has been streamlined which means we are seeing much higher payment rates and improved revenues for harbours", Tim continued "The harbour office is no longer receiving large call volumes or queues of people waiting to pay for facilities, so the reduced pressure on staff at the busiest of times is also a huge benefit".

When making payment the skipper takes a photo of their vessel. The harbour office and patrols get a live view of who is paying, where and for how long. This has allowed patrols to accurately monitor who is paying and interact with water users more productively.

"We are a data company by nature and our experience is allowing us to harness the wealth of information collected through the payment process to assist harbours in optimising their operations, revenues and interactions with their customers." Tim added.

Avalon Pay is excited to help more harbours and marinas to streamline operations and optimise processes when it comes to collecting payments from water users.

For more information visit the website www.avalonpay.co.uk



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“Premier Marinas

Leading the Switchover to Hydrotreated
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Premier Marinas has become the first UK marina group to make the switch to using HVO fuel in boatyard plant machinery and equipment.

HVO is a low carbon drop-in diesel replacement fuel made from 100% renewable waste, residue and vegetable oils. It can be used across a range of applications and industries and is fast becoming a major player in helping achieve the UK's net-zero goals.

Premier Marinas has been trialling this fossil-free alternative to diesel in their 25-tonne WISE boat hoist and 15-tonne boat mover at their Southsea Marina for over 12 months.

Gosport Marina's specialist boatyard Endeavour Quay has also seen successful trials of HVO on its 180-tonne WISE travel hoist, 40-tonne Alto self-propelled boat mover, 40-tonne Terex mobile crane, New Holland tractor and three forklifts.

Each Premier Marina has a full-service boatyard facility and now, Premier, is confidently rolling out HVO usage across its ten South Coast marinas, having invested in new dedicated fuel infrastructure to support the roll out in all plant machinery and equipment.

HVO reduces greenhouse gas emissions by up to 90% which allows Premier Marinas to significantly reduce their carbon footprint. It also significantly reduces NO_x (Nitrogen Oxides) emissions and PM (Particulate Matter), providing improved air quality for employees and others in and around the site.

CEO Pete Bradshaw is proud that Premier Marinas is driving the change to adopting more environmentally friendly fuels:

“We aim to control our direct impact on the environment and take account of all aspects of our operations and that of our supply chain to enhance our sustainability performance”.

Premier Marinas makes this commitment to switching to HVO as part of their bold ESG strategy to reach net zero carbon emissions by 2050 from both their own business operations as well as that of its supply chain.

To find out more visit
www.premiermarinas.com

NEW TYHA MEMBERS



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One of six North/South Implementation Bodies established under the British-Irish Agreement of 1998. It is the cross-border navigational authority responsible for the management, maintenance, development and promotion of over 1000 km of inland navigable waterways.



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Discover Find a Marina at Southampton International Boat Show 2023

We're thrilled to share the success of organising and delivering the Find a Marina stand at this year's Southampton International Boat Show (SIBS). It provided our members with an excellent platform to showcase their marinas and products to both boating enthusiasts and marine industry professionals.

Exciting design changes brought a new vibrancy to the stand. A striking high-level centrepiece significantly extended visibility and the eye-catching water design flooring became a talking point among attendees. The stand not only attracted attention but also generated a strong daily influx of high-quality berthing inquiries.



Moreover, it served as an exceptional space for exhibitors to meet and engage with existing customers.

To elevate the business-to-business networking experience, the TYHA team collaborated with Inland and Coastal Marina Systems (ICMS). Together, we organised a series of expert Hub Talks at the end of each weekday, well-received by attendees. Additionally, the daily networking drinks, generously sponsored by ICMS, provided a perfect setting for valuable interactions. Our exhibitors on the Find a Marina stand experienced increased daily interactions, thanks in part to the Marina Projects team. They shared delectable treats from different regions of the country, fostering

connections among exhibitors – not the best for the waistline, but certainly a delightful experience!

Following tradition, TYHA hosted the Marina Awards on (big) Wednesday, sponsored by Haven Knox Johnston. The renowned stand party that followed, despite stormy weather, drew a substantial crowd of members and supporters. Special thanks to IGY Marinas for generously providing the party drinks (and the dedicated team who served them) for a memorable evening of networking.

Looking ahead, the TYHA team is excited about further developing the Find a Marina stand at SIBS in the coming years. We eagerly anticipate welcoming back existing exhibitors and extending a warm welcome to new participants on this unique platform. Join us as we continue to create lasting connections and showcase the best of the marina experience at SIBS!





Reach over 300,000 potential customers with British Marine 'Find A Member'

Reach more customers with British Marine's new and improved 'Find A Member' service. Login today and update your details.

One of the many benefits of being a British Marine member is the dedicated member listings page called 'Find a member'. Here members can showcase their business, their products and services to over 300,000 potential customers.

It's now even easier to update your profile. The new and improved 'Find a Member' page continues to list all the relevant contact details, social media platforms, logo/image, an overview of the organisation, the affiliated regional and group associations you belong to and, most importantly, the specific categories of activity of each member.

British Marine have amended the category fields and request that members log-in and re-enter their business category tags as unfortunately all historic ones had to be cleared. It is important that these fields are correct to ensure that when customers are searching for a particular service, your business comes up.

There are hundreds of different tags that you can select, so no matter how unique your activity, you should be able to find the right one for you! There's no limit to the number of tags you can apply to your business, but remember, if you add a tag which doesn't reflect your business activity, it can negatively impact the search results, wasting time for your customers and yourself.

However, to ensure your details are correct we need your help! We are asking all members to login to their organisations profile and make sure all their details are up to date.

1. Visit www.mymembership.britishmarine.co.uk and click on the edit organisation button
2. Add your logo and social media information
3. Change the address customers see on the website
4. Update your organisation contacts

Login today and make sure your details are up to date. Keeping your profile up to date will drive the right customers to your profile and ultimately to your business.

1. Reach over 300,000 potential customers!
2. It takes just a couple of minutes to update your business profile
3. Update your profile today! Visit:

www.mymembership.britishmarine.co.uk

If you need any further assistance or would like to discuss how British Marine can support your business objectives, then please do not hesitate to contact membership@britishmarine.co.uk



Marina and Boatyard Operative Level 2 Apprenticeship

Marine Society and Sea Cadets is a government registered training provider serving the needs of marine leisure and maritime employers. We can support you with your staffing and training needs through this fully funded apprenticeship programme*. Training is delivered onsite with occasional release to one of our training centres.

Trainee operatives follow an 18 month tailored programme and choose one optional specialism from either; chandlery, fuelling, rigging or lock and bridge operation. We can promote your vacancy through our network of more than 400 Sea Cadet units.

Successful apprentices gain a nationally recognised level 2 qualification and can progress into seagoing or shoreside roles.

For an initial discussion call us on 020 7654 7034 or email learning@ms-sc.org

*employers pay a 5% contribution of £1000



Marine Society and Sea Cadets is a registered charity No.313013



INTERMEDIATE MARINA MANAGERS COURSE
4th-7th March 2024 Dubai, United Arab Emirates

British Marine, in conjunction with the Global Marina Institute (GMI) presents the internationally renowned Intermediate Marina Management Course (IMM).

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.

Leading speakers will present a wide variety of topics including:

- Leadership Development • Health and Safety • Budgeting and Accounting
- Environmental Management • Maritime Law • Customer Service

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 and evening classes and discussions.

The cost of the Course is:

British Marine member

£1,750 + VAT (£2,100)

Overseas TYHA Member/MIA member

£2,100

Non-British Marine member

£2,215 + VAT (£2,658)

Non-British Marine Members (outside UK)

£2,658

This fee includes the course fee, lunches, 2 x course dinners, course notes and field trip. Places will be strictly limited, so early registration is advised. To ensure a wide mix of delegates, no more than two people from the same marina organisation can attend the course. The course will be taught in English.

FURTHER INFORMATION: Call Kitty Judd –
07923 250650 or kjudd@britishmarine.co.uk



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“ Highlights from The Yacht Harbour Association Marina Awards 2023

Celebrating Excellence at the Southampton International Boat Show
Sponsored by Haven Knox-Johnston

In an exciting and well-attended event at the Southampton International Boat Show on September 20, The Yacht Harbour Association Marina Awards 2023, sponsored by Haven Knox-Johnston, took centre stage, revealing the crème de la crème of marinas around the world. The ceremony, attended by representatives from many of the 200 Gold Anchor accredited marinas, showcased the

exceptional dedication and service offered by these maritime yacht havens. TYHA Chairman Steve Arber, along with Paul Knox-Johnston of Haven Knox-Johnston and TYHA General Manager Jon White, led the proceedings. The awards, voted for by berth holders, aimed to honour marinas that surpassed expectations, delivering outstanding quality and service to their berth holders and visitors.

Jon White, TYHA General Manager, expressed delight at the overwhelming turnout, emphasising the awards as an opportunity to recognise marinas going above and beyond. “These awards are voted for by berth holders and celebrate the very best marinas both in the UK and overseas,” he stated.

Eight prestigious and beautifully crafted awards were presented, with winners and runners-up taking the stage to

Marina Awards 2023 Finalists

TYHA, Sustainability Award

Winner Hasler Marina - boatfolk

TYHA, Coastal Marina of the Year Under 250 Berths

Winner Emsworth Yacht Harbour
Runner up Poole Quay Boat Haven

TYHA, Coastal Marina of the Year Over 250 Berths

Winner Royal Quays Marina - boatfolk
Runner up Kip Marina

TYHA, Inland Marina of the Year

Winner Campbell Wharf Marina
Runner up Shepperton Marina

TYHA, International Marina of the Year

Winner Marina de Vilamoura
Runner up Portonovi Marina

TYHA, Superyacht Marina of the Year

Winner Yalikhavak Marina
Runner up Porto Montenegro Marina

TYHA, Marina Team of the Year

Winner Porto Montenegro Marina

TYHA, Employee of the Year

Winner Daniel Mellor,
Assistant Marina Manager,
Kip Marina



collect their accolades. A particularly exciting addition to this year's lineup was the introduction of the Sustainability Award, reflecting the growing importance of eco-conscious practices in the marina industry. The award panel were also delighted to introduce a second new award, Marina Team of the Year, which recognises customer service excellence delivered by an entire marina team.

TYHA Chairman Steve Arber, in a congratulatory tone, extended appreciation to all winners, runners-up, and shortlisted marinas, acknowledging the tremendous effort and commitment that led to their recognition. Paul Knox-Johnston, Sales & Marketing Manager at Haven Knox-Johnston, echoed these sentiments, emphasising the integral role marinas play in uniting the boating community.

Voting for The Yacht Harbour Association Marina Awards 2024, sponsored by Haven Knox-Johnston, has already opened, promising another exciting year of celebrating excellence in marinas throughout the TYHA Gold Anchor network.

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Scott Ferguson, Harbour Master, Berwick

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INTERMEDIATE MARINA MANAGERS COURSE VILAMOURA, PORTUGAL



Tony Dye (CMM) presenting Hayley Cloke, (TYHA Executive) with the IMM certification

It was a residential program aimed at assistant marina managers, supervisors and similar level staff in the marina industry who have at least one year of experience at that level. The course covered various critical aspects of running and operating a marina. These included leadership development, health and safety, budgeting and accounting, environmental management, maritime law and customer service.

The course featured guest speakers, including Andy Garland CMM, Business Development Manager of Camper & Nicholson's Marinas, Mick Bettesworth BSc MRICS CMP of Bettesworth Consulting, Maarten Desloovere, Marina Manager from VY Nieuwpoort Marina, Jonathan Hadley-Piggin, Partner at Keystone Law and Peter Andrews, Director of Introtweet, Social Media Training.

The IMM course took place from October 6th to October 9th, 2023 at the Dom Pedro Hotel, Vilamoura.

A course managed by British Marine and the GMI, with Tony Dye, CMM of TD Consultancy and a Gold Anchor Assessor, Manj Mahey, British Marine Training Manager and Kitty Judd, British Marine Training & Events Executive at the helm.

In October 2023 I had a fantastic opportunity to attend the Intermediate Marina Managers Course (IMM) in Vilamoura, Portugal. The course provided valuable insights and training for professionals in the marina industry.

“
IMM Course 6-9th October 2023
Hayley Cloke TYHA Executive

Each day of the course was filled with diverse learning opportunities, including presentations, informal discussions, group projects, industry networking and evening sessions. On Sunday, October 8th, participants had the chance to visit nearby marinas, including Albufeira Marina, and Marina De Portimao. The Marina Managers Jose Massapina from Albufeira and Ricardo Jose from Portimao shared their experiences and insights into the operations, investment needs, and future plans of their marinas. After the field trip, participants were divided into groups and assigned a marina.

They were tasked with creating a business plan for how to invest a sum of money into their assigned marina. These business plan presentations were later shared with the Marina Managers and guest speakers.

The course was preceded by an invitation for all attendees to join the afternoon of the ICOMIA World Marina Conference, held at the Tivoli Hotel, Vilamoura which concluded with the presentation of Intermediate Marina Manager Certificates to the participants.

Overall, the IMM course provided me with a comprehensive and immersive experience, equipping me with the knowledge and skills needed to continue to grow and develop in my role and contributing to TYHA's ongoing mission of 'Supporting Marinas'.

“
The course covered various critical aspects of running and operating a marina

For more information about IMM and CMM courses visit the website www.tyha.co.uk



SELCUK BALCI CMM - MANAGING DIRECTOR AT D-MARIN DUBAI

Selcuk's journey in the marina management industry spans over 15 years, a testament to his dedication, passion, and expertise. He started his career in 2008 with Camper & Nicholson's Marinas, rapidly climbing his ranks and demonstrating exceptional skills. In 2012, Selcuk embarked on a new chapter by joining the D-Marin Group, an internationally recognised leading premium marina operator with an expanding network of 23 marinas across 8 countries in the Eastern Mediterranean and Gulf region. Since then, Selcuk has been instrumental in the growth and management of several marinas across four countries in Europe and the Middle East.



Selcuk Balci - CMM

Currently serving as the head of D-Marin marinas in the UAE, Selcuk's portfolio includes overseeing the operations and the management of prestigious marinas including D-Marin Marsa Al Arab, Business Bay, Jaddaf Waterfront, Al Seef marinas, as well as the upcoming Port De La Mer marina. Through strategic planning, design, development, acquisition and overall management of marinas, Selcuk has proven himself as a visionary leader and ability to drive organizational growth and success.

Selcuk's dedication to excellence, industry best practices, innovation and continuous improvement is steadfast. As one of the founding board members of The Leisure Marine Association, he actively represents the interests of the yachting and marine industries in the MENA region. Alongside his fellow board members, Selcuk advocates for the leisure marine community and the growth of the marine

industry, aiming to establish the MENA region as a world-class yachting destination. Additionally, Selcuk is deeply committed to talent development and sustainability, prioritizing strong partnerships, and fostering relationships to drive long-term success. His leadership inspires and empowers others, creating a collaborative environment that encourages innovation and excellence.

Selcuk's passion for the maritime and yachting industry began at a very young age.

At just 10 years old, he immersed himself in sailing, creating an unbreakable connection with the open waters. This deep-rooted love led him to pursue his studies at the Maritime Academy. Furthermore, Selcuk's hands-on involvement aboard various boats and yachts further ignited his passion for this industry and knowledge of the field. By earning his certification as a Certified Marina Manager, he not only sharpened his personal expertise but also expanded his professional network, ultimately leading to well-deserved recognition within the industry.

With his extensive experience, passion and commitment to excellence, Selcuk remains at the forefront of shaping the marina management industry. His remarkable journey serves as a testament to the profound impact of dedication, innovation and a genuine love for the maritime industry. Outside of his professional endeavours, Selcuk finds solace in his love for sailing. Every summer, he embarks on sailing adventures with his family in the Mediterranean, a cherished family tradition that has become a passion he shares with others.



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“ ICOMIA World Marina Conference 2023

In October, Vilamoura Marina along the Algarve coast of Portugal played host to the ICOMIA World Marinas Conference, drawing together over 350 international delegates from across the global marina community. The event, orchestrated by the Portuguese Association of Ports and Marinas (APPR), unfolded over three days, featuring a dynamic program of speakers, meetings, discussions and forums. These sessions delved into the significant challenges, opportunities and decisions that lie ahead for the entire marina industry.

Speakers tackled a spectrum of topics, ranging from cultural and economic considerations to specific business insights on financing, communications,

regulations and taxation. An overarching theme was the exploration of technology's role in enhancing marina operations for efficiency and an improved customer experience. Extensive discussions on the concept of Smart Marinas underscored the consensus that while technology serves as a powerful enabler, it can never replace the ingenuity of individuals committed to delivering exceptional customer experiences.

Another pivotal focus was on the interplay between technological innovations and sustainability, driving growth and safeguarding the industry's future. Notably, NEOM's Richard Bush provided a captivating insight into the developments within the Red Sea, spotlighting

NEOM's ambitious plans to construct a future-proof marina ecosystem - completely sustainable and free from the constraints of legacy infrastructure or traditional modes of operation.

ICOMIA's President, Darren Vaux, faced the challenging task of summarising the conference - a feat involving 72 presentations, numerous discussion groups, three marina visits and a vibrant social scene - all condensed into a concise ten-minute conclusion. Vaux underscored the pivotal role of technology in enhancing customer experiences and emphasized the need for adaptability as the industry moves forward. Sustainability, he stressed, is a cornerstone of future goals.



L to R: Carol Fulford, Maarten Desloovere, Melanie Symes and Mieke Vleugels



L to R: Suzanne Davies MIA and Jon White TYHA



In a gracious closing gesture, conference organizers Isolete Correia of APPR and Martinho Fortunato of Marina de Lagos expressed their heartfelt appreciation to the delegates, hailing from more than forty different nations, for their participation. With the baton passed, the stage is set for the next World Marinas Conference, slated to take place in Venice in 2025.

As the curtain fell on this event, the global marina community remains buoyant, united in a commitment to technological advancement, sustainability and fostering exceptional experiences for all marina enthusiasts worldwide.

“
**BIG CHALLENGES - BIG OPPORTUNITIES
BIG DECISIONS**

PREMIER MARINAS

Sustainability hat trick for Premier Marinas on a journey towards net zero carbon emissions

Premier Marinas continues to make sustainability a priority, whilst creating sustainable waterside environments in which people and wildlife can thrive.

Testament to their commitment to the environment, Premier Marinas has recently become the first UK marina operator to be certified ISO 14064-1:2018 for the verification of greenhouse gas (GHG) emissions. This is the result of having the carbon output across the entire business measured and independently verified - marking a significant step

towards their target of zero greenhouse gas emissions from Premier occupied facilities by 2030.

What's more, ISO 14064-1:2018 completes a hat trick of ISO standards for Premier Marinas, having been on the sustainability journey for many years - being certified ISO 14001:2015 Environmental Management since 2018 and ISO 45001:2018 Occupational Health and Safety since 2019.



Premier Marinas celebrates achieving this latest ISO standard as it benchmarks all the efforts the business has incorporated in a move towards being a more sustainable business and respecting the marine environment in which they operate.

Pete Bradshaw, Premier Marinas CEO commends the certification: "We strive to ensure sustainability is at the heart of our business. This latest achievement shows how seriously we take our responsibility to the environment and our progress to become net zero." This is no small feat. Quantifying and reporting

Premier's GHG emissions scrutinises all sites, all operations and all business activity. All emissions are benchmarked at this point.

The carbon footprint from all electricity consumption across Premier Marinas' ten sites, including electricity consumption from any onsite commercial tenants, plus any electricity consumed by people using their boats in the marinas is assessed. Emissions from gas use (for heating or hot water) as well as that from onboard gas cylinders are also calculated.

Almost all Premier sites have now made the bold switch to using hydrotreated vegetable oil (HVO) in plant and machinery. This fossil-free alternative to diesel can lead to a 90%

reduction in GHG emissions. Also taken into account, is the carbon resulting from Premier Marinas' employees commuting to work plus any business travel.

Another project which has already reduced Premier's GHG emissions is the extensive solar PV installation across all feasible facility buildings. The combined 522kW rooftop solar system generates approximately 550,000 kWh directly from the sun each year (Europa data). Plus, any supplementary mains electricity comes from 100% UK renewable sources.

Earlier this year, Premier Marinas was awarded with a Silver EcoVadis Medal, upgrading their Bronze from 2022 and placing them in the top 25% of companies assessed by the

World's most trusted business sustainability ratings. Premier Marinas prides itself on authentic environmental practice, having been independently accredited for sustainability and is leading the way to more sustainable marinas.



“ CELEBRATING 20 YEARS OF ALBUFEIRA MARINA

A Hub of Nautical Excellence and Innovation

In August 2003, Albufeira Marina opened its gates to the public, marking two decades of excellence in leisure marine services. Recognised as a TYHA Five Gold Anchor Marina and Clean Marina the site has become a premier destination for boat owners, offering a wide array of services, including 475 berths for boats and 35 berths for jet skis.

State-of-the-Art Facilities

The marina's boat yard boasts cutting-edge equipment, including a 70 ton travel-lift a 6.3-ton crane, and a 3.5-ton forklift. The workshop building comprises four large workshops and six smaller ones, providing essential maintenance services plus sail making, chandlery and a refuelling dock.

A Glimpse into the Future

Embarking on an exciting new phase of development, the marina is expanding its nautical facilities to enhance the overall experience for visitors. Among the notable additions are a new marina building to include customer reception, nautical club area, dedicated showrooms for marine tourism companies and a rooftop restaurant and bar which will offer breathtaking views over the marina and coast.

Furthermore, the development plan includes the construction of two hotels, 40 villas, and three towers of holiday apartments. A modern shopping mall and hypermarket, a petrol station for cars and a fully equipped gym will complement the evolving site.



EDP Art Reef by VHILS: A Submerged Masterpiece

In September of this year, Albufeira Marina, in collaboration with EDP (a national electricity supplier), the University of Algarve, the Municipality of Albufeira, sculptor VHILS and Marina de Albufeira, introduced a groundbreaking project - EDP Art Reef by VHILS.

This permanent underwater exhibition, located locally at a depth of 12 meters, showcases a sculpture made from large parts of decommissioned heavy electrical equipment.

Carefully cleaned and prepared in the marina's boat yard, these components were lifted onto a flotation area with the assistance of the travel-lift, supported by balloons and then towed to the exhibition site where they were submerged into position. University of Algarve biologists played a vital role by planting indigenous corals and plants and in just one month, the 'Art Reef' is displaying promising signs of growth, becoming a captivating attraction for divers exploring the area.

As Albufeira Marina continues to evolve and innovate, it solidifies its position as a beacon of nautical excellence and a dynamic destination for maritime enthusiasts. Following the first 20 years of Albufeira Marina there is clearly an exciting journey ahead for marina director Jose Massapina, his team and the local community!

For more information about the ongoing development visit marina.marinaalbufeira.com

TYHA's First Superyacht Ready Accredited Marina Announced



Harry Gregory, Captain Brian Murphy, Kerrie Gray CMM, Hayley Cloke IMM, Lee Hardy OBE, Tom Killick IMM.

Captain Brian Murphy, CEO of the Poole Harbour Commissioners, expressed his pride in being the first port in the UK to receive this new certification. He attributed this achievement to the hard work of Marina Manager Kerrie Gray CMM and her team, who consistently deliver high standards of service for superyachts visiting the port. He also mentioned their existing offerings, such as a helicopter landing facility and their plans to expand their berths in line with their Masterplan vision. Port of Poole is fast becoming the destination of choice in the UK for visiting superyachts.

The Yacht Harbour Association (TYHA) is delighted to announce Poole Quay Boat Haven as its first ever Superyacht Ready accredited marina, this follows the recent launch of the programme at Southampton International Boat Show. Jon White, TYHA General Manager, congratulated marina manger Kerry Grey CMM and her team for their excellent achievement and expressed his excitement for the industry's enthusiastic support for this new accreditation which links with the world renowned Gold Anchor marina accreditation scheme. The Superyacht Ready criteria assess's various aspects of the marina, including its infrastructure's suitability for superyachts, accessibility

for such vessels, security measures and the availability of services. Marinas that are already Gold Anchor accredited and are able to cater for Superyachts are invited to apply for Superyacht Ready status. Marinas not part of the Gold Anchor programme should apply to join the Gold Anchor programme first.



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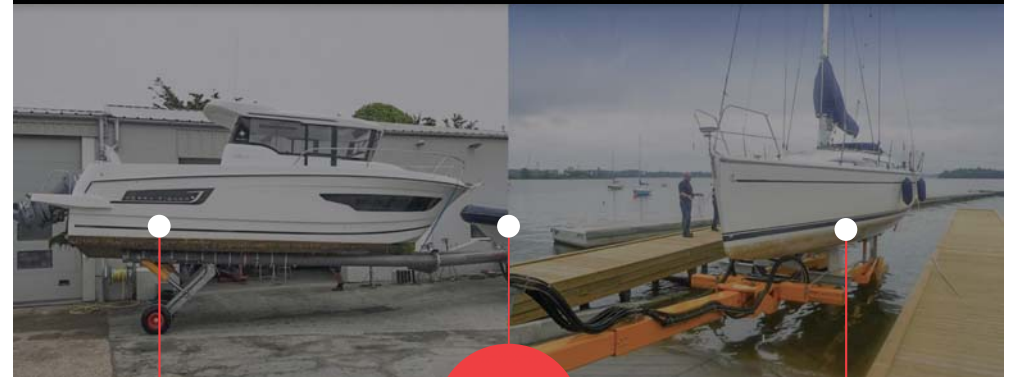
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We've all seen abandoned boats dotted around our coastlines, apart from being an eyesore, they are also an environmental hazard. Leaking fuel, oil and microplastics from degrading hulls can become pollutants of nearby habitats and water sources. With boats continually reaching their end of life, abandoned boats appear to be a growing issue. To confirm this,

the Royal Yachting Association is collecting data on abandoned boats from across the country - but we need your help. Next time you spot an abandoned boat in your marina, or along the coast, report it to the RYA via The Green Blue website. All data received will be a valuable indication of the scale of the problem.

www.thegreenblue.org.uk/you-and-your-boat/info-and-advice/report-end-of-life-boat

Environmental Facilities Map

One of the most popular resources on The Green Blue website is the Environmental Facilities Map which lists inland and coastal sites with black water disposal facilities for small crafts (less than 15 passengers), as well as boat breakers, recycling facilities, hazardous waste, flare disposal and Elsan disposal locations.

The Directory comes in the form of an online interactive map, with facility coordinates, a contact telephone number and VHF channel to make locating these facilities for recreational boaters as easy as possible.

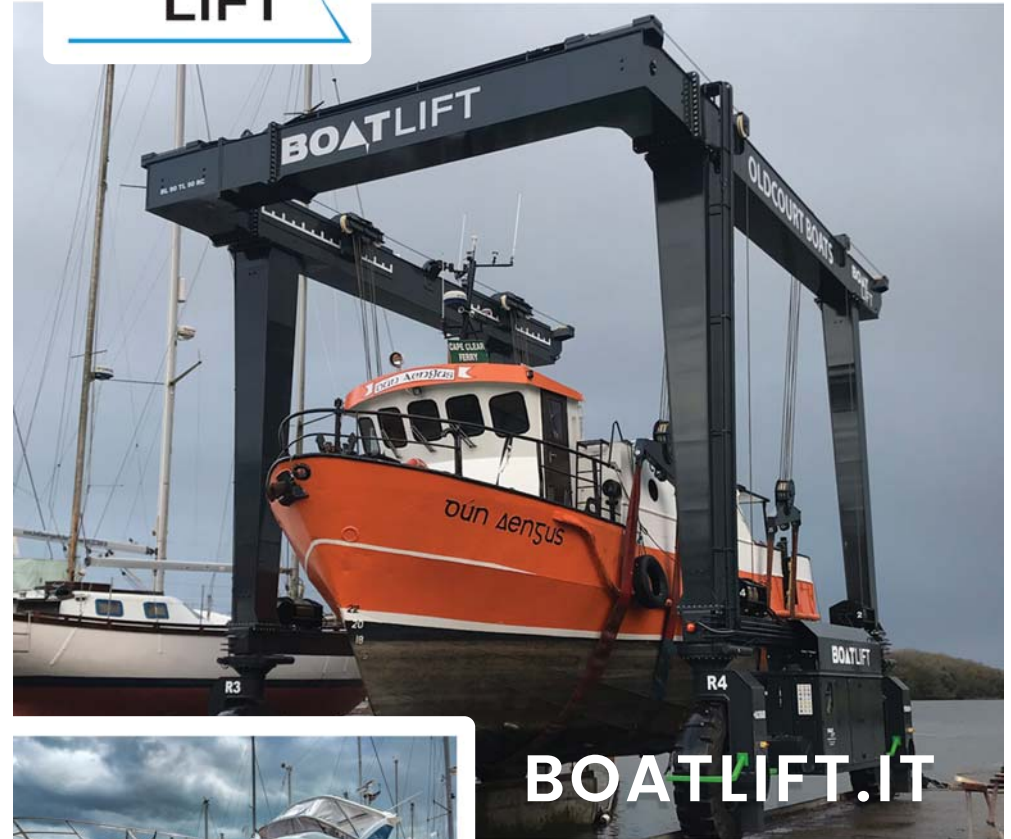
If your marina has any of the above facilities and would like to be added to the Map, you can register or update your marina's profile by completing the Registration Form on The Green Blue website.

www.thegreenblue.org.uk/environmental-facilities-map



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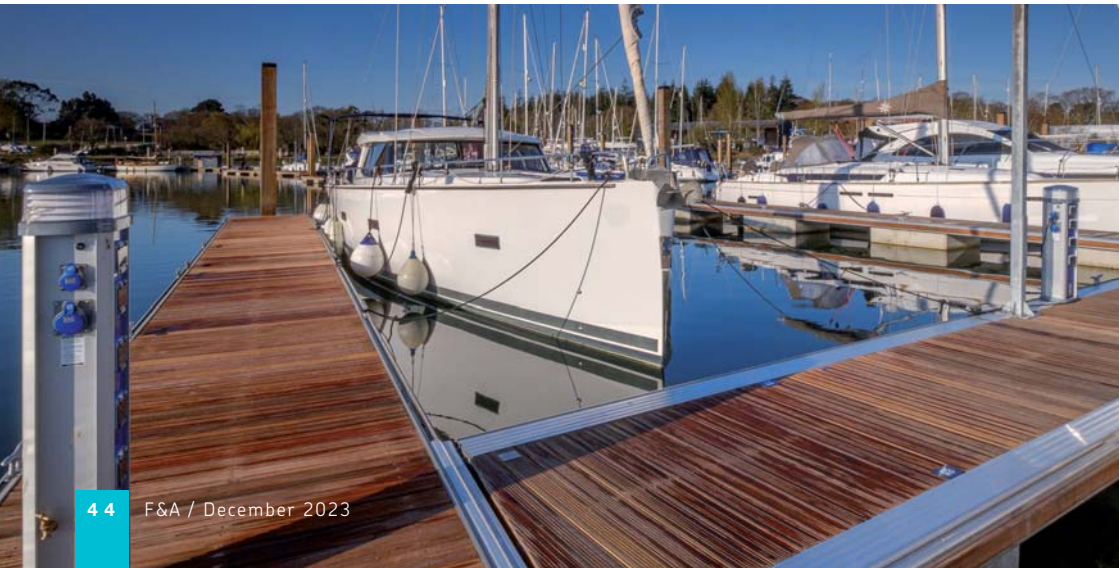
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8 TOP TIPS

For maintaining your marina large or small

Ensuring that your pontoons, bridges and other marina infrastructure are in good condition is important both for safety reasons and for keeping your users happy. While structural repairs are best done by the professionals, regular inspections by marina staff can lead to the identification and correction of minor issues before they deteriorate any further and will keep everything looking smart and efficient.

- 1 Set up a programme of scheduled maintenance works based on 6 and 12 month cycles - and stick to it!
- 2 Ensure that your maintenance team has the correct tools for the job.
- 3 Walk around your marina with your eyes open and repair/replace anything untoward immediately, eg broken deckboards, loose cleats, damaged fenders etc.
- 4 Listen as you walk around - you can generally hear the noise made by loose connection bolts and rubbers. The joints are generally the most vulnerable part of a berthing facility.
- 5 Check all components associated with access bridges and ramps. These are very important as they generally carry most of the traffic on to and off marinas and jetties.
- 6 Carry out regular visual inspections of all piled moorings and pile guides.
- 7 Give the hardwood decking a 'not-too-strong' jet wash annually using salt water, this can enhance the look of a marina immediately.
- 8 Finally, don't forget to check all fixtures and fittings in your marina, especially with regard to health and safety items such as ladders, lifebelts and fire extinguishers, you never know when they might be required.



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“ Pump Out, Not Dump Out!

Navigating the Clean Marina Movement

In the serene world of marinas, where the gentle lapping of waves meets the gleaming hulls of boats, a silent revolution is underway – the Clean Marina movement. As marinas increasingly embrace sustainability, the focus shifts to protecting the pristine marine environments that cradle them. The Yacht Harbour Association (TYHA) champions the belief that mastering the basics is the key, laying the foundation for the Clean Marina accreditation program. This initiative is gaining traction among marinas within TYHA's extensive membership.

At the heart of the Clean Marina program lies a commitment to environmental responsibility, not only for marinas but also for boat owners. While most seafarers express a desire to be environmentally conscious, the challenge lies in identifying specific actions. Clean Marina steps in as a guide, helping boat owners channel their efforts to protect marina water quality. Accredited marinas report that the program serves as a compass, directing boaters' attention and fostering



collaboration to safeguard the delicate marine ecosystems.

A fundamental challenge faced by marinas is convincing boaters to responsibly dispose of sewage using marina-provided blackwater pump-out facilities. Astonishingly, many boaters opt to discharge sewage offshore rather than utilising free marina pump-out facilities. Discussions with marina managers reveal a cultural distancing from sewage

due to its sensory unpleasantness. Unlike the seamless disappearance of sewage in our daily lives, pumping out a holding tank offers a starkly different experience.

The inclusion of clauses in berthing contracts prohibiting sewage discharge within marina basins has kept these areas mostly uncontaminated. Boaters without holding tanks tend to utilise marina toilet facilities when moored, aligning with the responsible approach. Inland pump-out facilities see higher utilisation, thanks to the combination of narrow navigations and slow-flowing water that encourages responsible behavior. However, on the coastal front, dumping blackwater at sea remains a prevalent issue.

Marinas are proactively attempting to reshape customer habits. Many provide free static pump-out services to berthholders, while some go a step further with pump-out boats and portable units for convenient access. At the pinnacle of convenience are staff-operated



sewage pump-outs and in-berth pump-out options. Despite these efforts, the question lingers – are these measures sufficient to convince all boaters with holding tanks to 'pump out' and not 'dump out'?

Turkey offers an interesting case study where the coast guard monitors pump-out usage and imposes fines on boaters not utilizing registered pump systems. This proactive stance may become a trend among local and national governments worldwide. However, instead of waiting for regulatory pressure, the call to action is clear – a collective effort is required to foster a culture shift towards responsible sewage disposal.

Communication emerges as the linchpin in this endeavor. Marinas must engage in open dialogue with their customers, emphasising the importance of preserving marine environments for current and future generations. The Clean Marina movement is not just a set of guidelines; it is a shared responsibility to protect the beauty that surrounds us.

As the Clean Marina movement gains momentum, TYHA invites marinas to share their success stories and case studies on increasing pump-out facility usage. Through collaborative efforts and innovative approaches, marinas can champion a sustainable future, ensuring that the phrase "Pump Out, Not Dump Out" becomes a mantra for boaters worldwide.

WHAT A SUCCESSFUL YEAR FOR THE GMI!



and associated costs can be considerably reduced.

With 2024 with us soon, the year looks to continue with strong demand for courses which have been scheduled both in Europe and the Mid-East, with the MIA also continuing to see strong demand. The GMI Board are very mindful in ensuring that course content remains relevant in today's sector with a current review of all papers underway. The current CMO certification has also been reviewed to be more relevant to the British Marine.

Manj Manjinder, Head of Training at British Marine commented:-

'As we look forward to welcoming in the year 2024 and I reflect on 2023, I'm gripped with immense pride and fond memories at the year we've had, the courses we've delivered, places that hosted us, delegates we met, networks we've brought together and professionals we engaged with. 2023 was indeed the year of training, which saw immense demand for our Marina Managers courses and made 2023 the most successful year. Whilst we can be proud of all that has been achieved in 2023, I look forward to 2024 and plans we have to deliver our Marina Manager courses across the UK, Europe and Middle East.'

To find out more about GMI please visit the website www.globalmarinainstitute.net

The Global Marina Institute is a partnership. British Marine and Marina Industries Association of Australia, MIA, formed in 2013 to deliver global marina staff training and certification with the aim of maintaining and increasing standards in Marinas across the world. The GMI offer a number of pathways for certification which are designed to accredit and reward outstanding professionals in the Marina industry.

Certifications are recognised across the globe and increasingly in the developing Marina world as a sign that staff have reached

a consistently high standard together with being competent in their diverse roles.

2023 has been the first full year of residential courses since the Covid pandemic, with all courses run almost to capacity with delegates attending from across the territories administered by British Marine and this again supported by the MIA. Owners and operators are gradually recognising in times of difficulties in recruiting experienced and loyal staff that career progression needs to be fully appreciated and with enhanced training, their ongoing recruitment process

A GREAT FINALE TO A BUSY GMI TRAINING YEAR IN THE GCC

The very successful 2023 training year saw delegates come together for another GMI school. October 30th marked day 1 of the Advanced Marina Manager Course in the warm and glamorous climes of Abu Dhabi. The course saw its return to the region after several years and was very much welcomed and greeted with immense enthusiasm... evidenced by the fact that it was a sell-out. 19 delegates from as far as Singapore, Malta, Turkey, England, and those more local, from Abu Dhabi, Dubai and Oman gathered to hear from industry experts on a range of pertinent and trending topics.

Manj Mahey, Head of Training, British Marine commented: My heartfelt thanks to all of our industry experts that gave up their

time to impart their valuable advice and guidance. The prestigious Intercontinental Hotel saw the setting of our course and was in effect, our base camp. Our sincere thanks go to all the team that made sure we were looked after. My thanks and gratitude go out to Yas Marina and Operations Manager, Richarno Marie who hosted and sponsored our networking dinner on Monday night. It allowed our delegates to get to know each other better; discuss and share their thoughts from the day's presentations and ideas that extended from them... all in the magnificent backdrop of Yas Marina that houses the F1 Grand Prix circuit!

The GMI, a collaboration between British Marine and Marina Industries Association, are proud to deliver its Marina

Manager suite of courses and are committed to the development and raising of professional standards of those working in the marina sector. We look forward to welcoming delegates to our future courses and of course, returning to the Middle East to deliver the Intermediate Marina Manager Course in March 2024.

Tony Dye, CMM, UK, Europe & Mid-East GMI Chair added: It is always satisfying to see how delegates develop their presentation skills together with establishing new industry networks which they will benefit from throughout their careers in the marina industry. My thanks also go out to the managers of the marinas that we visited as part of the intensive Field Trip and development project.



ROODBERG TRAILERS

Continue in Popularity Supported by PDMS

2022 and 2023 have continued to be successful years for Roodberg with their slipway trailers manufactured in Holland. The simplicity and high-quality products have for many years attracted many boat yard operators and this continues to be the case.

Various trailers have been delivered in this period, with some notable ones being Crawfords Marina in Ireland who took delivery of an RBT47 (47T capacity) trailer to

compliment their boat hoist. Parkstone Bay Marina in Poole have added Roodberg trailer No 5 to the fleet with the purchase of an SW15 trailer, to use on their slipway. Both of these customers had experienced the products before and wanted another!

The SW range of 'no frills' trailers has been expanded with a 15T capacity unit, another of these was delivered to St Abbs Harbour in Scotland with great success.



The design of all of the trailers has always been an evolving concept, with the latest range having new features such as Sherardized fittings, galvanised frames as standard (can be over-painted), new wear pads, new safety valves and more. These new features have gone down very well, with many being delivered over the last 24 months with some very happy customers.

With the Roodberg market ever expanding in the UK and Ireland, PDMS have been arranging more and more parts for older units including complete refurbishments and upgrades to newer models. This includes a new dedicated 'Roodberg UK' website which can be used alongside and is linked to the manufacturer's website. www.roodberg.co.uk.

With Roodberg being a European company, providing trailers to the Irish Market is a simple process.

All Roodberg products and services are provided throughout the UK and Ireland by P and Marine Services Ltd, part of the wider Pontoon and Dock group.

PDMS offer a wide range of products and services to support the boat yard industry, this can all be found by visiting the website at www.panddmarineservices.co.uk

“ Natchez On The Waterfront

The Challenges Ahead

I am not clairvoyant, but in my travels over the years I have a pretty good idea of where the recreational boating industry has been, what is currently happening and what challenges look to be lying ahead.

Pre-COVID, many were concerned about the future of the industry and now post-COVID, we have and continue to experience an unprecedented boom. In some parts of the world things are slowing down a bit, but overall, the future is still looking bright – marina occupancy is up, the bottom line continues to increase and the demand for boating continues.

At the same time, the industry is facing both new and continued changes and challenges.

Bill Yeargan, Correct Craft's CEO and President, while delivering the keynote address

at this October's ICOMIA World Marinas Conference in Vilamoura, Portugal, noted that in the next ten years the industry will experience more changes than the changes the industry has experienced over the last 100 years. Just think about how much has changed in the last 100 years to fully appreciate the drama of that statement! We went from snail mail to fax to email and now texts and all sorts of instantaneous social media. Phones went from rotary to push button to cell phones to smart phones to smart watches and voice activated. We went from wooden boats to fiberglass to carbon fiber. You can get a life vest that has an electronic device that will send out a signal to a satellite orbiting the earth to aid in being rescued. Recreational outboard engines went from relatively low horsepower to

today's 600 horsepower beasts, at times with multiple engines on one boat! Sail materials have gone from more traditional natural fibers such as flax, hemp, or cotton to synthetic fibers such as nylon, polyester, aramids and even carbon fiber. Recreational boats went from 30 to 40 foot boats seeming large to 60 to 80 feet to over 400 foot superyachts. Yep, things have certainly been changing!

At the core of Bill's inspirational message was the need to move outside our comfort zones, to be open to new ideas and as managers and leaders to develop a culture that encourages creativity and innovation throughout our organizations, truly listening to and valuing ideas, suggestions and thoughts – in short building companies from the bottom up as well as the top down.

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In the next ten years the industry will experience more changes than the changes the industry has experienced over the last 100 years.

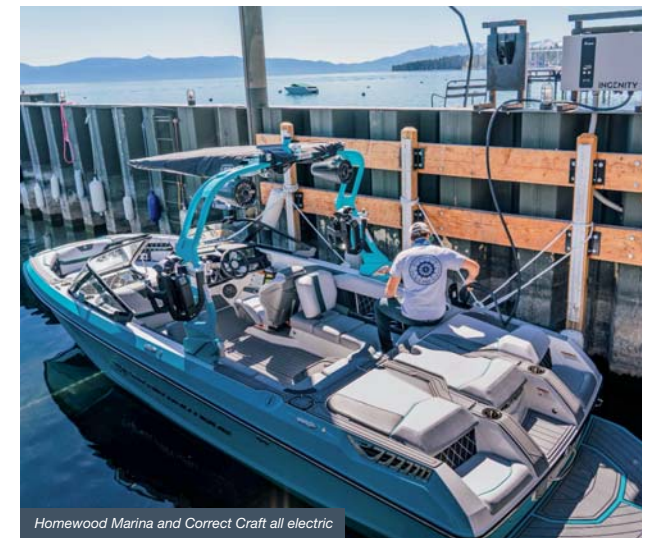
Change is inevitable, but it is coming at an incredibly increasing pace. The electronic age of technology, information gathering and usage, along with AI and quantum computing, will result in dramatic change – though all the ways it may manifest itself are not entirely clear. So at the moment we need to do what we can to prepare while dealing with the present and keeping an eye on the horizon to embrace the changes as they come and seek opportunities to position ourselves and our facilities to benefit from them.

I am the first to admit that I am electronically challenged and I regret that I do not have an 8-year-old to program my tv, walk me through the ever-changing phone upgrades, new apps and the onslaught of new technology. But I am trying hard and that is all one can do. We either can try or get left behind; the latter is not a desirable road to go down. And today we are facing numerous challenges.

For marinas and marina design, global warming and sea level rise are major considerations. Marinas are being faced with more frequent and stronger storms and when you factor in sea level rise and the fact that marinas are at the water's edge, mostly at low elevations, this is not becoming but already is a major factor. One of the takeaways from the more recent storms around the world is that one of the largest causes of failure of the docking facilities



Bill Yeargan, Correct Craft's CEO and President



Homewood Marina and Correct Craft all electric

has been the anchoring systems, with them not being firmly secured into the bottom sediments and/or not being high enough to maintain the stresses and needed stabilities in the major wave and flooding

conditions. In terms of design, there is always one weak link – but it should be a designed weak link, not a design failure weak link. Yet many facilities when rebuilding continue to repeat the same mistakes.

Other challenges center around reducing carbon footprints. At the WMC there were many meaningful discussions on the topic. And while in many parts of the world this remains a laudable goal and something we should be doing, in many other parts of the world it is something that is or soon will be required. It's appreciated that this can seem like a somewhat daunting task, particularly when looking at the bigger picture, but there are also any number of relatively low cost approaches one can do, including: seeking to use long life and recyclable materials for the facility; reviewing products that are purchased for their sustainability and reduced carbon footprint compared to other similar products; reducing energy usage, such as by putting lights on timers for hallways, bathrooms, conference rooms and other areas with limited occupancy, switching to more efficient bulbs and reducing the intensity and number of lights at night (but maintaining that necessary for safety and functionality), making recycling a major approach and educate your customers to do likewise; even planting trees, whether on your property or through some charitable organisation. Items that run into a bit more expense might include better building insulation, heat pumps and/or geothermal heating/cooling, or installing solar panels. In most of these cases, while there are upfront costs, there also are long term savings.

Things get a bit trickier when we start to look at what types of energy will be powering boats of the future and how marinas prepare for them. This is one of the more significant challenges and was a major theme and topic of discussions at the World Marina Conference.

Unfortunately, it appears that political and regulatory determinations are often driving the decision-making process without understanding the full science and cause and effect scenarios.

“ Other challenges center around reducing carbon footprints ”

We applaud NMMA's and ICOMIA's diligent efforts to encourage governments to make decisions based on science and not political expediency; their ongoing work is vital to seeking meaningful solutions for the leisure boating industry.

Of course, the automobile industry is blazing its way towards a transition to predominantly battery electric vehicles (BEVs). At this point it would take a monumental breakthrough in some alternate technology to change this trajectory and as battery and charging technologies

continue to improve, and production capacities continue to increase, the prospects for a growing electric boat market also keep gaining momentum. That said, the tremendous variety in the size and function of recreational boats will not likely mean a plug-in electric boat will be in the future for everyone. The fundamentals for the car, SUV and light truck market ultimately do not vary that much. It becomes a different story when you start looking at trucking, buses and related big vehicles. While there are a fair number of electric buses and tractor trailers coming to market, there also continues to be much effort on other alternatives, particularly hydrogen fuel cell development, to provide greater power, range and refueling capabilities.

It's not too surprising then that as boats get bigger there is also continued research into hydrogen fuel cells for powering larger yachts. And as boats get even bigger and we start talking about ships, there continues to be work on the use of ammonia as a viable alternative, or at least as a means of reducing fossil fuel use.

Retrofitting a marina for all electric boats is a major financial issue both in terms of the amount of power coming to the facility as well as installing charging stations/pedestals and the like. Today there are choices for electric charging either slow (overnight - eight hours or longer) or fast (between 4 hours and 1 hour). The shorter the charging time, the greater the cost to the marinas for implementation.

Depending on the location and current electrical service to the facility, costs can easily start at low six figures and escalate to the high six figures and even the low seven figures.

Another related challenge for marinas in moving to all electric energy is insurance. Lithium batteries have been the cause of many spontaneous fires, particularly where cheaper products are used and/or those with fewer safety mechanisms built in. Marina operators would be wise to have discussions with one's insurance carriers as some are no longer covering fires caused by such batteries.

All that said, Bill Yeargan's Correct Craft has very much been at the forefront of the transition to an electric boat world and he would likely be the first one to tell you there really will be no turning back.

In terms of who is boating these days, the demographics continue to show an overall aging boating population, but with a beginning to see trend of a younger population coming in. At the same time, the cost of entering and trading up in boating has and continues to increase. That and the ease of entry explains why kayaking and paddle boarding are the fast-growing segments of the recreational boating market.

This market is attracting ages across the board but with a strong boost in the 20's to 50's. The power and sail market appears to be more for the financially successful 35 to 55 age range.

But with this lightly growing successful financial earners segment comes a much different type of boater: much more demanding, very little tolerance for things not working and quick to decide to get out of boating when things break down or they are not catered to. The good news is that in this financially successful market, with a few notable exceptions, they are willing to pay higher costs if they believe they are getting value. Also of interest is that more women are entering the boating market.

For the future, the recreational boating industry needs to think about offering more economically priced, functional, entry-level boats and increased quality, longevity and better warranties for fixing things that go wrong. The Asian car manufacturers have proved that increased quality controls and more entry level priced vehicles are the way to capture a large portion of the car market and a pretty loyal public following that continues purchasing their vehicles - entry

level through to high-end models.

We are fortunate that the trend for boating continues to be strong. But as I have said, the industry is typically cyclical and, on the upswing, marinas would be wise to undertake various events and happenings to bring customers and the public into the facility so as to keep up the interest.

This is just a smattering of the challenges that are coming down the pipeline at accelerating speeds. If you are not already involved, I urge you to become more active with your local and national as well as international associations and participate in constructive approaches and solutions as opposed to being frustrated with what is being suggested or regulated.

It's also a great way of keeping up with what's on the horizon, thereby helping you to see the opportunities that often come with these changes!

Dan Natchez is president of DANIEL S. NATCHEZ and ASSOCIATES Inc., a leading international environmental waterfront design consulting company specializing in the design of marinas and marina resorts throughout the world.

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continues to be strong
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SEA HIVE AT POOLE QUAY BOAT HAVEN

In February 2023 Poole Quay Boat Haven and Sea Hives Ltd installed a Sea Hive artificial reef under a pontoon in the marina as part of the initiative to enhance the local marine environment.

Sea Hives are structures made from recycled fishing nets and plastic bottles, moulded to make hexagonal tubes, with an aim to create and restore marine ecosystems with the overall objective of increasing the density and diversity of marine species, especially fish and molluscs.

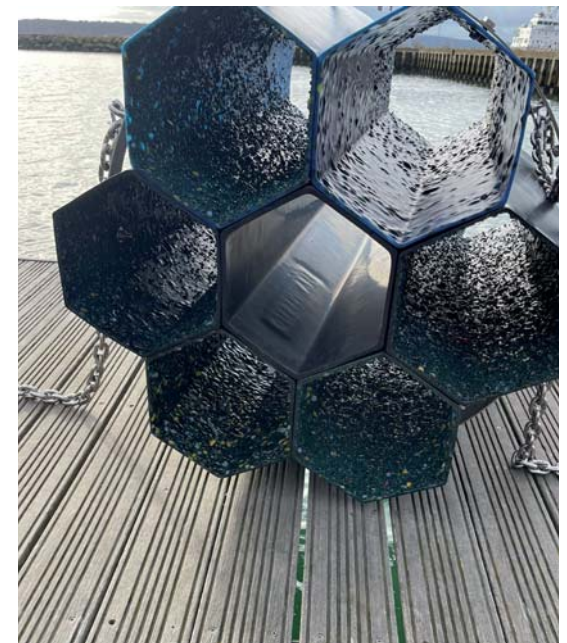
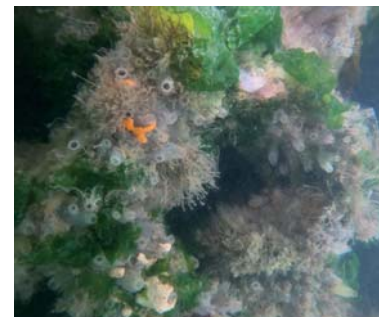
In April 2023 all of the Sea Hives surfaces were covered with algae, showing good signs of growth within such as small time scale of the Sea Hive being in the water.

In September 2023 David Francis (Managing Director) met with us to have a detailed look at how the Sea Hive has grown over the warmer months. It emerged that the Sea Hive has been colonised by a variety of filter feeding animals, including sea squirts (tunicates) and sponges.

The filter feeders help to remove organic material from the

sea and provide refuge for crabs and prawns. Many fish have also been seen in and around the Sea Hive including bass and mullet.

For more information about the project, visit the Sea Hives website www.seahives.com





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