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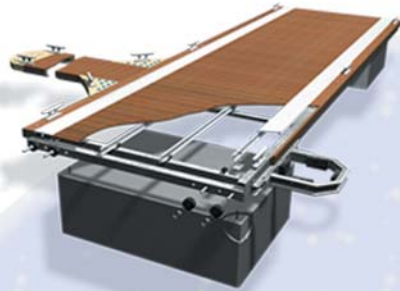
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In FOCUS



Athens was the perfect place to meet many TYHA members and associates from around the globe recently at the ICOMIA World Marinas Conference 2018. Expertly hosted by the Greek Marinas Association the three day event provided a global insight into innovation, issues and trends and with a healthy smattering of Greek marina visits and Greek culture.

Interestingly, but not surprisingly, many conversations and presentations inevitably

touched on social change and its impact on marinas around the world. The pros and cons of the Share Economy, electric propulsion, the experience culture and access versus ownership prompted many discussions and views. And although many were concerned about health and safety implications no one was advocating that the market will revert back to the way it was, so change is on its way and with it comes opportunity!

This change and opportunity were discussed a few weeks before at the TYHA Future Marina Customer event at Harleyford Marina (west of London on the River Thames) where fifty marina professionals gathered to hear about recent research and market segmentation and discuss what boating offers marinas could provide to satisfy the needs of our future customers. Although safety and the continued enjoyment of existing customers were concerns there was a vivid acceptance that marinas could be a very significant gateway into boating and watersports in the future.

What is clear is that we have a vibrant lifestyle that many aspire to as displayed spectacularly at TheYachtMarket.com Southampton Boat Show both on-shore and afloat on the spectacular Walcon Marine supplied marina. A fitting tribute to Robin Walters, founder of Walcon, TYHA Director and Honorary President who sadly passed away in August, our thoughts and wishes go to his family.

F&A December 2018 / Volume 36 / Issue 04

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

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FLISVOS MARINA
ACHIEVES 5 GOLD ANCHOR
PLATINUM AWARD



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TOP BUYING TIPS FOR
SECOND HAND BOATS



ROBIN GAMBLE WALTERS, BSC, MICE, FIHE

Robin Walters, a leading figure in the marine industry, sadly passed away on 21 August 2018, aged 86.

Robin was recognised as one of the world's forefathers of yacht harbours. He worked in the marine industry for over fifty years, pioneering the use of floating, concrete pontoons which ultimately led to the creation of leisure marinas. He gained huge respect as an innovative advisor to marina projects around the globe.

In the 1960's he founded, and ran his beloved and successful Walcon Marine. He was well known for his approachable, hands on attitude and attracted loyal employees who worked alongside him for many years. In addition to his commercial interests he worked extensively with The Yacht Harbour Association where his achievements included developing its Code of Practice for the design and development of marinas and the global Gold Anchor marina accreditation scheme.

Robin was very proud of his pivotal role in the development of



“
**We remember
an inspiring
and leading
light of our
industry**”

UK Boat Shows, advising on and annually installing the temporary marina for Southampton Boat Show, which has grown from just 6 boats to over 350. He went on to advise the organisers of boat shows around the world.

Robin's personality and drive

took Walcon to all leisure boating nations including Europe, America, Australia, UAE, Hong Kong and the Caribbean. Wherever he was in the world his joke and fable telling became legendary and he was often the life and soul of the party.

He was a keen, and very competitive sailor; owning a series of racing yachts and picking up trophies in some of the toughest races, including the Three Peaks and Round the Island race. He was still campaigning his Folkboat, Cidron in his 80's. His involvement with the Folkboat Association stretched back many years, starting a race week and developing the class in the UK.

Robin was a true gentleman with a ready willingness to share his time and knowledge with his many marina colleagues, associates and friends. He leaves a much loved family, his wife Pauline, son James and his wife Penny, daughter Vicki, her husband Sam and Robin's grandchildren Emily, Nicholas, Alice, Eliza and Billy.

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TRANSFORMED OCEAN VILLAGE MARINA WELCOMES THE WORLD IN STYLE

Waterside access into Southampton recently became even more stunning with the completion of MDL Marinas' Ocean Village comprehensive redesign. Notable innovations include new pontoons linked to a £50m luxury spa hotel complex, and a floating dock office to welcome guests from around the world.

MDL Marinas is well known for the high level of customer service provided 24/7, and Ocean Village Marina is no exception. The marina recently took delivery of a state-of-the-art floating dock office, which is offering a full concierge service. As well as being welcoming and professional, the office's facilities will make it very straightforward

– especially for those arriving at night – to find their berth via navigational guidance through a large, illuminated screen.

Once berthed, MDL members and guests can make the most of the linked pontoons which take them straight into the heart of the only five-star hotel in Southampton for spa treatments, restaurants or to use the gym.

“Ocean Village Marina is one of a kind on the south coast,” says Adrien Burnand, MDL's head of marketing. “Visitors are immediately encased in a world of luxury, whether they're accessing the five-star facilities at Harbour Hotel straight from the pontoon, one of the many wonderful restaurants nestled alongside, or checking out new and classic releases at the on-site cinema.”

At the edge of Southampton Water, with easy access to the Solent, Ocean Village's basin was previously used by commercial ships and means that it is the only marina able to accommodate

superyachts in the area alongside the yachts, cruisers and racers owned by MDL members who make use of the ever-expanding marina network (over 120 marinas across England, France, Spain and Italy). Plus, MDL has nine marinas on the Solent to explore as part of its Freedom Berthing Package, which allows members to stay in MDL marinas at no additional cost.

“We're delighted with the transformation of Ocean Village Marina,” Adrien continues. “We've been working on the project for quite a while, and it's wonderful to see all of the hard work pay off. This is a mixed leisure, commercial and residential development, and MDL is delighted to have led the project to such a successful outcome. We'll have stunning silver and black signage installed in the next few weeks, and other work will continue until 2020. Surrounded by shops, restaurants, a cinema and bars, Ocean Village offers outstanding recreational facilities for boat owners, Harbour Hotel guests and other visitors.”

A further innovation for MDL Members staying at Ocean Village Marina is the Platinum Package. This unique package effectively turns boats into extended five-star hotel bedrooms with VIP room service (including fresh bed linen and interior cleaning), hotel to boat wine and champagne delivery, complimentary upgrades on room bookings (ideal for when friends and family choose to stay) and use of the five-star gym and spa. The Platinum Package marries the Freedom Berthing

package – which offers complimentary stays at more than 120 marinas, free WiFi and fuel at cost – with full membership of the hotel's first-class spa and gym facilities including hydrotherapy pools, sauna, steam room and relaxation areas. Ultimately it enables members to go out sailing, and then recover in a five-star environment.

Ocean Village Marina facilities and services:

- 326 berths
- Max LOA: 90m
- Fuel (petrol, diesel) available at nearby Hythe Marina Village and Port Hamble Marina
- Boat lifting and storage ashore available at nearby Shamrock Quay, Hythe Marina Village and Hamble Point Marina
- Laundry facilities
- Yacht brokerage
- Southampton Harbour Hotel & Spa
- Bars and Restaurants: Banana Wharf, Maritimo Lounge, Bacaro, Steak of the Art, Pitcher & Piano, Chiquito Southampton, The Jetty and HarBAR on 6th.
- Beauty Salon
- Royal Southampton Yacht Club
- Harbour Lights Picture House
- 776 space multi-storey Ocean Car Park
- Tesco Express
- Electric Vehicle Charging - Tesla & Universal Type 2
- MDL WiFi

For more information on Ocean Village Marina and MDL Marinas' Platinum Package please visit www.oceanvillagemarina.co.uk

ST. KATHARINE DOCKS TO HOST THE LONDON ON-WATER BOAT SHOW



event gets better and better and with the extra support from Informa and British Marine we are confident that visitors and exhibitors to the show will have great success too. The redesign of the Docks layout by Camper & Nicholson's Marinas took into account the hosting of future marina-based events throughout the year such as the Clipper Races and Classic Boat Festival and now the established London On-Water Show, all of which we encourage our annual berth holders and visitors to be actively involved in. It is always a pleasure to see the Docks so active and busy"

The London On-Water Boat Show has recently become part of Informa Exhibitions and its portfolio of major maritime events which includes amongst others the Monaco Yacht Show and Fort Lauderdale International Boat Show. The first LOWBS under Informa's ownership will take place from Thursday 9th – Sunday 12th May 2019 at St Katharine Docks, which, following a careful refurbishment programme and ongoing management support from Camper & Nicholson's Marinas, has firmly established itself as the 'home' for the London On-Water Boat Show, providing great facilities in an iconic setting.

The London On-Water Boat Show (LOWBS) is back for another year, taking place at the iconic St. Katharine Docks, London. Located within the historic docks, which is currently celebrating 190 years of operation, St. Katharine Docks is central London's only marina and perfectly suited to hosting another London on Water Boat Show.

A new partnership has taken place between Informa and British Marine, the UK's trade association for the leisure, superyacht and small commercial marine industry and organisers of The Southampton Boat Show, a partnership designed to develop and enhance the event for exhibitors, sponsors and visitors alike. This alliance will deepen the show's ties to the UK yachting and boating industry and enable key partners, from yacht builders and brokers to equipment and

service providers, to participate in shaping the development and growth of LOWBS in the future. British Marine CEO, Lesley Robinson said "We are delighted to confirm our partnership with The London On-Water Boat Show and are very excited to be working with them to deliver a world class luxury event in this historic location at the heart of the capital." Paul Tetlow, Marina General Manager at St. Katharine Docks comments, "We are so pleased to welcome back such a favoured boat show to St. Katharine Docks, which especially in the month of May is a wonderfully busy London destination. The London On-Water Boat Show allows us the opportunity to showcase what St. Katharine Docks offers to a very relevant and international boating market including suppliers and marine industry professionals. Each year the

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MARLOW ROPES GET SERIOUS ABOUT RECYCLING PLASTIC BOTTLES

Marlow Ropes, the world leading leisure marine rope manufacturer officially announces the introduction of their latest 'technically better', environmentally conscious, innovation; the BLUE OCEAN DOCKLINE made using 100% recycled waste plastic bottles. Every day more than 16 million plastic bottles end up in landfill in the UK alone, and this latest innovation from the pioneering UK rope manufacturer uses their engineering expertise to make an environmental difference; through the development of a high quality premium Dockline rope made using 100% recycled plastic bottle yarn.

Reusing, repurposing and recycling are key areas of Marlow's environmental policy and this latest product development aims to highlight the importance of these actions to help reduce marine plastic pollution. As a manufacturing company within the marine industry, Marlow knows only

too well about the impact that plastic materials can have on the environment and ensures that their impact is kept to a minimum, as managing director Jon Mitchell explains:

"Like many progressive organisations, we are extremely conscious of our environmental impact and ensure that both our manufacturing and waste management systems are in line with our environmental policy which reinforces our recycle, reuse and repurpose education mission.

Our ropes are made to the highest of standards using quality materials such as Dyneema" which is well known for its green strength, and whilst they are made from plastic polymers, they are not single use items and we equip our customers and end users with technical knowledge to help maximise the rope's performance and extend their life so that as little of them as possible end up in landfill or as marine litter. When the ropes do eventually need replacing,

there are a variety of ways that rope can be repurposed and we encourage this as much as possible by sharing tips across our website and social media channels."

Marlow's commitment to recycling, reusing and repurposing starts from the very beginning and is monitored through their waste management systems:

"All our manufacturing waste yarn is recycled where it can be, and this currently includes HMPE, Polyester, Nylon and Aramid fibres. Off-cut ropes are donated to local schools and animal charities, and we have recycling policies across all other waste materials such as cardboard, wood and metal."

With this commitment to recycling it comes as no surprise that Marlow have found a solution that combines the over-use of single use plastics with the need for high quality marine equipment built to last.

"When we found out about the astonishing quantities of plastic bottle waste, we knew

we had to act, and sought partners who had the expertise to develop and produce rPET (recycled polyester) yarn. This, combined with our knowledge of engineering plastic polymers, allowed this innovation to become possible. We are excited to launch the new BLUE OCEAN DOCKLINE into our Leisure Marine range - for every 1m of Marlow's 16mm BLUE OCEAN DOCKLINE, 7.5 waste plastic bottles will be used to make it. This latest product launch demonstrates our

environmental commitment and we hope that by doing so, it encourages other manufacturers to act, enabling us to be further along on the road to a circular economy. Our ultimate goal is that polyester yarns will eventually all be made from recycled waste plastic." The BLUE OCEAN DOCKLINE will be exclusive to Marlow's Mooring Series and made available pre-spliced in 12-16mm diameters in lengths from 6m to 15m through our UK stockist and distributor

network. The unique construction offers the same popular attributes available with Marlow's other mooring products including good abrasion resistance and shock absorption with soft and supple flexibility and zero strength loss or shrinkage.

For further information about Marlow's BLUE OCEAN Dockline and their commitment to ecoconscious practices visit www.marlowropes.com



“
**Fighting back the plastic tide – Eco conscious
100% recycled Blue Ocean Dockline**”

Kismet, the 1898 Fife, owned and restored by Richard Matthews after spending over 50 years laying in the east coast mud, and maintained by Fox's Marina & Boatyard, has won the prestigious Yacht Club de France's Coupe d'Automne, the feeder race from Cannes to Saint Tropez, and part of the Voiles de Saint Tropez Regatta in which Kismet recently took part.

120 YEAR OLD VINTAGE YACHT WINS RACE

With nearly 130 classic yachts taking part in the 300-yacht event, Kismet, at 120 years old, was one of the oldest yachts in the regatta fleet and has had various work carried out at Fox's Marina & Boatyard over the last decade, including, most recently, an extensive refit ahead of her debut at the Voiles de Saint Tropez Regatta.



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RED DIESEL

British Marine has been made aware that Her Majesty's Revenue and Customs (HMRC) lost its defence with the European Union Court of Justice of Case 503/17 – against the use of marked fuel (red diesel) for the purposes of propelling private pleasure craft. The court ruled that the UK failed to fulfil its obligations under Council Directive 95/60/EC of 27 November 1995 on fiscal marking of gas oils and kerosene (OJ 1995 L 291, p. 46).

British Marine understands that HMRC is now examining the judgment and will announce how and when the UK will adjust its practices in due course.

British Marine is seeking an urgent meeting with HMRC to

“ Important update on the future use of red diesel in private pleasure craft

discuss the next steps and the potential impact on member companies and the leisure marine industry. British Marine is extremely aware of the concerns of its members and will be providing continuous updates and advice. Members will recall that this situation arose in July 2011,

when the European Commission indicated its intention to commence infraction proceedings against the UK. In May 2013 the European Commission formally requested that the UK amend its legislation and issued a reasoned opinion to the UK Government, which HMRC indicated its intention to challenge in July 2013. As a result, in July 2014 the European Commission referred the UK to the European Union Court of Justice.

The judgement of the European Court means that, while the UK remains subject to the Fuel Market Directive, the UK must bring its practices into line with this ruling.



British Marine members can contact Andrew Harries at aharries@britishmarine.co.uk with any questions.

MARINA PUNAT

As a result of Marina Punat's cooperation with our partner company Marina Cloud d.o.o., a few years ago we became the FIRST and ONLY company in the world to develop the PROACTIVE BOAT CARE service.

This innovation allowed you to see the monitoring and activities carried out by Marina Punat dock staff every day in regard to your boat. We send all boat owners a list of these activities via email, with precise timestamps and the names of the dock staff and an up-to-date photo of the boat!

We proudly present the new and improved PROACTIVE BOAT CARE system now offers a unique and free application that will allow you to keep track of the dock staff activities on the boat in real time. Same as before, boat owners will see which activities our dock staff carry out in regard to the boat, as well as boat photos.

The PROACTIVE BOAT CARE application is free for all contractual partners of Marina Punat. Boat owners who want a more comprehensive and detailed service, as well as a higher degree of prevention, the system can easily be improved by installing smart sensors that allow boaters to continuously monitor the boat while the

“ Marina Punat explains the benefits of new mobile app for boat monitoring

owner is miles away. Smart sensors allow us to keep track of the state and activities of the bilge, detect smoke and increased temperatures and continuously monitor the state of the batteries.

If water finds a way into the vessel, the bilge sensor will detect it and warn boat owners via the mobile application and email. If there is smoke or an increase in temperature typical for a fire aboard the vessel, boaters will also be directly notified via the mobile application and email.

In addition to being sent to the owner of the boat, any information about potential threats to the vessel will be forwarded to Marina Punat control center, allowing the marina staff to do everything necessary to protect the vessel.

By monitoring batteries, we solve one of the key issues in the marina business, which is often a cause of owners dissatisfaction.

As you may know, due to legal regulations and galvanic currents, boats are not allowed to be permanently connected to an electricity outlet. On the other hand, in order to properly maintain the batteries, it would be best if the boat were permanently connected to an electricity source and the batteries were continuously filled; it's the only way to ensure full service time according to the manufacturer's declaration (usually 7-10 years).

By installing sensors that monitor the voltage in the batteries, boat owner will be informed when the batteries should be charged to avoid potential damage.

Boaters can buy the sensors at the marina reception, directly via the webshop or at authorised service technicians. Although installing the sensors is very simple, you can hire marina authorised service technicians if needed.

marinacloud
PROACTIVE BOAT CARE

To find out more about the Marina Cloud services please visit the Punat website www.marina-punat.hr/en

EV

THE RISE IN ELECTRIC VEHICLES - IS YOUR MARINA READY?

Recent figures published by the UK Society of Motor Manufacturers and Traders (SMMT) highlight an increase in EV and Plug-In Hybrid Vehicle (PHEV) sales of 72.7 per cent in mid-2018 alone. This contrasts sharply with the decrease in diesel vehicle sales, which fell by 23.6 per cent.

Rolec Services, one of the world's leading specialists in the design, manufacture, supply and installation of marinas services, has embraced this new electric vehicle revolution over the past 8 years.

Rolec's sub-division, Rolec EV, has established itself as the UK's largest manufacturer of EV charging equipment, offering Europe's widest range of products - resulting in over 100,000 charging points sold to date.

Martin Georgeson, Rolec's Sales Director, commented: "The number of EVs/PHEVs populating the world's roads continues to increase at a huge rate. The EV drivers visiting marinas generally park the vehicle in the marina car park, and as such will be looking to charge the vehicle while they are boating.

"Therefore having EV charging points available at marinas seems the logical thing to do. We have developed a range of EV charging solutions to suit any marina or car park requirements, from simple free-to-charge pedestals through to more sophisticated charging points offering a pay by mobile phone experience.

"In addition to the more traditional AC fast charging units we also offer a range of





cutting edge DC rapid and ultrafast chargers that can charge a vehicle in 15 minutes at up to 150kW, enabling it to travel in some cases up to 300 miles (480km) until the next charge."

Martin continued: "According to a recent report by the International Energy Agency, the number of EVs on the world's roads is likely to more than triple to 13 million in the next 18 months. Sales are also expected to be set to soar 24 percent every year, on average, through to 2030.

"With environmental issues, including air quality, greenhouse gases, etc. being at the forefront of people's minds the

government is investing heavily – including providing subsidies to encourage the uptake of EVs/PHEVs.

"Further investment includes financial support to develop national EV charging infrastructures in domestic, commercial and public locations.

"It is precisely because of all the positives EVs bring that pioneering marinas throughout the UK are investing in EV charging points for their staff, visitors and customers."

According to Rolec, as well as providing a service to their marina customers the deployment of EV charging points can also provide a new

and additional revenue stream - with recent calculations suggesting that a charging point used once per day will repay its investment in less than 24 months. Martin continued: "Whilst carrying out our standard marina services designs and quotations, I have noticed a significant increase in requests for EV charging points.

"It is clear from this rise in EV charge point demand that many marina customers are now arriving in EVs and PHEVs, expecting to see charging points available at the marina.

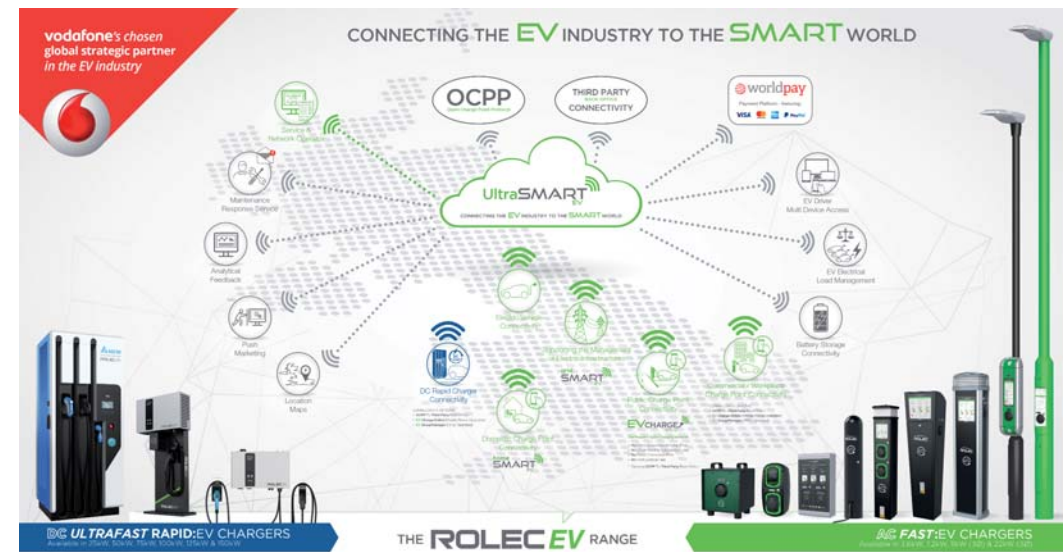
"This demand for EV charging points will continue to grow as the vehicle manufacturers significantly increase their EV and PHEV portfolios over the next 2 to 3 years. Installing an EV charging point is relatively easy and cost effective, and once installed is intuitive for the end user to operate."

Rolec confirmed that its EV charging points are compatible with all current EVs and PHEVs on the market today. Rolec also confirmed that their charging points have

been tested, approved and certified by many of the world's leading EV/PHEV manufacturers, including Nissan, Renault, Kia, Hyundai, Mitsubishi and many others.

For more information about Rolec's product range call 01205 724754, email rolec@rolecserv.co.uk or go to www.rolecserv.com

“ Is your marina prepared for the EV revolution? ”



FLISVOS MARINA

5 GOLD ANCHOR PLATINUM AWARD FOR FLISVOS MARINA



On the final day of the ICOMIA World Marina Conference in Athens, Flisvos Marina was awarded 5 Gold Anchor Platinum accreditation, the highest level of the scheme and distinguishes the marina as one of the best in the world. Flisvos Marina is the second superyacht marina in Europe to receive the 5 Gold Anchor Platinum accreditation, and simultaneously the first marina in the Southeastern Mediterranean.

The accreditation recognizes the small number of marinas in the world that cater for the most discerning customers who expect the highest levels of facilities, infrastructure and customer service.

The special award ceremony took place on Saturday, October

27, 2018 on the classic boat "Neraida" which featured in Sophia Loren's English language debut in the 1957 film 'Boy on a Dolphin'; now fully restored to its former glory the boat is a floating Museum.

LAMDA Flisvos Marina A.E. Managing Director, Stavros Katsikadis said: "This accreditation is of great importance to us, as it recognizes the continuous effort of our marina to demonstrate the high quality of yachting services in Greece. Through this, it is now proven that Flisvos Marina is one of the most distinguished marinas in the world, a perfect example of operation for customers and visitors too. Being the second marina in Europe to have won this accreditation is a testament to our commitment

to efforts that aim the continuous improvement of our facilities, services and benefits".

Mr. Katsikadis continued: "I would like to thank the marina's team who worked hard to reach the level of 5 Gold Anchor Platinum accreditation".

The Yacht Harbour Association (TYHA) General Manager, Jon White, commented: "I am very pleased to confirm the Global Marina Accreditation award of "5 Gold Anchor Platinum" to Flisvos Marina. And I would like to congratulate Stavros Katsikadis and his marina team for this significant achievement. To achieve this level of accreditation Flisvos Marina was required to achieve an almost perfect score in each of the 89 separate Gold Anchor criteria covering all areas of the marina operations with a particular focus on customer service. Since 2014, significant improvements have been made at the marina and following the assessment in June 2017, the Flisvos team worked hard on some final key actions required to succeed in achieving this demanding standard".





PORTAVADIE 🏆🏆🏆🏆🏆

Set in a man-made lagoon on Loch Fyne, Portavadie is a modern marina, with sheltered deep water berthing and a stunning purpose build marina and facilities. Receiving their 5 Gold Anchors for the 3rd time, the marina manger Craig Cochran says, "The entire team at Portavadie are delighted to retain the 5 Gold Anchor Award for the 3rd successive time. With only three 5 Gold Anchor marinas in Scotland, we're extremely proud of this achievement and look forward to the next 3 years in collaboration with The Yacht Harbour Association."

They offer 230 fully serviced berths that can accommodate vessels up to 70ft, with no restriction on draft and the berths are accessible at all states of the tide. The marina also offers award-winning restaurants and bars, a spa and leisure complex and the nearby golf club, Kyles of Bute, offer a complementary round of golf!



PORTO DE RECREIO DE OIREAS 🏆🏆🏆🏆🏆

Situated to the west of Lisbon, Porto de Recreio de Oeiras was opened in 2005 offering 294 berths for boats up to 25m in length. It is a very popular marina with long term customers and visitors, with a welcoming ambience with shops and restaurants adding to the enjoyment. Andrew Jagers says, "Oerias has maintained its reputation for providing high quality, fully serviced sheltered berthing in a most convenient location, west of Lisbon. A relaxed, friendly and competent ambience was observed, with an open welcome to berth holders, visitors and the public. Its full range of services, afloat and ashore, is environmentally sympathetic and is backed up by concierge level customer care described by a frequent visitor as the "best in the area- lovely staff - most helpful."



LAGOS MARINA 🏆🏆🏆🏆🏆

Situated in the Bay of Lagos on the Algarve in the heart of the town, this is a popular yachting and tourist destination. Not only have they received 5 Gold Anchors again from TYHA but they also hold Euromarina Anchor Award and the European Blue Flag. The marina has restaurants, bars, diving, boat charter and a kid's club along with excellent facilities. The assessor commented, "With a high occupancy level and over 2,000 visiting boats each year, customers look to be very well served afloat and ashore, and the range and level of expertise available on site in the areas of hospitality, marina services and boat yard requirements remains as an impressive bench-mark"



CABO SAN LUCAS 🏆🏆🏆🏆🏆

Marina Cabo San Lucas offers the perfect boating experience in a perennial holiday setting. Whether you are into high-octane sports fishing, nonstop partying or quiet cruising among the many bays and islands in the Sea of Cortez, there's something here for everyone. The marina knows how to combine all necessary facilities with premium service and is the living proof that teamwork makes the dream work. The staff stick together as a family and this reflects on the berth holders as well - and the assessor for that matter. Mieke Vleugels, TYHA's assessor was highly impressed and comments, "Bustling full-service marina renowned for sports fishing, with a great social responsibility towards the local community, educational opportunities for staff and high environmental awareness driven by dedicated team members. Initiatives such as the turtle rescue & release programme show that Cabo has more to offer than thrilling nightlife."

CAEN HILL MARINA 🏆🏆🏆🏆

This marina continues to be very popular for both cruising vessels and long term moorers with a healthy waiting list. Credit for this must go to Sarah and Ivan who run this marina along with the ethos of Land and Water. Since the assessors previous visit he noted how the marina has continued to mature and blend into the surroundings. Located at the base of the iconic Caen Hill Lock flight, a famous landmark on the Kennet and Avon Canal system, Caen Hill Marina offers 250 fully serviced berths in a tranquil location. Sarah is justifiably proud of this achievement "We are very pleased to say that after our inspection in 2018 we still hold the prestigious 4 Gold Anchors at Caen Hill Marina for the 6th year running".

The Assessor, Tony Dye, having been a regular visitor to Caen Hill over the past 6 years was pleased to see continued large scale development and refurbishment works being carried out by marina operators GeoMac Ltd, a subsidiary of Land and Water despite operating at almost 100% capacity for the past few years. The recent appointment of Sarah and Ian Edwards as managers who were former moorers demonstrates the understanding of the specific requirements by the operators of what moorers look for at the marina and an active social programme is run by them."



GOLD ANCHOR
Global Marina Accreditation

FOR MORE INFORMATION ABOUT THE GOLD ANCHOR SCHEME CONTACT LIBBY OR VISIT WWW.TYHA.CO.UK



RHU MARINA PROUD TO GAIN 4 GOLD ANCHOR STATUS

After an inspection in July, Rhu Marina has been awarded 4 Gold Anchors by The Yacht Harbour Association. This was Rhu's first Gold Anchor inspection.

The Gold Anchor scheme utilises expert assessors to evaluate marinas against an exacting standard which considers all operational, facility and customer service aspects of running a modern marina.

The assessment also gains feedback directly from customers and utilises a mystery shop process to gain valuable insights into the customers experience delivered."

“ Awarded by HRH The Princess Royal

Rhu Marina's Manager, Suzanne Bell CMM, was presented with the award by HRH The Princess Royal during her visit to Rhu Marina last month. The Gold Anchor assessment paid tribute to the general management and presentation of the marina together with a strong emphasis on customer service. Quay Marinas Managing Director, Simon Haigh, said

'We are absolutely delighted that Rhu Marina has been awarded 4 Gold Anchors in its first inspection and this is a testament to the hard work of Suzanne and the team over a long period.'

Suzanne Bell, Marina Manager, Rhu Marina says: "Rhu Marina is delighted to be accredited with the '4 Gold Anchor Award' by The Yacht Harbour Association. This award is a great achievement and reflects the commitment from all of the team at Rhu, we are thrilled with the recognition for the high standards and commitment to customer service that we deliver."



Equipment Training

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

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popular HBC38 trailers, and custom designed and fitted additional hydraulic pads for the hulls, to spread the load and enable additional lifting height. They say they think they are saving around an hour per boat lift compared to their old system and using the Roodberg is far less stressful!

Peter Leonard Marine in East Sussex were looking for a hydraulic boat mover to complement their existing crane, and thus improve the efficiency of the boat yard. This family owned business has been going from strength to strength since 1970, and they are keen to update and modernise wherever they can. They approached P&D in late 2017 and following a highly successful visit to METS and various Dutch boatyards, they ordered a Roodberg Hydrotrans Manibateau 15 boat mover. This towed unit is a highly cost-effective way of moving boats around in a yard, lifting boats either in purpose-built cradles or on adjustable pads of various designs. This trailer has been delivered and is now hard at work, with extremely happy owners.

Another special – an ‘extra wide’ HBC15 slipway trailer, has been ordered for the Portsmouth Offshore Sailing Club’s base in Gosport. This will enable them to lift the majority of bilge keel yachts as well as all the other usual boat types.

These are just a few examples of machines delivered in 2018. Further to P&D selling these new machines, 2018 has also been a successful year with used boat yard machines, with demand continuing to outstrip supply. Further to this, P&D have delivered yet more successful manufacturer approved training on Roodberg machines, and numerous services along the lines of inspections, servicing and maintenance. 2019 will almost certainly prove to be of serious interest to many of the existing Roodberg users and other boatyard operators around the world. Watch this space!



To find out more please visit www.pontoonanddock.com or sales@pontoonanddock.com Or call 01283 208891 and we will be happy to help.

A GOOD YEAR FOR PONTOON AND DOCK COMPANY AND ROODBERG

2018 has been a successful year for The Pontoon and Dock Company acting on behalf of Roodberg Boat Handling Products, with several firsts; Sunsport Marine in Guernsey were the first people in the world to receive a Roodberg Hydrotrans SW10 trailer with brakes. This has enabled them to recover boats on a slipway and then transport them on public roads to the boat storage area. Roodberg took one of the highly successful and low-cost trailers, and custom designed a submersible braking system for it to suit. Matt Waters

at Sunsport had been looking for such a solution for a while and is over the moon that such a machine could be delivered. As this is a hydraulic trailer, this means that Sunsport have been able to step away from a system comprising numerous individual trailers – the SW10 can pick up and set down boats in a very quick and efficient manner.

The Multihull Centre in Cornwall approached P&D as they wanted a method of quickly lifting and moving multihulls – which like boats in general seem to be getting bigger and higher. Roodberg took one of the



DEAN & REDDYHOFF

DAVE HILL SHARES HIS TIPS
ON WATERSIDE GARDENS

We all love to be out and about in all weathers, racing, fishing, exploring or having a cuppa onboard, but have you ever thought about how the plants that grow in marinas cope with the varied weather conditions?

From windswept Portland to Deacons on the banks of the river Hamble, the five Dean & Reddyhoff marina sites are carefully managed to encourage plants that both look great and support a diverse range of wildlife.

If you've got a waterside garden, then here are some top tips on making the most of your outdoor space.

Plant Selection

With their often-exposed sites, coastal gardens have microclimates making plant selection even more important. Look for varieties that can cope with salt spray, wind, exposure to sun and free draining soil that can be low in nutrients. Agapanthus Peter Pan, Crocosmia Lucifer and a large array of wildflowers including wild poppies thrive in the low-nutrient rich soil. Be reminded of the pink haze of summer clifftops by planting thrift (*Armeria maritima*), its robust nature makes it perfect for dry sunny sites, lining paths, borders or popping into rockeries.

Wind

Creating natural windbreaks is key. Planting around boulders and stones can help anchor plants. Succulents, aloes, palms and cordylines are perfect. Make sure that plants are pruned regularly and staked accordingly to help avoid wind damage. Like the sound of rigging on masts in the breeze, the swish of grasses like *Miscanthus* or *Pennisetum* provide natural movement all year around.

Feeding, watering and weeding plants with silver or blue green leaves are great at holding onto moisture, think Agave and Sea Kale (*Crambe maritima*). Sea Holly (*Eryngium*

variifolium) has striking silver foliage and architectural blooms adding structure to borders. Bees and insects love it and you can leave it over the winter to add interest.

Using liquid seaweed fertiliser, made from kelp and fresh water, that's been kept for around two years so that the ammonia has broken down, is a natural way to feed plants. Feed the plants that need it and be careful not to over feed as some plants prefer poorer conditions!

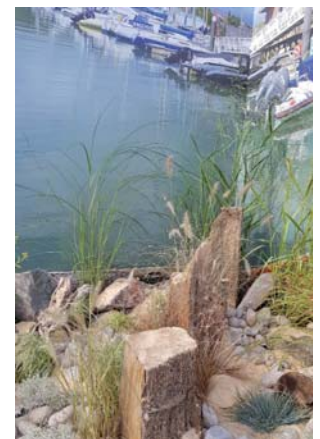
Hand weed where possible and be careful of over using chemicals that could leach into the water. In tough climates if your plants thrive and grow then they enjoy where they like to settle!

Wildlife

Echium vulgare is great for adding height. The tall plant has upright spikes of tiny purple flowers, often with bright stamen that bees and other pollinators long. It should also flower all summer and self-seeds so is very low maintenance.

Rosemary (*Rosmarinus officinalis*) is perfect for a seaside spot and very hardy. Evergreen with pretty blue flowers in summer, it smells fantastic and can be picked all year round – it's also perfect to throw onto a BBQ. Plant it near paths and around doorways so it releases fragrance as you brush past it.

Visitors to this years The YachtMarket.Com Southampton Boat Show in September were



pleased to learn that all the plants and materials used to build our boat show stand were to be recycled and replanted at our marinas when the show was over.

**Words: Dave Hill, Head Gardener
Dean & Reddyhoff**
For further information visit
www.deanreddyhoff.co.uk

FINAL PHASE OF DEVELOPMENTS AT HARLEYFORD ESTATE LTD

Harleyford Estate Ltd located on the Thames near Marlow, completed its final phase of marina developments in June 2018. The old marina basin which was built in the late 1960s had reached its end of working life and need replacing. With space available to the west of the marina basin, Harleyford completed a new Lagoon in April 2017 with 155 brand new moorings for boats from 6 - 22mts long. A new water system, power and car parking was laid out by local contractors Greenford's who delivered on time and budget.

“ Popular Thames Marina increases berth facilities

Walcon were the pontoon supplier, and RMCS supplied the electrical works.

Berth holders were then moved into the new Lagoon whilst the old basin was completely refurbished with

55 berths. Once again we put in new water, power and paths along with Wi-Fi for the whole site. This area completed in June 2018 brought Harleyford's berthing numbers up to 389 in total, giving an overall nett increase of 122 berths.

Harleyford remains as one of the most popular marinas on the Thames with a healthy waiting list for 2019.

For more information please look at www.harleyford.co.uk or email info@harleyford.co.uk



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THE GREEN BLUE

CALLS ON BOATERS AND MARINE PROFESSIONALS TO #GOGREENFOR2019

As marine professionals, we all have a vested interest in protecting the environment where we spend our work and leisure time. Demand for support, advice and resources from The Green Blue has never been stronger, with a heightened

interest from the recreational boating community in how we can be part of the solution to minimise our plastic pollution and other impacts boating may have on our environment.

The Green Blue has been working closely with the UK recreational boating sector over the last year, helping them adopt and facilitate environmental best practice to minimise any impacts on our inland and coastal waters, habitats and wildlife.

So as we head into a new year, what else can we do to #GoGreenFor2019? For starters, there's The Green Blue's new video guide for marina operators on what's involved in developing a site biosecurity plan to prevent the introduction and spread of INNS. The team has also developed an online 'Sustainable Event Toolkit' for clubs running smaller regattas up to larger boating event organisers looking to make their event more

environmentally sustainable and gain recognition for their achievements.

1 Reduce energy consumption

Many marine businesses are assessing how much of a risk climate change poses to their operations and are taking steps to address their CO2 emissions. With an increasing amount of Government lead initiatives and environmental legislation, it can be difficult to know where to begin on the path to sustainability. Thinking about our carbon footprint and the actions we can take to reduce energy consumption is an essential first step.

2 Stop the spill

Delivery hoses, pipe work and trigger nozzles should be maintained to a high standard and secured to prevent unauthorised interference.

Advice on how to avoid spillages and what to do if they occur should be prominent on refuelling sites. Ensuring flexible delivery pipes are kept within a bund and have a cut-off or lockable is considered good practice. Dispensing facilities should be located in an area where spills can be contained easily, away from main river flows or heavy river traffic.

3 Recycle

Customers and berth holders now expect (and often demand) recycling facilities at marinas and quays. Most people are used to recycling at home and now do the same on board their boats. By implementing a recycling scheme you can not only save money, but also gain a competitive edge and good customer relations. Boaters should be urged to recycle old equipment such as sails, rope, electronic kit and oilskins at boat

jumbles, freecycle or on eBay rather than throwing it away.

4 Ditch the disposables

We all know that ocean debris plastics contribute to habitat destruction. To limit your impact, help stamp out single-use plastics by installing water refilling stations for berthers and customers to refill their drinks bottles, buy products with less packaging to reduce carbon footprint, always choose products without microbeads, and ditch the disposables – remove all plastic cups and straws. Consider more eco-friendly alternatives such as cutlery and rubbish bags made from com-starch, which can be composted.

5 Take care when antifouling

It's obvious that marinas and boat yards play an important role in encouraging the use of

ground sheets to easily capture and dispose of antifoul paint and scrapings and thus prevent toxins from entering the water course. Investing in a closed loop washdown system to prevent hazardous toxins entering the water helps to do this and marinas and boat yards should also provide hazardous waste bins for the disposal of paint tins, rollers, paint brushes etc. Educating customers on site to follow antifouling best practice will help to prevent loose material entering the water or nearby surface water drains.

Kate Fortnam, Campaign Manager for The Green Blue, sums up: "It is in everyone's interest to protect the natural environment that supports our industry and ensure that the growth of the sector is sustainable. If you'd like help to 'Go Green for 2019' please do get in touch. The Green Blue is here to help."



#GoGreenFor2019

The Green Blue is the joint environment initiative of the Royal Yachting Association (RYA) and British Marine that help boat users, boating businesses, clubs and training centres to reduce their impact on coastal and inland waters to keep them in great shape for now and the future. The scheme raises awareness, supports practical projects, runs bespoke outreach activities and offers easy to follow advice to make boating in the UK as sustainable as possible.

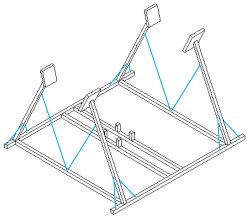
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A NEW LIFTING RECORD FOR LARGS BOAT HOIST

The record for the largest boat to be lifted ashore at Largs Yacht Haven in Ayrshire was broken in September by a beautiful American motor cruiser.

A Nordhavn 55 with a displacement of just over 57 tons was lifted ashore last month for winter storage and maintenance,

becoming the largest motorboat in volume to be lifted at the Scottish marina. Lifted by a yard team with over 100 years' combined experience in boat lifting and launching at the marina, the Nordhavn lift drew quite a crowd with her high waterline proving quite a sight out of the water!

The 70 ton Largs Yacht Haven boat hoist operates 7 days a week, all-year round with storage ashore in the secure boatyard for long or short term basis.

Visit www.yachthavens.com/largs for further information.



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The Marina Office,
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Contact : Ian Lindsay
Tel: +44 (0)7889 070623
www.lechlademarina.co.uk

Following a recent change of ownership Lechlade Marina's refurbishment will be completed in 2019 which will include a new shower block, electric and water hook ups and much more to make berthholder's and visitor's stay at the marina as comfortable and hassle free as possible.



FROUDS BRIDGE MARINA

Frouds lane,
Aldermaston, Reading,
RG7 4LH

Contact : Matt Stroud
Tel: +44 (0)118 971 4508
www.froudsbridgemarina.co.uk

Frouds Bridge is a relaxed, laid back marina with a nice community feel providing the perfect home for your boat. It has room for 160 leisure moorings, each with wooden jetties providing drinking water points and metered electric points. There is a small chandlery which stocks everything for a life on the canal, a pump out and Elsan service, diesel, gas, coal, logs and kindling.



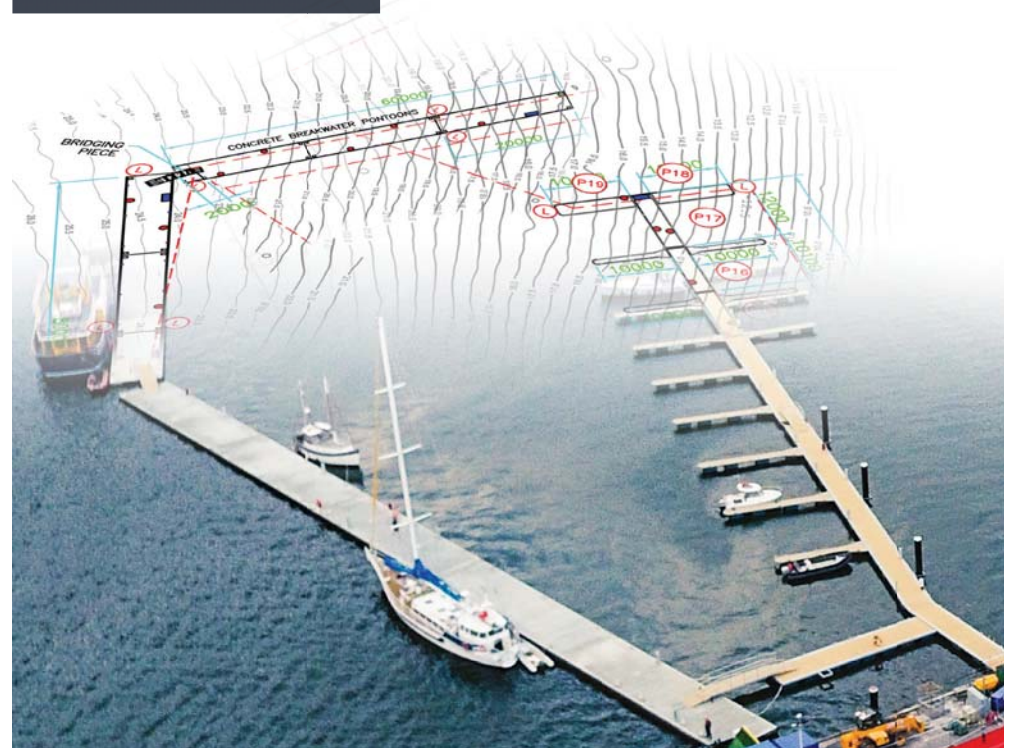
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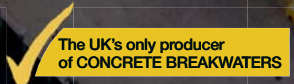
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BEDS ON BOARD

Beds on Board, the sharing economy platform that connects guests and owners for amazing stays on boats, today revealed the total market opportunity of the boat accommodation sector ahead of their crowdfunding raise on Seedrs.

Beds on Board has worked with global marine organisations to identify that there are over 8 million suitable boats worldwide and that they are used, on average, less than 10% of the year. This represents 2.6 billion nights worth of inventory that can be used as accommodation through the peer-to-peer platform, satisfying demand for city-breaks, family staycations, romantic escapes and event accommodation.

Accommodation from the sharing economy is estimated to be worth £34 billion in 2018 and is popularised by platforms such as Airbnb and Booking.com who specialise in land-based options. Beds on Board's differentiator is it's focus - renting only boats, only as accommodation - and that it has agreements that exclude other platforms from operating in key locations.

“
**Beds on Board
unlocks 2.5
billion nights of
opportunity for
the global travel
market**

Talking at the World Marina Conference in Athens, CEO Jason Ludlow said, *“Beds on Board’s vision is to bring the boating lifestyle to the world, working with marinas to open up to new customers and to help grow the boating industry as a whole. There is a huge opportunity here, over 2 billion nights of opportunity, and Beds on Board are in position to unlock it.*

These 2.5 billion nights not only represent a huge opportunity, they come from no new building or infrastructure. They do not threaten existing housing supply. They do not take anything from the local community; it’s completely new inventory, unlocked for the benefit of guests, boat owners and the travel economy, including marinas. In fact, helping marinas become destinations is a key part of our strategy as we go into 2019 on the back of a crowdfunding raise with Seedrs’.

Launched in 2015, Beds on Board was founded by Sir Peter Ogden, founder of Computacenter and Dealogic; Jason Ludlow, an RYA yachtmaster instructor who sold his marine hospitality business in 2014 and Tim Ludlow, former Production Director at Google.

To find out more, please visit:
seedrs.com/bedsonboard



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TROON YACHT HAVEN CELEBRATES 40TH YEAR

already full and Rhu Marina was being planned. Troon was a sheltered basin and the rock surface was sufficiently low to allow the removal of mud to give sufficient depth for yachts.”

It was far more than just sailors who were benefiting from the marina. It was estimated that the marina had created 70 jobs in the local town in the 1980s due to the ripple effect of increased tourism, in addition to the 11 employed by the marina.

Duke Darge was one of the first employees at the marina and he also celebrates his 40th anniversary as he continues to work there today now managing the boatyard operations. Having started as a young trainee, Duke now manages the 55 ton boat lift and storage ashore, while spending his spare time racing yachts, including One Tonners and Quarter Tonners, around

the west coast of Scotland and across the UK.

Commenting on Duke’s landmark year, Marina Director Stephen Bennie said, “Troon Yacht Haven simply wouldn’t be what it is today without Duke’s incredible loyalty, knowledge and experience. He is well-known and highly respected across the Scottish sailing industry, not just

because of his commitment to providing a first-class service to boaters here in Troon, but also his incredible yacht racing achievements.”

Over the past two decades, the marina’s reputation has continued to grow with the popular haven now offering over 400 sheltered pontoon berths with full-tide access.

The opening of Scotts Restaurant (by Buzzworks Holdings) in 2004 increased the attraction of Troon with 1000s of visitors arriving at the marina by sea and by road each year. Last year, the marina was voted Best UK Marina/ Harbour 2017 in the Sailing Today awards.



LORD ILIFFE PRESENTS SAIL TRAINING AWARDS

Mia Brackley and Elizabeth Bland are the proud recipients of MDL Marinas 2018 Sail Training Awards presented at TheYachtMarket.com Southampton Boat Show.

Presented in conjunction with Ocean Youth Trust South, MDL's Sail Training Awards are designed to recognise, reward and challenge young people who have shown exceptional accomplishments and qualities which have inspired or supported others. Mia Brackley and Elizabeth

Bland were given the beautiful awards as recognition of their accomplishments while at sea. They spent five nights and six days living and sailing on board OYT South's 30-metre vessel,

“
**Congratulations
to the Recipients
of the
Sail Training
Awards**”

Prolific, and were involved in all aspects of life on board, including hoisting sails, helping with maintenance, sailing the boat at night and cooking and cleaning with the rest of the crew. The voyage departed from and returned to MDL's Ocean Village Marina in April 2018. Also onboard were Emily Godson, Carla Green, Hayden Knight and Shailyse Saunders.

The presentation was made on MDL Marinas' waterside stand at TheYachtMarket.com Southampton Boat Show. Keep an eye out for entry forms for the 2019 MDL's Sail Training Awards on MDL's website: www.mdlmarinas.co.uk. The awards offer admirable young people – carefully selected due to their exceptional accomplishments, or for overcoming adverse personal circumstances – the opportunity of a lifetime aboard the sail training ship.

MDL Marinas has run its Sail Training Awards for over 30 years. Ocean Youth Trust South is a charity which uses Adventure Under Sail as a personal development opportunity for young people aged 12-25.



Pictured are (left to right): Mark Todd (Chief Executive Ocean Youth Trust South), Mia Brackley, Lord Iliffe (Board Chairman, Yattendon Group Plc), Elizabeth Bland and Michael Glanville (Operations Director MDL Marinas).

For more information visit
www.mdlmarinas.co.uk and
www.ooytsouth.org.



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TOP TIPS

ON BUYING A SECOND HAND BOAT

“Buying a second hand boat can be a pretty big investment, yet despite the expense the legal side of buying a boat can be as simple as buying a newspaper! With that in mind it makes sense to undertake a few basic checks before parting with your money and actually committing to buy”, explains Mandy Peters, RYA Legal Manager.

Once you’ve found your dream boat, it would be wise with an investment of this size to proceed with caution, ensuring you avoid any potentially expensive shortcuts. Paying attention to the following steps

will help to ensure your purchase proceeds smoothly.

A sale and purchase agreement, as the name suggests, governs the rights and responsibility of the parties to the contract and determines the transactional process, encompassing such matters as payment of the deposit, the buyer’s entitlement to have a survey carried out on the vessel and conduct a sea trial; acceptance of the boat or otherwise; termination of the agreement and how disputes between the parties are to be resolved.

“Our advice is that you read the agreement carefully and only once you are satisfied with the terms of the agreement consider the next stage of the process,” explains Mandy.

“Prior to paying a deposit, make enquires with the broker as to how the deposit and/or completion funds are to be held. A standard deposit is 10% of the purchase price (although it may be possible to negotiate the payment of a reduced rate) and it’s important to agree on the method to be used to pay the funds.”

Once satisfied with the documentation, a sea trial is recommended. You will need to review the sale and purchase agreement carefully to ensure that you are entitled to withdraw from the sale if you are not happy with the boat following sea trial.

A survey is considered essential by most purchasers to check the condition of the boat and its engine/equipment. Although the boat may appear superficially to be in excellent condition, a survey is nevertheless a sensible precaution.

The buyer may be able to withdraw from the purchase as a result of the findings of the survey or renegotiate the vessel’s price, or request that the seller rectifies any defects at his expense, prior to completion of the contract. Although the law is not prescriptive as to the documentation to accompany the sale and purchase of a vessel, documentation is required to comply with certain legal



requirements such as the Recreational Craft Directive, compliance with national and EU-wide VAT rules and any national registration requirements. If the seller is unable to produce documentation, the buyer may be entitled to withdraw from the sale.

For more information, pick up a copy of the ‘RYA Boat Buyers’ Handbook’ available in both print and e-Book formats at www.rya.org.uk/shop. Written in an accessible fashion, the RYA Boat Buyers’ Handbook is a vital purchase for anyone looking to get on the water in their own boat.

The RYA has also produced a Sale and Purchase Pack, exclusively available to RYA members, containing all the essential information on buying and selling your boat, which can be downloaded from the RYA website or by contacting the legal team on 023 8060 4223 or legal@rya.org.uk

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McKinsey & Company, 2016

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Save Time and Money using MyTaskit Pro

"Overall, MyTaskit Pro added so much efficiency to our daily workflow. It helps us get work orders to the technicians faster, and gives us the option to reprioritize their day..."
Trevor Vermette, MacDougall's Cape Cod Marine Services

Expanding its global presence, MyTaskit has signed its first international reseller. Auckland, New Zealand-based Pacsoft Marina & Boatyard Management Systems now provides sales and technical support for MyTaskit Pro, the award-winning online work coordination platform, to its extensive customer base throughout Oceania, Southeast Asia, the Middle East, United Kingdom, North America & Europe.

Pacsoft's flagship product is PacsoftNG, a comprehensive marina and boatyard management software suite. Used extensively by marinas, commercial harbors, boat and shipyards, dry stack and storage facilities, and yacht clubs, it provides any size operation with tools to automate and streamline

daily tasks, and maintain tight control over business processes.

"We're especially excited to partner with Pacsoft," said Kevin Hutchinson, MyTaskit founder and CEO. "We've aligned ourselves with an international premier marina management software provider. As we looked to expand MyTaskit internationally, a partnership with a leader such as Pacsoft made perfect sense."

MyTaskit Pro transforms how service in the field is coordinated. Supervisors assign work to technicians and subcontractors and prioritize work tasks for their service team in real time

for what is most important.

They, in turn, can upload before-and after images and video, record voice-to-text notes, and record labor hours into the new MyTaskit mobile app. If the project is out of cell or Wi-Fi range, field staff can continue to enter work and it automatically syncs data when a connection is reestablished. Ushering in a new level of transparency and immediacy, everything is real-time. It's the tool businesses use to get more done, faster.

"We're looking forward to sharing this news with our global customers, especially those who deal extensively with onsite technicians and subcontractors to offer them an expanded service, maintenance and work coordination solution when they partner with Pacsoft," said Chris Thomas, Pacsoft International Ltd CEO. "With this partnership, MyTaskit and Pacsoft have committed to be a comprehensive marine service and operations management offering that will increase productivity for marine businesses."

PacsoftNG
Marine Management Software Solutions



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MDL MARINA'S WOOLVERSTONE LODGE PARK

MDL Marinas' ten beautifully crafted new luxury lodges set in 22 acres of tranquil parkland on the banks of the River Orwell at Woolverstone Marina provide stunning accommodation. They can be booked via Hoseasons.co.uk.

"The lodges are truly stunning," says Adrien Burnand, MDL's head of marketing. "Each of them is unique but they all offer the same high quality in build and furnishings. We've built something that reflects the ethos of MDL Marinas, that shows who we are and the care and quality we offer to all our members and guests. And some even feature private hot tubs for starlit nights. Given the reviews it seems we have hit the spot."

Guests over the past seven months have been impressed with not only the 'beautiful lodges and location', the 'spotless' and 'luxurious' accommodation, but also the close access to wildlife including deer, squirrels and 'rabbits scampering around so close to the lodge'. Plus, the fact that dogs are catered for in a couple of the lodges with treats, dishes and towels has been noted as 'a lovely touch'.

**“
Top of the range
accommodation
alongside its
existing marina
facilities**”

Not only is Woolverstone Lodge Park perfectly positioned for holidaying near to friends or family staying at the marina, it's a great place to stay all year round as it also offers easy access to the multiple walking and cycling tracks in the surrounding countryside.

"We realised that family and friends want to get together but that boats don't always have the number of berths to accommodate large gatherings," Adrien continues. "Now, Woolverstone Lodge Park is the ideal getaway from the hustle and bustle of modern life and the perfect setting for a family gathering, or a quiet couples retreat. Plus, there are two sailing schools onsite, providing the perfect opportunity to learn how to get out on the water."



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PRESTIGIOUS MEDITERRANEAN MARINA WINS INTERNATIONAL AWARD



rich in history and atmosphere. Can Akaltan CMM, General Manager at IC Cesme Marina comments, "At the marina we are committed to doing our best for the environment and actively encourage all who visit the marina to be a part of our 'eco-friendly' initiatives. We have successfully launched two campaigns in the last two years to help the environment; our award-winning olive oil is harvested each year and we have received recognition not only in Ankara in Turkey for this effort but also in Westminster, London, in addition, we have launched live mussels into the marina, creating a colony of mussels to help combat water pollution, through their natural ability to filter water. Our recent achievement for the Olive Oil Project is a testament to our hardworking and dedicated teams, plus loyal customers who continue to help support us under our friendly ethos of, 'I am Happy Here.'"

“ Congratulations to IC Cesme Marina ”

Camper & Nicholson's Marinas, together with its Turkish partner IC Holdings, is delighted to announce that IC Cesme Marina, one of the most prestigious yacht marinas of the Eastern Mediterranean, has received another outstanding international award.

Constructed by IC İÇTAS İNŞAAT and managed and operated by Camper & Nicholson's Marinas, IC Cesme Marina won the bronze accolade with its "Olive Oil Project" at the Green World Awards 2018 held at the Ministry of Environment & Urbanisation in Ankara, Turkey.

The Olive Oil Project is not only the production of delicious olive oil from the olive trees planted within IC Cesme Marina, tended to by dedicated marina

gardeners, but includes a unique harvesting 'festival' for all staff, family and friends to be a part of. The picked olives are pressed, and a premium olive oil is gifted to VIP guests around the world, further promoting the marina and its efforts towards helping the environment and being an example for others to follow.

IC Cesme Marina, is a chic and vibrant port village set in a natural harbour is sensitively integrated within the traditional maritime city of picturesque Cesme on the Izmir peninsula,

Akaltan continues, "Future-proofing the environment around the marina and ensuring future generations will be able to benefit from the olive trees is what the marina team are striving for, ensuring they keep the olive tree and Olive Oil Project very much alive."

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ART Marine's New Managers



Andrew Horne

Seasoned seafarer Andrew Horne joins ART Marine as Marina Manager jointly at the successfully launched Marasi Marina at Business Bay and the newly rebranded Al Jadaf Waterfront Marinas on the Dubai Water Canal. Born and raised on the shores of Lake Geneva in Switzerland, Andrew developed a passion for all things nautical at an early age, and with his family spent many a summer sailing the Cyclades Isles in the Aegean. An MCA Master of Yachts 3000Gr, Andrew brings two decades of private and charter yacht operational and customer service experience to the field of Marina management.



Miguel Contreras - IMM

Ex-pro sailor, marine consultant and yacht sales professional, Miguel Contreras joined ART Marine as Marina Manager to lead the Abu Dhabi operations at Marsa Al Bateen, Eastern Mangroves and Al Bandar Marina, overseeing 712 berths across four basins and a dry stack. A respected personality on the waters of both Abu Dhabi and Dubai, Miguel brings a mature Mediterranean approach to the dynamic Abu Dhabi network, engaging proactively in an increasingly complicated market.



Ronald Rodrigues

Currently finalizing his CMM qualification, Ronald Rodrigues has moved from Operations Manager at Marsa Al Bateen in Abu Dhabi to take up the Administration Manager role for ART Marine's marinas in Dubai. A finance and administration professional, Ronald's 13-year well-rounded marina career spans Dubai Marina Yacht Club in Dubai and Marsa Al Bateen in Abu Dhabi, bringing both contacts and experience to the expanding Dubai operations.



Evertt Ucat - CMM

Following a successful 7-year tenure as Marina Manager at Al Bandar Marina in Abu Dhabi, Evertt has moved up to take the Operations Manager role for all ART Marine's marinas in Abu Dhabi, overseeing 712 berths across four basins and a dry stack. CMM-qualified and with over 13 years UAE marina experience, Evertt takes control of the operations at a pivotal time with the continuing growth of dry stack operations and implementation of new OSH regulations.



Imad Farooqi - IMM

Completing a 3-year practical orientation across different marinas in ART Marine's network, BDEM-qualified Imad Farooqi has taken up the role of Group HSE Officer for ART Marine Marinas. Tasked with driving our QMS and training programs, ensuring OHS-compliance and aligning all marinas for ISO certification in 2019, as a Disaster & Emergency Management Professional, Imad brings his keen sense for Occupational Health, Safety, Environment to Marina Management.



Dimitris Lorentzos

Expanding the award-winning team at Emirates Palace Marina, Greek-born Dimitris has joined ART Marine as Marina Operations Manager. Having held positions including General Manager in a yacht charter agency in Greece and Director of Marine Transportation in Qatar, Dimitris brings many years of multinational yachting and marinas experience to the 5-Gold Anchor superyacht marina.

COUPLE COMPLETE THE PURCHASE OF LECHLADE MARINA



boaters who still moor at and use Lechlade Marina, despite the run down state it has fallen into over recent years.

Ian and Jules have exciting, yet sensitive plans to restore the marina and business so that it offers great facilities for mooring narrow boats and cruisers on a long or short term basis. The restoration will start with tidying up the marina, renovating the facilities building and improving security on the site, and move on to bringing the water and electricity hook ups up to modern standards. Future phases will include offering fuel sales, pump out facilities and other boat yard services.

Ian and Jules also want to make much greater use of the slipway at the marina for trail boat, cruiser and small boat launching to enable greater access to the River Thames for a wider range of boat owners.

“We aim to make Lechlade Marina a wonderful place to moor a boat, at the head of the navigable River Thames.”

To find out more visit www.lechlademarina.co.uk

Ian and Jules Lindsay are delighted to announce that they have recently completed the acquisition of Lechlade Marina. This will enable them to begin the restoration of this wonderfully situated marina at the head of the navigable River Thames.

Ian will use all of his 25 years of experience as a chartered surveyor managing private rural estates, on which he was responsible for the renovation of properties, the management

of gardens and the rural environment and running diversification projects, to restore Lechlade Marina from its current unloved state to a place which offers a great place to moor a boat. Jules will use her 25 years of experience as a book keeper and office manager to ensure customers get great service from a well run business.

Ian and Jules have been encouraged by the warm reception they have already had from the loyal community of

“
Look out for future updates on the progress of the restoration”



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EIGHT NEW BOAT SALES UNITS INSTALLED AT MDL MARINAS



Underpinning Hamble Point Marina's traditional role as the number one UK destination for yacht and power brokerage, MDL Marinas has installed eight new boat sales units to let at the marina's entrance.

The purpose-built units range in size from 69 sqm / 745 sq ft to 102 sqm / 1,101 sq ft, and have been built to a high specification ready for immediate occupation, including air conditioning and network cabling, kitchenette, self-contained WC and separate manager's office. Behind the units a raised terrace allows customers

to view the boats, displayed on a purpose build hardstanding area.

A number of units have already been snapped-up however MDL welcomes expressions of interest from boat brands and brokers looking to expand their brokerage networks.

"Hamble Point Marina has always been the go-to place to buy and sell new or second-hand boats," says Richard Broadribb, MDL's director of commercial property. "This marina's well known for its amazing range of boats to buy, year-round. By adding eight purpose-built sales units for yacht brokers to lease

we've really committed to the future of the marina as a unique sales destination."

Also, on the 230-berth marina are extensive shore-side facilities including a well-stocked chandlery, bar and restaurant. There is also a Dry Stack system with 137 berths for motorboats up to 10 metres. Over 50 tenants provide boat-owners with a wide range of marine services on this bustling site.

For further details visit www.mdlmarinas.co.uk or contact Simon Welch Estates Manager on 0845 6001813 or simon.welch@mdlmarinas.co.uk

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Berthon Christens 120T Boat Mover

Pictured is a DELTA 88 in Berthon Boat Co Ltd's 120T ASCOM boat mover which enables simple transportation of large & or heavy craft around the boatyard; The Delta 88 is destined for the paint sheds after having been placed in the



blasting area for a manual removal of the antifoul coats, before entering the paint preparation shed. Following attention to a few bumps and scrapes picked up over years of cruising in northern waters, she will move to Berthon's state-of-the-art finishing spray booth where only the final top coats are applied in the near-laboratory environment. Following on she will be easily transferred (for a fourth time) to the refit shed for a vigorous five year RINA survey and concomitant works. Berthon employs 140 employees at its UK south coast HQ with 15 project managers, 70 in-house

skilled craftsmen and thirty apprentices. This marvellous piece of equipment shows that Berthon continues to invest in its infrastructure to ensure seamless efficiency even in the boat handling department. It also means we can move large yachts into our finishing booth rather than paint top costs where dusty prep work has taken place. Larger sailing yachts with a different underwater profile are placed in a cradle which is lifted by the ASCOM 120T boat mover. Berthon also has five other boat moving machines.

Fox's Electronics

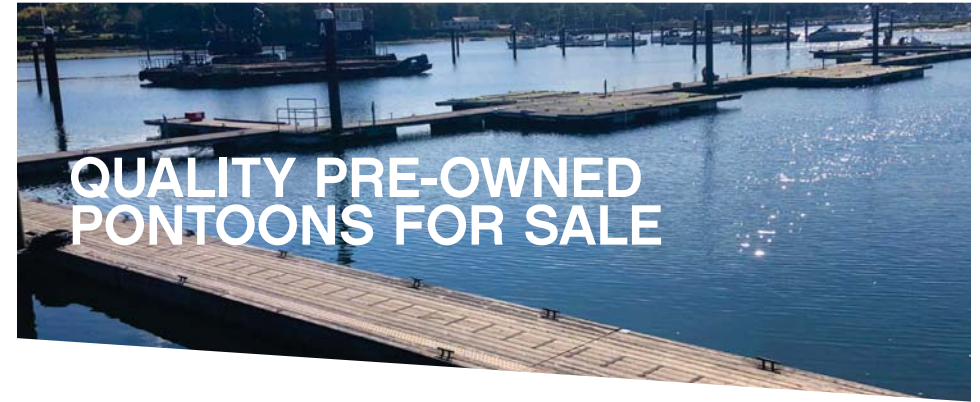
Fox's Electronics has been announced the winner of the prestigious British Marine Electrical and Electronics Dealer/Installer of the Year, having been voted the best in the Dealer/Installer category by members of the marine trade and customers.

The award was presented to Fox's Electronics Manager, George McCormick, by BMF President elect, Ian Cooke, at the recent BMEEA Conference held in Southampton. Commenting on the award, Fox's Managing Director, Will Taylor-Jones, said:

"I am absolutely delighted for George and his team. Often understated, our loyal and passionate engineers are one of our greatest assets, allowing

Fox's to offer a comprehensive, world-class service in all areas of marine electronics. Coming from a range of backgrounds, from fast jets in the military to the fit out of luxury yachts, our engineers are certified by the

British Marine Electrical and Electronics Association and kept up to date via technical courses provided by the leading electronics manufacturers. This is a well deserved accolade for everyone involved at Fox's."



Due to redevelopment work at Swanwick Marina, Premier Marinas Ltd has a number of quality pontoons for sale. The pontoons are 'Walcon Marine System 2!'. They are 2m wide and are available in a variety of lengths from 4m to 11.5m. The age and condition of the pontoons vary and this is reflected in the price. The pontoons may be viewed at Foulkes & Sons Boatyard. For more information please email chandlerybarge@gmail.com or call Anthony on 07986 023496 / 023 8040 6349





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WALCON MARINE



Walcon Marine has begun the supply of walkways and finger pontoons to the latest basin to be opened at Shepperton Marina on the UK's River Thames. Built to Walcon's aluminium System 2000 specification, the finger berths are of varying lengths with berths available for every type of craft from small dayboats up to 70-foot Dutch barges.

In 2018, Walcon has so far supplied walkways and pontoons for Basin D, otherwise known as the West Lake, for up to 125 boats. Ultimately the basin will have berths for 170 boats in total, including 16 for Dutch barges and 19 for narrow boats. Walcon is supplying the units on a rolling basis, with Shepperton Marina

adding new pontoons as and when it takes on new customers. Walcon is happy to offer this flexibility to marina operators who find this incremental arrangement convenient.

Shepperton Marina, in the county of Surrey, consists of four, interconnected former gravel pits plus some bankside moorings and has been operating for over forty years. Walcon has supplied pontoons for more than 20 of those and over the past 15 has completely replaced every original pontoon along with adding new capacity. When the West Lake is complete the marina will have berths for 400 boats in total.

"We have worked with Rob Marsh and his team for many years and are very pleased to have played a role in the development and expansion of this beautifully situated marina," says James Walters, Managing Director of Walcon Marine.

Rob Marsh added "At Shepperton Marina we aspire to be the best marina on the River Thames, and therefore we have to supply the best facilities and services. The Walcon 2000 system was the natural choice in order to meet these criteria."

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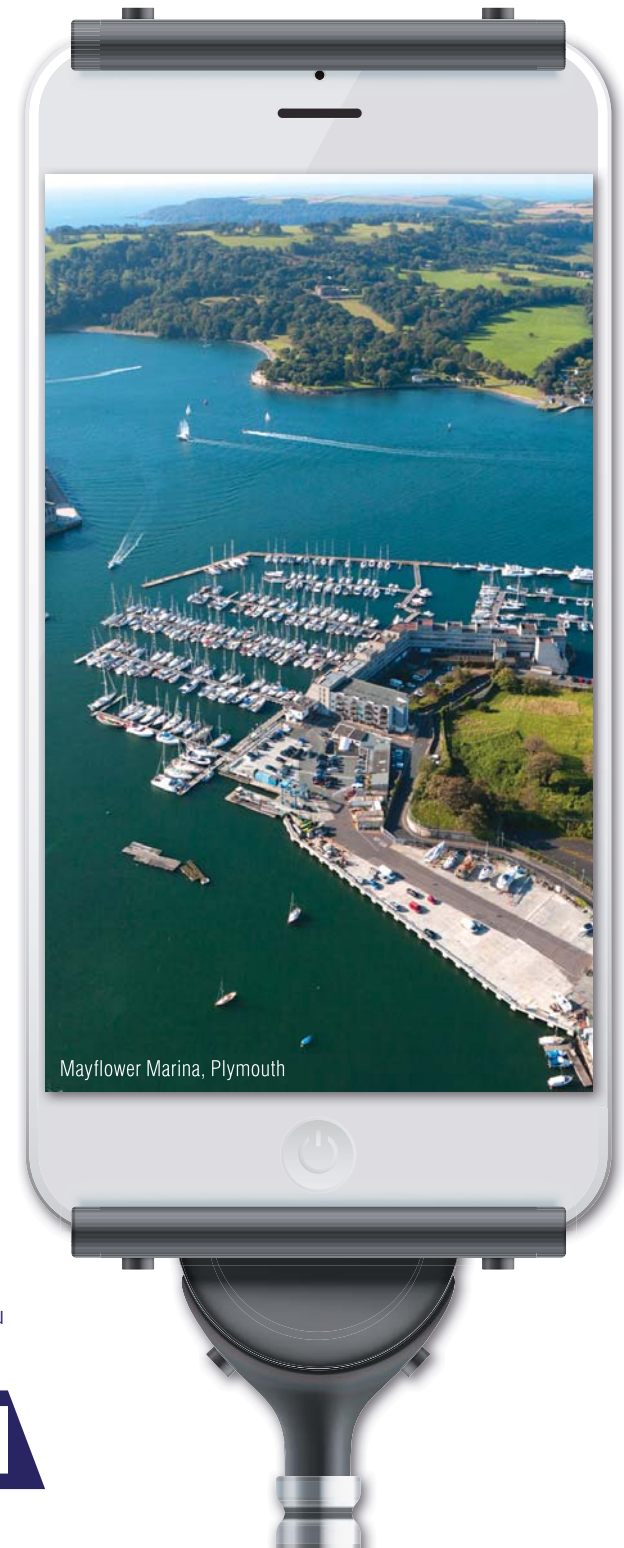
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