

Marina

World www.marinaworld.com

September/October 2019

Issue 115



Essential reading for marina and waterfront developers, planners and operators

*Breaking
waves*
1918

WELCOME

BY AIR, BY LAND AND BY SEA.



LA DOLCE VITA FOR HELICOPTERS, CARS AND SUPERYACHTS

In a setting surrounded by art, history and tradition, the marina in Porto Lotti offers all the magic of "la dolce vita". SF Marina has delivered a pontoon that welcomes you no matter how you arrive, the 13 meter wide pontoon includes a helicopter landing pad, two lanes and parking for cars and superyacht facilities that welcomes yachts of all sizes.



SF Marina has since 1918 been in the forefront in the field of floating breakwaters and concrete pontoons. Our worldwide installations and a century of experience and knowledge is your guarantee for a marina with the longest possible lifetime and minimum maintenance cost. Living up to our promise - still there after the storm.

WWW.SFMARINA.COM



23



43



47



World News

7

Special Focus

17

Italian maritime engineering company and specialist pontoon supplier Ingemar celebrates its 40th anniversary

MYP at IBEX

21

The Marina & Yard Pavilion at IBEX 2019 focuses on the trends and innovations that are setting the pace for our industry

Professional Consultancy

Phil Dunn outlines how Marina Projects' experience helped developers move forward with a marina in Paralimni, Cyprus
Jason Spalding advises on real estate purchase and sale in the USA

23

F3 Marina brings real estate management concepts to marinas

27

A brand name like Camper &

31

Nicholsons Marinas boosts business profile

35

IPM Group has redeveloped Marina Ibiza using all the strengths of its in-house consultancy expertise

37

MYP at Metstrade

41

The Marina & Yard Pavilion (MYP) at Metstrade 2019 has more exhibitors and more educational networking opportunities

Talking Shop

43

Fifth Avenue Landing – a 12-slip boutique superyacht marina in San Diego, California – celebrates its tenth year. New dockmaster *Natalie Howard* talks shop

Pontoon/Dock Systems & Accessories

Martini Marinas has completed over 1,000 installations in Italy and is enjoying a boost in export contracts for its custom-built floating pontoon systems

47

Berthing for the Oman Coast Guard; the LifeLadder safety ladder; Aviramp gangways; a ferry marina to connect Sharjah and Dubai

51-55

Products, Services & People

57



On the cover: Marina Ibiza in the Balearics has become one of the most exclusive ports in the Mediterranean thanks to the dedicated work of IPM Group, which has managed it for over a decade. Walking through the marina is now a special experience due to newly opened luxury boutiques. Read more on p.37

STRONG MARINAS



HEAD OFFICE MAILING ADDRESS & SUBSCRIPTION ENQUIRIES

Loud & Clear Publishing Ltd,
School Farm, School Road, Terrington St. John,
Cambridgeshire PE14 7SJ, UK

Editor

Carol Fulford
T: +44 (0) 1945 881018
E: carolfulford@marinaworld.co.uk

Deputy Editor

Charlotte Niemiec T: +44 (0) 1945 881018
E: charlotteniemiec@marinaworld.co.uk

Advertisement/Commercial Director

Julia Hallam
T: +44 (0) 1621 855 890
E: juliahallam@marinaworld.co.uk

Administration Manager

Corinna Francis T: +44 (0) 1621 855 890
E: corinnafrancis@marinaworld.co.uk

Finance Manager

Magdalena Charman T: +44 (0) 1403 733678
E: accounts@marinaworld.co.uk

Advertisement Production

Nick Hing T: +44 (0) 1323 490384
E: adstudio@marinaworld.co.uk

NORTH AMERICAN OFFICE

Sales Director Americas

Philippe Critot
PO Box 29759, Los Angeles, CA 90029-0759, USA
T: +1 323 660 5459 F: +1 323 660 6030
E: pcritot@marinaworld.com

FRENCH OFFICE

Publisher's Representative

Catherine Métais T: +33 6 60 17 75 81
E: catherinemetais@marinaworld.com

ITALIAN OFFICE

Advertisement Representative

Ediconsult Internazionale srl
piazza Fontane Marose 3, 16123 Genoa, Italy
T: +39 010 583 684 F: +39 010 566 578
E: genova@ediconsult.com

ASIA PACIFIC OFFICE

Publisher's Representative

Suzanna Kovacevic
T: +61 438 22 46 09
E: suzanna@marinaworld.com



Marina World (ISSN 1471-5856) is published bi-monthly by Loud & Clear Publishing Ltd, School Farm, School Road, Terrington St.

John, Cambridgeshire PE14 7SJ, United Kingdom.

The 2019 US annual subscription price is \$160.

Airfreight and mailing in the USA by agent named WN Shipping USA, 156-15 146th Avenue, 2nd Floor, Jamaica, NY 11434, USA.

Periodicals postage paid in Jamaica NY 11434.

US Postmaster: Please send address changes to MARINA WORLD, WN Shipping USA, 156-15, 146th Avenue, 2nd Floor, Jamaica, NY 11434, USA.

Subscription records are maintained at Loud & Clear Publishing Ltd, School Farm, School Road, Terrington St. John, Cambridgeshire PE14 7SJ, United Kingdom. Air Business Ltd is acting as our mailing agent.

Marina World is available on subscription at the following cost:

1 year (6 issues) - £80.00 Sterling (\$160)
2 years (12 issues) - £140.00 Sterling (\$280)

No part of this publication may be reproduced without the prior permission of Loud & Clear Publishing Ltd, the copyright owners. Upon application, permission may be freely granted to copy abstracts of articles on condition that a full reference to the source is given.

Printed in the UK by Stephens & George

© 2019 Loud & Clear Publishing Ltd

Views expressed by individual contributors in this issue are not necessarily those of Loud & Clear Publishing Ltd. Equally, the inclusion of advertisements in this magazine does not constitute endorsement of the companies, products and services concerned by Loud & Clear Publishing Ltd. The publisher reserves the right to refuse advertising.

Around the world



We see this as a rather special issue of *Marina World*. Firstly, as Issue 1, Volume 20 it marks the beginning of our 20th year and, secondly, we are finally able to post it to you in an environmentally friendly compostable wrap*. This makes a significant difference to our use of plastic – as we currently mail every issue of *Marina World* to nearly 7,000 readers in 119 countries.

Global readership requires global coverage and in this issue we report on news from Sweden, the USA, Hong Kong, France, the Azores, Thailand, the UK, Australia and Cyprus. Feature material looks at developments in Italy, Cyprus, the USA, Ibiza, Oman, the UAE and more.

Particular highlights include the news (p. 12) on the Ocean Marina Pattaya Boat Show's expectations of boosting nautical tourism in Thailand, and the increasing following for professional marina industry clusters: the Marina & Yard Pavilions (MYPs) at both IBEX (Tampa, FL, USA 1st-3rd October) and Metstrade (Amsterdam, the Netherlands 19th-21st November). These trade-only – or B2B – gatherings have become even more than just valued showcases for the latest equipment and services, giving attendees important extra educational and networking opportunities. While the MYP at IBEX focuses on highlighting innovations that are driving our industry in a 'Marinas of the Future' presentation, the MYP at Metstrade continues to build on its relationship with marina organisations.

PIANC RecCom, the Recreational Navigation Commission of the Association of Waterborne Navigation Infrastructure enters into a new partnership with the MYP at Metstrade for 2019, delivering a specially designed PIANC Marina Design Training Programme; hosting an open meeting to discuss how marinas need to adapt for electric boats; and taking the stage to present the PIANC Marina Excellence Design (MEDA) Jack Nichol Award.

The Jack Nichol Award, created in 2002, recognises excellence in the design of modern recreational boating facilities around the world. Previous winners include: Cesme Marina, Turkey; Marina at Keppel Bay, Singapore; Marina de Portimão, Portugal; Mandurah Ocean Marina, Australia; Cabrillo Marina (CA), Hammond Marina (IN), Bahia Mar Yachting Center (FL) and Charleston City Marina (SC) in the USA; Puerto Deportivo de Combarro, Spain; and Marina di Rodi Garganico and Marina Punta Gabbiani, Italy.

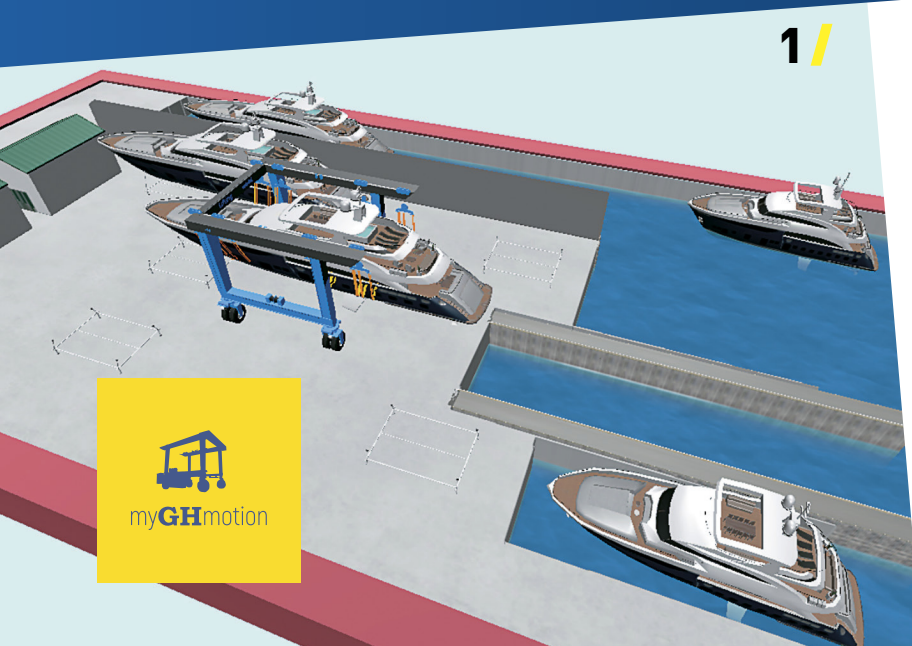
Who will win for 2018/19?

Carol Fulford
Editor

* On our journey to source our new packaging material, we came across great confusion between the terms 'compostable' and 'recyclable'. To best serve the environment, please dispose of the FSC certified paper carrier sheet – where your address is printed – in your paper recycling box. The outer transparent wrapper should, ideally, be placed along with garden, food or domestic waste where it will break down naturally.

LIFTING EQUIPMENT INTEGRAL MANUFACTURER MARINAS AND SHIPYARDS

1 /



GH motion is born. It is GH Cranes & components new business unit oriented to offer a better service to our clients, with special focus on marine area. GH motion provides efficiency in boat movements in your marina or shipyard, "what really matters to you"

GH motion enhance its pace towards 4.0 Industry developing very important areas which are connected and fully oriented to help our clients to improve their businesses:

1. Our blue chip: MyGHmotion. It is an application that allows you to simulate GH boat hoists or jib cranes in your marina or shipyard before you proceed with your investment. It is focused on maximizing your working process. How it works?

/ Apply in **www.motion.ghcranes.com** for a new user

/ We will edit your marina scaling our boat hoist or jib crane on it

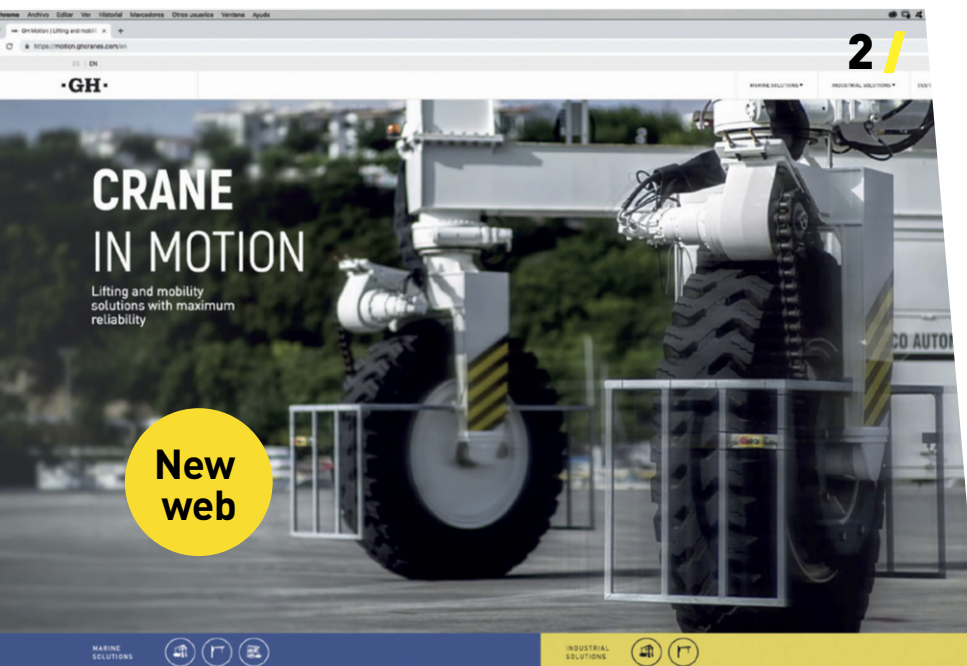
/ We will give you access in visor mode to it so you can "play" yourself for efficiency.

Metrics on diesel consumption and timing can be recorded at your convenience. It is available in Windows and Android platforms -IOS coming soon-. For more information contact us, please.

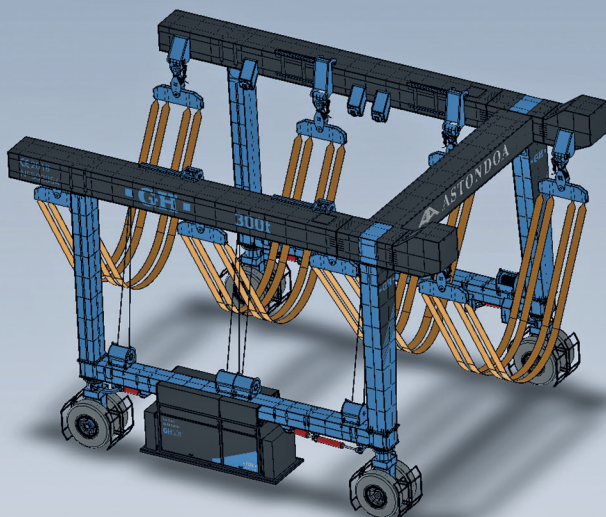
2. New web site including all you need to know about GH motion biz unit oriented to help and service you better: **www.motion.ghcranes.com**

3. Complete new design fully developed in 3D for a 300t capacity GH330 boat hoist model to be installed late in march 2019 in ASTONDOA SHIPYARD (Santa Pola, Spain), a referent in customized shipbuilding all over the world.

2 /



3 /



·GH·
CRANES & COMPONENTS

Bº Salbatore s/n 20200 Beasain,
Gipuzkoa (SPAIN)
T: +34 943 569 176
motion@ghcranes.com
www.motion.ghcranes.com

New life for industrial harbour

SWEDEN: AB Toftö, the owner of Skärhamn's old industrial harbour area Malagakajen, is partnering with SF Marina to give the picturesque fishing village of Skärhamn on the west coast of Sweden a high-quality, mixed-use marina.



The plan, to transform the entire wharf area into a new public space for visitors and residents, is being undertaken by AB Toftö in collaboration with local architects. "Part of the Kajen (Wharf) project is a public boardwalk extending along the edge of the harbour, passing between the residential buildings and the water," confirmed AB Toftö CEO Alex Buitenhuis.

Michael Sigvardsson, CEO of SF Marina, added: "For this extraordinary mixed-use project, SF Marina chose to look beyond the classic, often constricted Swedish marina design, and instead we designed a state-of-the-art floating marina, built according to international standards and PIANC recommendations."

"The pontoons are twice as wide as normal – 4m (13ft) – to provide ample space for equipment, boat owners and visitors. The floating concrete breakwater, Sweden's broadest by far and crucial to the entire project, protects the harbour and the boats from waves and autumn storms," he continued.

The 10m (33ft) wide floating breakwater will be built in March 2020 and the entire marina, offering 160 berths, will be completed just in time for next year's sailing season.

Commission approves Fort Lauderdale's **Las Olas** revamp

USA: Fort Lauderdale City Commission has approved plans submitted by Suntex Marina Investors to renovate Las Olas Marina. The company has entered into a 50-year lease with the City to develop and operate the municipally owned marina.

The multi-million-dollar project, which complements City plans to enhance the waterfront, includes 68 boat slips for vessels up to 250ft (76m), a two-storey restaurant and a three-storey marina services building with a second restaurant, dockmaster's office, ship store, offices, a rooftop gym and a swimming pool, all with expansive views of the Intercoastal Waterway. There will also be lounges, a kitchen and showers for yacht crews.

"We are eager to begin redevelopment," said David Filler, head of Florida investments for Suntex. "Our plans for Las Olas that have just been voted on by the City Commission are designed to give our guests the highest-quality experience, while providing the greatest possible benefit for the community."



Custom engineered mooring technology that lasts

We understand the water. We have the products and the know-how to move away from old fashioned methods like piles, chain, or cables. Let us show you what a Seaflex mooring solution would look like for your floating application.

Contact our team at info@seaflex.net

SEAFLEX SWE +46 90 16 06 50
SEAFLEX US +1 (310) 548-9100

Securing all floating applications like marinas, wave-attenuators, buoys, and floating solar parks.

Integrated rope to accommodate for the depth.

Customized to the exact strength and length needed to handle the site-specific water level variation and forces.

Sustainable materials that ensure maximum longevity.

The reinforced elastomer elongates up to twice its length, and retracts back to provide constant stability.

Small footprint - always stays off the sensitive seabed.

A highly technological product from a company that cares.

www.seaflex.net

Seaflex[®]
THE MOORING SYSTEM



CGI shows the redeveloped and re-branded Lantau Yacht Club.

economy in Hong Kong has vast development potential, which in turn contributes to tourism and the local economy as a whole.

“The marina at Lantau Yacht Club is designed to meet the needs of the growing yachting community and the increasing number of superyachts - a first in Hong Kong. Our world-class marina aims to offer the ideal berthing space for local yacht owners and will attract luxury and superyachts from around the world...making our city a preferred yachting destination in the region,” he says.

The previous marina closed in early 2019 for a major renovation, which is now underway. It is scheduled to reopen in the second half of 2020. The clubhouse will also be refurbished to provide top facilities and amenities. LYC marina will boast berths up to 100m (328ft), which is unprecedented in Hong Kong.

Rudy Puystjens CMM – previously marina manager at One°15 Marina Club of Sentosa, Singapore – has been appointed as the new marina director and will oversee the renovation scheme and day-to-day operations.

Re-discovering ‘Discovery Bay’

HONG KONG: Hong Kong Resort Company is set to completely redevelop Discovery Bay Marina Club and re-brand it as Lantau Yacht Club (LYC).

Victor Cha, deputy chairman and managing director of HKR International – a shareholder of the developer and operator – points to Hong Kong as one

of the biggest boating centres in Asia, with perfect cruising opportunities and a dynamic east-meets-west culture. His company believes the maritime

Safe Harbor buys CYC

USA: Safe Harbor Marinas has purchased Chesapeake Yachting Center (CYC) in Baltimore, Maryland (below) from a local private investor. The sale was brokered by Colliers International.

The property, which will be renamed Safe Harbor Carroll Island, is located less than three miles (4.8km) from Baltimore Crossroads, a 1,000-acre (405-ha) mixed-use property venture currently under construction. This transformation of the local area combined with the fact that Chesapeake Bay is a popular boating location helped to make the marina an even more attractive purchasing option.

Chesapeake Yachting Center sits on 12.8 acres (5 ha) and has 184 wet slips, a drystack for 186 boats, 90 sail boat cradles and a mix of amenities. It is currently at 90% capacity.

Andrew Cantor of Colliers confirmed that plans are already in place to add commercial space including new service buildings.



WORLD LEADING SPECIALISTS IN GLOBAL MARINA SOLUTIONS

MARINA SOLUTIONS

Rolec manufacture a wide range of high quality, robust, marine grade utility and emergency service pedestals.

BerthMaster.Online

The world's leading computer controlled marina electric and water management system



ROLEC
Global *Marina Services*



t: +44 (0) 1205 724754
e: rolec@rolecserv.co.uk

 @RolecMarina
www.rolecserv.com



First yacht moors up at IGY Sète

FRANCE: International marina operator and developer, Island Global Yachting (IGY Marinas), has officially opened IGY Sète Marina in the south of France. IGY Marinas worked closely with the Sète Port Authority to create the new superyacht facility, which welcomed its first vessel in mid-July.

Featuring a total of 582m (1,908ft) of alongside berthing within a protected

basin, the marina can accommodate vessels up to 180m (590ft) and has

electrical connections providing up to 2,000 amps. The facility is a Certified ISPS Port with 24-hour security and provides ample storage and parking adjacent to each vessel with the potential to assist crew and support maintenance.

As the second IGY marina facility in the Mediterranean region, IGY Sète Marina is a milestone for the company. "We are thrilled the Port of Sète called upon us to work on this project and together we have built one of the best purpose-built superyacht marinas to have been open in recent years within the Mediterranean," says IGY Marinas CEO Tom Mukamal.

IGY managed the project from beginning to end, including design, permitting, construction and finance, and will oversee the marina operations, marketing and accounting. "We are confident in our abilities and feel this partnership will expand potential prospects for future investments throughout the region," Mukamal adds.

Ideal for private use or charter vessels, Sète is a perfect home-port location. Conveniently positioned between Barcelona and the Côte d'Azur, it is central to the desirable cruising destinations of Barcelona, the Balearic Islands, Cannes, Nice, St Tropez, Monaco and Sardinia.

Attracting visitors to Atlantic islands

AZORES: The Municipal Authority of Povoação has opened a new boat harbour on the south eastern side of São Miguel, the biggest island in the Azores archipelago. The aim is to promote nautical tourism and to improve berthing options for local boaters.

The design, manufacture and installation of the new marina's floating pontoon system and supply of auxiliary equipment was undertaken by Portuguese company Lindley.

Lindley selected its Sagres range for pontoons and fingers as, with a galvanised and painted steel structure, it is ideally suited to the challenging conditions faced by these Atlantic islands. Access to the floating facility is via a single gangway with a security gate. The harbour is equipped with service pedestals for water, electricity and emergency equipment.





The 2018 Ocean Marina Pattaya Boat Show helped to generate 2.5 million baht of business for Thailand's marine industry.

Boat show aims to boost nautical tourism

THAILAND: When the eighth Ocean Marina Pattaya Boat Show opens its doors on 21st November this year, it expects to help reverse a blip in regional tourism.

"Ocean Marina Pattaya Boat Show is one of our signature marine events and has grown considerably since its launch in 2012. Visitors reached almost 6,000 last year and were up 5% year-on-year, while overall numbers are up 183% since year one," said Napong Paripontpochanapisuti, managing director of show organiser Ocean Property Co Ltd.

"We invest more than 10 million baht each year in developing the show and marketing it overseas and throughout Thailand, and we are targeting a 20% growth in the number of visitors this year. Our aim is for the show

to be a platform for the industry, to promote marine-related businesses and services, yachting tourism, and showcase the stunning coastline and islands along Thailand's east coast, as well as introducing the boating lifestyle to more Thais," he added.

The boat show helped to generate 2.5 billion baht of business for Thailand's marine industry in 2018. Although Thailand's tourism is currently experiencing a dip, the fundamentals remain strong and the east coast's future looks bright with yachting tourism expected to contribute significantly to the tourism sector.

"The first four months of the year were very strong and although visitors during May and June tapered off, the total number of tourists joining boat trips at Ocean Marina Yacht Club in H1/2019 is up 2% year-on-year. Chinese and Korean tourists remain the top day trippers but what is encouraging is the number of Thais who are enjoying time on the water – Thai nationals were our third largest nationality in H1/2019," commented Scott Finsten, harbour master at Ocean Marina Yacht Club – the show venue.

This bodes well for yachting tourism on the east coast. With its proximity to Bangkok, more Thai people are holidaying on the east coast and many are enjoying the boating lifestyle. Over 70% of visitors to the 2018 show were Thai, and more than 50% of boats berthed at Ocean Marina Yacht Club are Thai owned.

"Yachting tourism on Thailand's east coast is relatively undeveloped. Countries such as Greece, which is famous for its established charter industry, and Australia, which has a large population of domestic boat owners, outperform Thailand currently yet neither have the tourism numbers of Thailand. Thailand expects to welcome approximately 40 million international visitors this year and Pattaya in the region of 14 million. These numbers underscore the huge potential for yachting tourism in Thailand and this is something Ocean Marina Yacht Club is focused on developing," Finsten added.

Edinburgh developers win appeal for extension

UK: A Scottish Government Reporter has supported an application from Edinburgh Marina Holdings to extend the masterplan consent for the Edinburgh Marina development in Granton's Western Harbour. Edinburgh Council's resistance to the extension could have led to the whole scheme going back to the drawing board.

A spokesperson for Edinburgh Marina Holdings said: "We are delighted that our appeal against Edinburgh City Council has been successful. For an area that has long been promised investment but seen little change, this is one small step for the Edinburgh Marina development and one giant leap

for the delivery of Edinburgh's landmark waterfront development."

Steve McGavin of GL Hearn, who advised the developer on the S.42 appeal, added: "A development such as this, which is of national significance, is clearly going to take time to fully deliver. I am pleased that the Reporter

has recognised this by granting the extension of time application, which we originally submitted to City of Edinburgh Council in April 2018. The Edinburgh Marina Development will provide significant benefits to both the local and national economy, enticing new visitors and residents to the area."

METS TRADE

MARINA
YARD
PAVILION

FIRST PORT OF CALL FOR MARINA PROFESSIONALS

The Marina & Yard Pavilion is a specialised pavilion at the METSTRade Show; the world's largest marine equipment trade show. The pavilion is the first port of call for marina professionals from around the world. With over 70 exhibitors, it's the world's largest trade exhibition for the marina & yard industry.

19 - 20 - 21
NOVEMBER 2019
RAI AMSTERDAM
THE NETHERLANDS

METSTRade FEATURES



ORGANISED BY



POWERED BY



MEMBER OF



OFFICIAL
METSTRade
MAGAZINE



OFFICIAL
SYP
MAGAZINE



OFFICIAL
MYP
MAGAZINE



METSTRade.COM



METS TRADE

MARINA YARD PAVILION

GET YOUR
FREE TICKET
METSTRade.com

YOU'RE INVITED!

FIRST PORT OF CALL FOR MARINA PROFESSIONALS

The Marina & Yard Pavilion is a specialised pavilion at the METSTRade Show; the world's largest marine equipment trade show. The pavilion is the first port of call for marina professionals from around the world. With around 70 exhibitors, it's the world's largest trade exhibition for the marina & yard industry.

19 - 20 - 21
NOVEMBER 2019
RAI AMSTERDAM
THE NETHERLANDS

METSTRade FEATURES



ORGANISED BY



POWERED BY



MEMBER OF



OFFICIAL
METSTRade
MAGAZINE



OFFICIAL
SYP
MAGAZINE



OFFICIAL
MYP
MAGAZINE



METSTRade.COM

Go-ahead for Ocean Reef

AUSTRALIA: Environmental approval has been granted for the marine portion of the new world-class Ocean Reef Marina project in Joondalup, Perth, Western Australia.

Environment Minister Stephen Dawson gave the approval following a Public Environmental Review, paving the way for construction to commence next year. Conditions to the approval include the implementation of measures to ensure good water quality and protection of the natural environment.

Ocean Reef Marina will have 565 wet berths, a 200-boat drystack, a mix of over a thousand new homes, and retail and commercial space. It is projected to deliver more than 900 local jobs and create a vibrant new tourism, hospitality and residential precinct.

New bid for Larnaca

CYPRUS: A Cypriot and Israeli joint venture, Kition Ocean Holdings, has submitted a proposal for the development of Larnaca port and marina.

According to *Cyprus Mail*, the proposal includes extending the existing marina to accommodate boats up to 150m (492ft) in length and adding traditional restaurants, green areas, hotels, villas and commercial spaces.

The total project, with its ambitious port-related upgrades, would likely be the biggest single investment made to date in the country and is the latest proposal in a line of stalled privatisation plans.



Are you ready for extreme weather?

AUSTRALIA: The Marina Industries Association (MIA) has created an on-line training course aimed at preparing marina and boatyard personnel anywhere in the world for increasingly frequent extreme weather events. The title of the course is called Club Marine Extreme Weather Preparedness.

During 2018, the course content was presented to over 130 marina managers and staff across Australia and the seminar was highly rated by participants. Since then, MIA industry education officer, Vijaya Selvaraj, has transformed the content into an audio-visual format that includes numerous videos, maps, diagrams, downloadable resources and interactive tests for each participant to undertake as the next stage of the course. According to Selvaraj, the average participant, with a reasonable command of English, should be able to complete the on-line course in around 90 minutes.

The course draws on the experiences of marina professionals around the world with input from Club Marine in its capacity as the largest recreational boat insurer in Australia.

While cyclones/hurricanes/typhoons are given attention through

the delivery of case studies, there is sufficient relevance in the content for marinas in all regions to participate in the course given the increasing frequency of storms and storm cells that deliver extreme wind, wave, surge and hail events. The interactive content specifically examines different types of weather events and their impacts, covering: infrastructure considerations; development of an Extreme Weather Management Plan; legal considerations; and examination of sound berthing agreements and insurance implications.

MIA chairman, Andrew Chapman, said: "The course has been designed as a global product at a time when the need for demonstrated risk mitigation has never been greater in our industry. I strongly encourage marina personnel to log into the course located within the MIA website."

WANT MORE FROM YOUR MARINA?



EXCEPTIONAL SERVICE | STRATEGIC MARKETING | PROVEN FINANCIAL RESULTS

WORLD-CLASS
MARINA MANAGEMENT



info@f3marina.com | 414.271.1111 | f3marina.com



Ingemar: 40 years strong



This year started on the crest of a wave for Italian Ingemar Group as it celebrated 40 years of maritime engineering. The evolution in design and manufacture that has taken place over four decades, from small sized floating pontoons to huge floating megayacht docks and the largest floating breakwaters in series production anywhere in the world, cannot fail to impress.

Water-focused from the start – Ingemar derives its name from *ingegneria marittima*, Italian for maritime engineering – the company has grown in strength due to its technical abilities and the variety and flexibility of its product offerings. These assets have also enabled the company to successfully engage in work for other sectors, from services to transport and industry, providing them with special structures. Ingemar has worked for large industrial groups and institutions such as Enel, Edison, Pirelli, Cavi, Agip Petroli, CNR, the Italian Navy and various naval forces in other countries.

Close to home

The proud offering of floating marinas that are 'Made in Italy' has appealed to a significant number of Italian marinas and increasingly to overseas customers who recognise the cachet of Italian design. Around a third of all Italian marinas utilise Ingemar floating structures for all or part of their mooring systems. These include large marinas, with modern infrastructure and high quality services, such as

Above: Ingemar infrastructure is to be found at Marina di Loano, one of Liguria's most modern tourist ports. Over 1,000 boats from 6 to 77m (20 to 253ft) can moor up.

Marina di Capo d'Orlando (Messina); Marina di Fezzano and Porto Mirabello (Le Spezia); Marina del Gargano (Manfredonia); Marina di Villasimius (Cagliari); Porto San Rocco (Trieste); Marina di Loano (Savona); Marina di Stabia (Naples); and Certosa Marina and Marina Sant'Elena (Venice).

Looking back, it is worth noting that in the 1990s Ingemar worked on a project developed by architect Renzo Piano to convert the Old Port in Genoa with quaysides, docks and floating wharves. In the early 2000s, the company built a



Lorenzo Isalberti: "And even today, after 40 years, we have the enthusiasm and the imagination to conjure up new future opportunities as builders on the water."

new 330m (1,083ft) long floating bridge to link the banks of the Zattere and the Giudecca in Venice for the firework festival of the Festa del Redentore (Feast of the Redeemer).

In the field of competitive sport, Ingemar manufactured all the floating structures for the sailing and rowing centres at the 2004 Olympic Games in Athens; the mooring piers for the Italian stages of the America's Cup in Naples and Venice; and for several speedboat championships.

Ingemar's cooperation with the Genoa Boat Show began in 2005, and continues to this day, with the provision of mooring piers, platforms and walkways for one of the largest annual floating displays of luxury boats. And in June 2020, Ingemar pontoons will again play host to boats at the Venice Boat Show, set in the splendid historic

Sea City Kuwait has four marinas equipped with over 33km (20.5mi) of Ingemar floating piers. The project has been the company's most important and most complex challenge in recent years.



Camper & Nicholsons Marinas

YACHTING SINCE 1782



Camper & Nicholsons Marinas are globally recognised as the experts in developing marinas alongside premium waterside property developments and place-making. We provide consultancy services to anyone who is planning to construct a marina. We manage, operate and own marinas all over the world.

Contact:

Andrew Garland, Business Development Manager
Andrew.garland@cnmarinas.com
Tel: +44 (0)20 3405 1782

Plan it
Build it
Run it

cnmarinas.com



Capo d'Orlando Marina in Sicily offers top services and hosts 553 vessels up to 40m (131ft) in length. Photo: Gianfranco Guccione

basin of the Serenissima's Arsenal. The company enjoys a special relationship with the city of Venice (see inset story).

Further afield

Specialist Ingemar teams currently operate in different geographical areas of Europe and the Middle East developing a variety of site and climate-specific solutions. The company's export reach has expanded steadily over the past 20 years and now accounts for 70% of turnover. Projects have shifted over the years from a predominantly Mediterranean base – France, Greece, Croatia, Malta, Tunisia, Algeria, Libya, Slovenia, Montenegro and Turkey – towards the South East, to develop important projects in Middle Eastern countries, such as Kuwait, Iraq, Saudi Arabia, Jordan and the UAE.

It is in these countries that the most important and complex challenges of recent years are being played out, such as in Sea City, 100km (62mi) south of Kuwait City, where a new city for 100,000 people is rising from the sand. Being built on a network of more than 200km (124mi) of canals and lagoons excavated in the desert, Sea City has four marinas that have been equipped with over 33km (20.5mi) of Ingemar floating piers. In Saudi Arabia, meanwhile, the Ingemar Group is undertaking numerous

projects strengthening landing sites for the Saudi Coast Guard on the Red Sea and the Gulf.

Past, present and future

Ingemar president and founder Lorenzo Isalberti takes time to reflect. "We've had many ideas, many problems and a lot of satisfaction," he smiles. "And even today, after 40 years, we have the enthusiasm and the imagination to conjure up new future opportunities as builders on the water."

On a more serious note, however, he acknowledges that conditions today are more demanding. "They require professional, industrial and operational skills in line with new technical challenges and growing international competition. Ingemar's efforts in recent years have been directed towards strengthening the technical and operational potential of the company and the development of new solutions to delocalise the production of large elements with the use of mobile worksites or with the collaboration of local companies in distant countries."

"I am convinced that with the energy of the younger generation working with us and the greater potential in foreign markets, our established products will continue to improve, and provide us with a great future for the next 40 years!" he concludes.



Floating breakwaters such as this, in Haql, northwest Saudi Arabia, are manufactured from reinforced concrete with an expanded polystyrene core. Ingemar manufactures modules of many sizes, including the giant of the family at 20 x 10m (66 x 33ft), 2.5m (8ft) high and weighing 185 tonnes apiece.

Ingemar in Venice

In addition to providing floating infrastructure in the Arsenal basin for the Venice Boat Show, Ingemar systems contribute to many of the historical events and celebrations of the Serenissima, complementing the mooring capacity of the lagoon and facilitating the movement of goods and passengers on the city's waterways.

Venice and its lagoon are ideal for floating structures, which are well suited to areas with high tides and have very modest environmental impact. By anchoring with steel piles driven into the seabed, similar to the ancient Venetian 'bricole', interference with the delicate water balance of the lagoon is minimal. The floating pontoons have modest dimensions and low impact on the water surface. All these characteristics contribute to their ever increasing use in multiple locations.

Numerous Ingemar installations are to be found in the Serenissima lagoon, in tourist ports and for use by public transport ferries (vaporetti), tourist boats and working boats.

The structures include landing piers for cruise ship passengers at the Venice passenger terminal; access pontoons for hotels and residences; special piers for waste collection service boats; the floating port of Tronchetto for ACTV (public transport) boats; floating pavilions for the Biennial of Art; mobile bridges for the Venetian celebrations of the Madonna della Salute and the Redentore; and refuge ports for the imposing structures of the MOSE flood protection project.

Venice has become a splendid open-air showroom for Ingemar, highlighting its ability to build on water well beyond the pleasure boat sector.

- Advanced mobile boat hoists
- Full selection of options available
- Dependable and economical performance

Kropf Industrial also supplies a full line of hydraulic boat trailers, as well as steel tube floating dock systems and floating breakwaters.



www.kropfindustrial.com

info@kropfindustrial.com

888.480.3777



JOIN US ON
STAND 05.300
at METSTRIDE
Amsterdam RAI
19-21 November
2019

THE ULTIMATE MARINA MANAGEMENT SOFTWARE

- Single or Multi-site enterprise solution
- Advanced contact relationship management
- Deferred revenue and forecast analysis
- Berthing efficiency and occupancy reporting
- Web Portal and iOS App
- GDPR compliant tools to support your business needs

HAVENSTAR
Marina Management Software

Call: +44 (0) 330 094 7476

Email: info@havenstar.com

www.havenstar.com

Modules Include: Synchronisation with Microsoft Dynamics CRM, Integrated Website Bookings, Boat Yard Manager, Integrated EPoS, Pedestal integrations to Rolec and Meter-MACS, Dockside Manager, Direct Debit Management

JOHAS
SOFTWARE



The expansive International BoatBuilders Exhibition & Conference (IBEX) makes the most of both indoor and outdoor space at the Tampa Convention Center in Tampa, Florida. The Marina & Yard Pavilion is located inside the building on the first floor.

Boatbuilder, will showcase his experiences with blocking and hauling boats.

Other topics include Understanding Your Marina or Boatyard Insurance Policy, which dovetails well with an AMI seminar: Lessons Learned from Hurricanes Irma and Maria, presented by two marina managers who lived through the storms. Gary Loftis of Maffett Loftis Engineering will also take to the stage to help attendees understand marina electrical systems and the changes to the US National Electrical Code.

For further educational and training opportunities, IBEX organises pre-conference Super Sessions on 29th and 30th September. Among the 12 training opportunities available, AMI offers its hugely popular Marina 101 and its Marina & Boatyard Study Tour. Designed for tandem participation, although the sessions can be attended as stand-alone events, they offer basic overviews of marina operations as well as a hands-on view of half a dozen marinas in the Tampa area.

One of the most valuable aspects of IBEX is its face-to-face networking opportunities. Highlights include the Opening Night Party, which will be held in the newly renovated outdoor Sail Pavilion located in front of the Tampa Convention Center; the Exhibit Hall Happy Hour; the Annual Industry Breakfast with its keynote address and award presentations; and networking events from 'Emerging Marine Leaders' (find out more at ibexshow.com/eml).

And networking opportunities expand year on year at an international level. IBEX 2019 will see larger national pavilions for Australia, France, Italy, Slovenia and South Korea. As *Marina World* went to press, 70 international companies from 23 different countries including the UK, Norway, Sweden, Germany, Slovenia, Belgium, China, Taiwan and the Netherlands were scheduled to exhibit at the show.

To register for free attendance at IBEX and the MYP, visit www.ibexshow.com

Forward to the Future!

This year's expanded Marina & Yard Pavilion (MYP) at IBEX (1st-3rd October) in Tampa, Florida adopts a futuristic theme with rolling big screen presentations on innovations that are helping the industry to meet change and tackle issues that affect us today and tomorrow. The 'Marinas of the Future' screen programme, compiled by the IBEX team with input from Exclusive Media Partner, *Marina World*, will be an ideal way to absorb an instant 'snapshot' of who's doing what and where.

"IBEX is where the marine industry comes each year to see what's new and what's next, and the IBEX Marina & Yard Pavilion is no exception. Many of the IBEX MYP exhibitors are visionary companies offering exceptional new products and technologies that are game changing," says IBEX show director Anne Dunbar. "The goal of the 'Marinas of the Future' is to offer a visual and experiential presentation to our visiting marina and yard owners and operators and inspire positive change through innovation. It's going to be a presentation worth watching, and I am really excited about it."

The MYP for 2019 hosts 20 exhibitors and has been expanded from 2,500ft² (232m²) to 2,900ft² (269m²). This is a 15% increase on 2018 but, more impressively, an 80% expansion since the pavilion was first established in 2017. Furthermore, IBEX organisers – the National Marine Manufacturers Association (NMMA) of the USA and rai Amsterdam of the Netherlands – have verified a 60% growth in marina and boatyard attendees over the last three years.

To complement the exhibition space, the IBEX Seminar Series offers a Marina & Boatyard Operations track dedicated to professionals in the industry. Seminars will be hosted by IBEX education partners and sponsors including the International Council of Marine Industry Associations (ICOMIA), the Association of Marina Industries (AMI), the American Boat Builders & Repairers' Association (ABBRA) and *Professional Boatbuilder* magazine.

ICOMIA will be presenting a session on the global effects of the sharing economy on marinas and how operators should be prepared as this trend continues to evolve.

ABBRA will be on-site to host a roundtable on the business of running a marina or yard, seminars on risk management and the #metoo movement, and a presentation on the timely yet important topic of understanding immigration laws when building a workforce. AMI will provide insight into mitigating electric shock drowning, and Steve D'Antonio, technical editor of *Professional*

BOAT LIFT

HANDLING AND LIFTING SYSTEMS



BOAT LIFT - Handling and lifting systems

Via Alba-Narzole 19 - I 2055 Diano D'Alba (CN)

Tel +39 0173 500357 - sales@boatlift.it

www.boatlift.it



A CGI video flythrough helped communicate the scale, typology and vibrancy of the proposed waterfront.



Phil Dunn

Expert help for newbuild marina process by Phil Dunn

In late 2015 the Cypriot Government, keen to expand the marine tourism offer, launched a competitive process for the concession to Design, Build, Finance and Operate (DBFO) a new 300-berth marina and waterfront development at Paralimni in the Famagusta region of Cyprus.

The concession period was to be for 125 years. Under the terms of the concession, the developer was obliged to incorporate the local fishing harbour (Penera Fish Shelter) into the marina waterspace, to provide a public access promenade and continuous coastal path in addition to creation of a dedicated 12,000m² (129,167ft²) environmental park - roughly double the footprint of allowable development buildings. In short, any formal proposals would have to contribute significantly to the local community and improve the foreshore accessibility.

Demand for a marina

A local investor, Anthoulis Kountouris, fully understood the need for the project. As an active boat owner in the area, frustrated by the lack of any formal leisure marina facilities, he appreciated the opportunity at hand and was eager to respond. With previous experience in the maritime sales industry, as well as boating experience around the Mediterranean, he was particularly keen to understand how the operational requirements of the concession might influence a formal bid and specifically the value-generating potential for the marina and waterfront development. He readily acknowledged

that being able to demonstrate effective operation and integration of the development would be an advantage in the bidding process.

Keen to pursue the marina development opportunity but aware of both the short response timeframe and the complexities of the concession terms, Kountouris identified the need for specialist marina advice to support his bid. In addition to the public coastal amenities, the concession tender called for a comprehensive masterplan and business case presentation that in turn was required to support the financial bid for the concession. At this point he turned to Marina Projects Ltd, which had past success in coordinating large mixed-use waterfront and marina developments in the Eastern Mediterranean, such as Porto Montenegro and Portonovi in Montenegro, and aiding the Manoel Island waterfront masterplan in Malta with architects Foster & Partners.

As the Paralimni waterfront development

Paralimni Marina masterplan.

would require a seasoned architectural practice to bring forward the landside components of the scheme, to include 17,000m² (182,986ft²) of building development and an integrated solution for the waterfront, past experience of working in synergy with masterplan architects was considered essential. With only a few weeks to formally submit a comprehensive and conforming bid, focus turned toward the demands of the concession tender documents.

The concession tender

A concession tender process is quite often akin to the strategic planning phase of most large development projects - establishing the primary aspirations and demands of both the concessionaire (in this case a government body responsible for tourism and commerce) and of the private investor looking for a return - while finding a route agreeable to both parties. Importantly in the case of this concession, it was here that key parameters and outputs for the project were established, setting the foundation for subsequent design stages. In this sense, changing course after the strategic planning stage and tender submission can become quite problematic. A robust strategy during this early tender stage is therefore essential.



*Water is adventure, discovery and pleasure,
but also power, difficult to control.*



Water has always been our ally and endlessly fascinating engineering challenge. Our work is our passion. We continue to experience the same emotions and pleasure inspired when we began to construct on water forty years ago.

Pontoons, breakwaters, piers for super yachts, floating bridges and constructions: the best solutions for connecting sea and land by means of strong and reliable structures, in aluminium, concrete or steel, standard or tailor made.

by Ingemar

Made in Italy



Let's shape together your new marina

Tel. +39 0422 702412
info@ingemar.it www.ingemar.it



INGEMAR

Pontoons and constructions on the water



A 3D architectural model proved instrumental in conveying the principles of the masterplan.

An important strategic tool at the tender stage is the preliminary business plan. The preliminary business plan is essential to test the viability of the proposal because it becomes the basis for calculating the financial offer that will be made for the concession. Recognising key sensitivities and areas of risk is important as it allows for appropriate qualification of the ultimate financial offer.

As is often the case, the concession invitation requested bids in two parts; a technical submission and a financial offer. Within the technical section it was necessary to set out development methodologies, operating structures, etc. but also outline the strategy and steps necessary to obtain all relevant permits/licences from central and regional authorities. In this sense, early client discussion to identify potential issues and pitfalls was important in order to establish an effective and realistic strategy. Local client knowledge can be useful in this area and it is critical that the advisor can extract and direct information to the benefit of the tender submission.

In November 2015 the bid documents were submitted in full, complete with a waterfront development masterplan, business plan, estate operating and ownership structures, delivery strategy, policy and consenting strategy.

Benefit of specialist advice

The well-structured and professional advice provided by Marina Projects helped inform the client of the true opportunity, key risks and ultimately the value of the concession. This

led to a well-informed client with confidence to deliver the concession and negotiate the final details of the lease. Importantly, and as intended, the submission demonstrated the level of competency the Government was seeking and confidence in deliverability.

In addition to the core requirements of the bid, further benefits were gained through the employment of a professional consultant. In this case, reference is made to the establishment of a company structure that demonstrated, among other things: financing options for the project; mechanisms to deliver the landside development; an operating entity and structure for the marina; and, lastly, definition of the estate management function that would ensure the property was well maintained and managed into the future, thus preserving development value.

Ultimately the bid was approved by the Government in early 2016 and the concession awarded to PMV Maritime Holdings Ltd - the delivery vehicle established by Kountouris to develop the Paralimni Marina waterfront scheme.

Consenting and approvals

Having secured the concession and the rights to develop, attention turned to securing necessary approvals. This is another key area where the breadth of experience of a professional consultant can come to bear and benefit a project.

It is often the case that regulatory authorities are more familiar with terrestrial schemes and developing confidence in the regulator that the

waterfront/marina project is both acceptable and deliverable can benefit from professional and experienced input. Typical issues, particularly in countries with limited existing marine leisure facilities, include:

- The details and nuances of marina operations including navigation requirements
- Environmental implications and completion of environmental impact assessment
- The ability to mix different users, e.g. introducing leisure vessels into a commercial harbour
- The absence of specific regulations for leisure-driven maritime construction, or potential inexperience of the regulators
- The absence of internationally accepted design standards for marinas

In the case of Paralimni Marina, one route to building confidence with the regulators was to introduce international design codes and their application across a range of previous case studies to demonstrate their suitability and successful implementation. Furthermore, presentation tools such as use of a CGI flythrough video and a 3D architectural model helped communicate the scale, context and subtleties of the waterfront development to both public and governmental stakeholders. Again, these processes were wholly coordinated by the specialist consultant to ensure authenticity and consistency with the developed masterplan.

The process of meeting face to face with authorities and providing examples of the design and regulatory approach taken in other regional (i.e. East Mediterranean) projects was welcomed and served to build trust between the respective parties. This in turn has led to significant progress on the necessary approvals and Marina Projects looks forward to progressing the scheme and expanding its role to deal with the specification, procurement and ultimate delivery of the marina, including the establishment of an operating company to take on the marina lease. With a fair wind, construction is scheduled to start this winter.

Phil Dunn is technical director at Marina Projects Ltd, UK.

MARINAGO

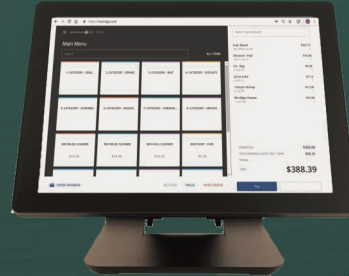
next generation cloud based marina management solution

Introducing the new MARINAGO Office Suite marina management solution. Leveraging decades of experience in providing solutions for marinas, and built from the ground up in a pure cloud based platform, we have redefined the marina management concept.

- ✦ 100% Cloud Based
- ✦ New Cloud-Based Point-of-Sale
- ✦ Advanced Marina Management
- ✦ Multiple Marina / Property Support
- ✦ Transient, Seasonal, & Recurring Occupancy
- ✦ Multi-tiered Calendar Based Rating System
- ✦ Advanced Wizard Based Reservations
- ✦ AI Enhanced Reservation Assignments
- ✦ Multi-Sequence Reservations

Scribble
SOFTWARE

MARINAGO.COM
800-972-7423



New Cloud-Based
Point-of-Sale
Now Available



powered by
star cloudPRNT

Inland and Coastal Marina Systems



SETTING THE STANDARDS OF EXCELLENCE

Wherever the site, whatever the size we have the bespoke marina berthing and protection solution. The photograph shows a recent project at Conwy Marina, Wales.

Let us design and build your next project.

Banagher, Ireland (**Head Office**): +353 579153963
Lossiemouth, Scotland (**Sales Office**): +44 1343 813233
Southampton, England (**Sales Office**): +44 239 4002797

Email: sales@inlandandcoastal.com **Website:** www.inlandandcoastal.com



Jason Spalding

Because of the 2016 US Department of Treasury Internal Revenue Service (IRS) regulations applicable to marine related properties, as well as the barriers to entry associated with developing new marinas, a number of investors, private equity groups and ownership/operating entities are actively attempting to consolidate the marina industry in the States and have done so with varying levels of success.

Marina transactions in the **USA** - when to buy, when to sell

by Jason Spalding

As a marina broker, my general experience has been that real estate investors initially only understand that marinas do not fall directly within any of the traditional sectors of industrial, office, multi-family, or retail. They are open to learning more, but typically do not realise that, on a national scale, there are few other asset types that are subject to the specific local market preferences, variety of components and seasonal demands as those tied to the recreational boating and yachting world.

In general, marinas are a niche asset class of real estate with an assortment of subsidiary classifications. The extent and potential mixture of components can be across the board and can include a combination of wet slips, enclosed drystacks, open racks, maintenance and refit facilities, upland storage yards, or winter storage buildings with real estate comprising fee-simple owned property, leased

property, submerged land leases and/or water right easements. Marina facilities can also offer a diversity of secondary revenue streams from boat/yacht brokerage, boat clubs, charters, concierge services, fuelling services, restaurants, water craft and recreational rentals (jet ski, kayak, SUP), etc.

As we are now 11 years beyond the last US recession, many new investors and private equity groups have already identified the marina sector as an alternative investment option. The attraction of marinas has mainly been due to high demand and low supply of traditional real estate properties, in addition to their associated compressed cap rates.

When to buy

A reasonable time for investors to buy a marina is after they have taken the time to narrow down their interests to a preferred geographical region and have fully vetted their expectations on return of investment. Upon such, they should engage a real estate consultant who specialises in the marina sector. It is essential to thoroughly evaluate the full historical financial statements, perform the proper amount of due diligence and gauge any potential value add/loss elements. This can only be accomplished by knowing the right questions to ask and why to ask them.

Marina owners who have been in the business for the long term understand that any given marina facility can serve a variety of purposes. However, to be successful they need to meet the satisfaction of their customer base and strive to exceed it.

When to sell

For marina owners, there are several factors to take into consideration when wondering if it may be time to sell. The evaluation matrix should include their retirement plans, and pose questions on whether there is a pass through to a second generation, if any partnership discussions should be had, if the facility needs refitting or reconfiguring to accommodate today's vessel sizes and if any substantial capital expenditures or repairs are required. The timing of where we are at in the current real estate cycle and the number of

Above: In April 2017, CBRE brokered the sale of the Loggerhead Marina portfolio – 11 Florida marina facilities in ten cities – to Suntex Marina Investors. The transaction included 767 wet slips, 1,576 dry slips and commercial/retail units and restaurants.

MARINA
PROJECTS



MARINA CONSULTANTS

Providing independent and bespoke services to clients worldwide



- Masterplanning
- Feasibility studies and market research
- Business planning
- Marina and Marina Club design
- Investment appraisal
- Tender and project management
- Environmental and legislative advice
- Property consultancy services

www.marinaprojects.com

Head Office: +44 23 9252 6688 HK Office: +852 37963533 enquiries@marinaprojects.com



Situated within the Sunrise Harbor mixed-use development in Fort Lauderdale, Florida, Sunrise Harbor Marina has a wealth of amenities and services to support its 22 megayacht slips. CBRE completed lease negotiations in August.

conditions and can plan a marketing initiative that is suitable to the ownership's needs, be it a quiet off-market offering or widespread international campaign.

Negotiate and structure

Whether representing investor interests or current marina owner interests, it is also imperative to know how to negotiate and structure a purchase and sale agreement that adequately meets both the buy-side and sell-side deal points in order to reach a successful transaction.

Jason Spalding is marina services associate at licensed real estate brokers CBRE, Inc and works out of Fort Lauderdale, Florida.

competing local and regional marina facilities on the market also needs to be factored in.

In similar fashion to the investor/buyside interests, marina owners

should engage a real estate consultant who specialises in the marina sector to discuss their desired goals. An experienced consultant will be able to assist in evaluating current market

COMPOSITE DECKING & BUMPERS

Made to order

In-house tooling

Customizable profiles

High Impact resistance

Excellent OIT*

Weatherproof

Easy Maintenance



MORE THAN 150.000m² INSTALLED !



* Oxidative Induction Time

Soprefa, S.A. - Portugal
Tel.: +351 256 880 470
soprefa@soprefa.com
www.twinwood.info

*Professionalism and continuity over time in the manufacture
of water/electricity service pedestals and fire-fighter pedestals*



Discover the future with www.gigieffe.com

48022 Lugo (Ra) Italy - Via Dell'Artigianato, 2/4 - Tel. (+39) 0545/32900
25413 - Fax (+39) 0545/32932 e-mail: info@gigieffe.com

METS MARINE EQUIPMENT
TRADE SHOW
TRADE 19-20-21 NOV 2019
AMSTERDAM
Stand number: 05.608

Complete Solutions For Your Marina

- 300 Series Stainless Steel
- 6061 T6 Marine Grade Aluminum
- Aluminum and Concrete Dock Systems
- 35-Year Life Expectancy
- Industry Leading 10-Year Limited Warranty
- Adjustable Cleats, Pile Guides, and Finger Piers



GOLDEN
Marine Systems LLC

www.goldenmarinesystems.com

239.337.4141

(Patent # 6,205,945)
Patent Pending



Integrating land and water is key to success

A marina is a highly individual type of property/real estate. Any operator in tune with landside opportunities as well as the water-based infrastructure - who applies a top level of service to each - will maximise financial returns and have happier customers. The separately branded F3 Marina division of real estate brokerage and management company, Founders 3, takes a cross-market approach to its core business of third party marina management and its ownership and part-ownership portfolio.

"We are good on the management side because of our experience in the world of real estate – we bring the real estate management concepts to marinas," explains F3 Marina CEO David Behnke. "And we like to work with someone we can establish a long term relationship with. We look for clients who appreciate the value we bring them as we want to establish high-end successful marinas," he adds.

The F3 team believes its landside expertise sets it apart from other professional management companies. "We were experts on land before we dipped our toes into the water. Marinas are an asset class that's very similar to property, and the way to make marinas profitable is very similar," F3 president John Matheson observes. "All the expertise for shoreside elements – residential, commercial etc – in our company is unique," adds senior vice president Alain Giudice.

Titusville Marina (above) is a 194-slip full service facility located between Orlando and Daytona in east central Florida. Port of Rochester (right), has many amenities and a large event space. Both are professionally managed by F3 Marina.

The future for marinas lies in mixed-use development, Behnke believes, where integration of marina, retail and residential makes the best use of waterfront land and eliminates physical barriers to the water. "We need to think open spaces, linking [schemes], good traffic flow, integration," he says. "One of our strengths is that we cross-market between the marina, shops etc. We integrate everything."

First impressions are also important. "The access drive to the marina needs attention," Matheson asserts. "Security has to be covered but we must have balanced access so that the marina doesn't look confining. This can be an issue for private marinas but we understand how to integrate the upland property well. A marina that integrates well with upland development from the general public perspective is important to make the entire waterfront mixed use development work."

Market reach

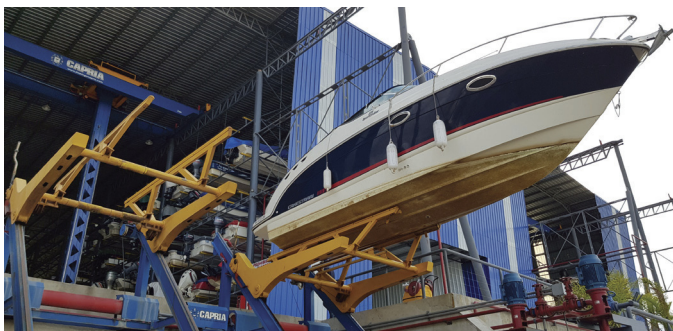
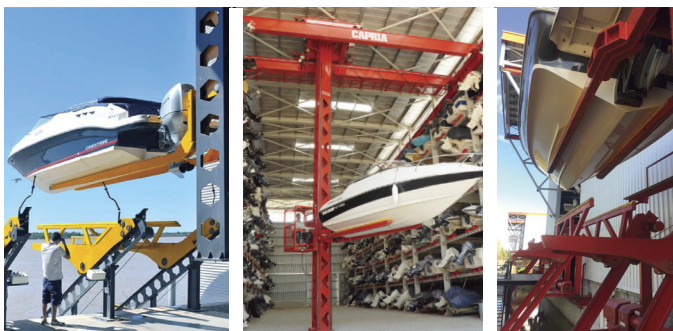
F3 Marina owns marinas and drystacks, manages marinas as a third party, and provides consultancy services on how to run marina facilities – "we assist in making them more sound," says Behnke. Ideally, the company works with developers from day one through to completion and the team is equally at ease when working with inland, coastal, private or municipal marinas – with wet slips, drystack or a mix. It is also looking to broaden its scope geographically.

"We are looking globally but we have to be very selective. The opportunity is there as good new marinas are being developed," Matheson explains. "One region in our focus is South America. It's a growing market for big boats, outside the hurricane belt and there aren't enough slips. We have a couple of clients in this region and we're looking to expand."

Changing focus

Liveaboards? Static charter? Ageing boaters? Destination appeal? All are challenges that F3 Marina takes into consideration when driving a marina business forward.





- Fast, silent and compact semi-automated stacking equipment
- Designed and manufactured in-house
- Engineering advice for the optimum lay-out operation
- Over 50 years' experience

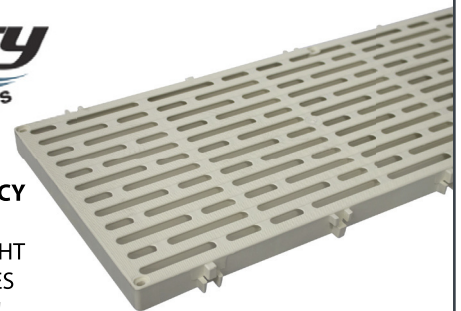
info@domingocapria.com
www.domingocapria.com

THRU-FLOW

PREMIUM DECKING SOLUTIONS

LEGACY SERIES

**43% OF THE LEGACY
 PANEL IS 'OPEN'**
 ALLOWING SUNLIGHT
 AND STORM SURGES
 TO PASS THROUGH!



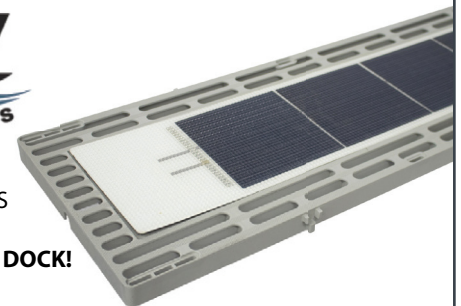
SURGE SERIES

**SURGE PANELS
 USE NEW REINFORCED
 TECHNOLOGY**
 AND BOAST 50% AND 60%
 OPENING, GIVING YOU
 ULTIMATE WAVE PROTECTION
 FOR YOUR STRUCTURE.



SOL SERIES

**CAPTURE THE SUN'S
 ENERGY AND LET
 SOL POWER YOUR DOCK!**



MEET US AT METS!
 BOOTH 05 419

 **MYP** MARINA
 & YARD
 PAVILION

THRUFLOW.COM

Waukegan Harbor has 645 slips. It is located one hour north of Chicago along Lake Michigan and offers beautiful lakefront views. The marina is owned by the Waukegan Port District and managed by F3 Marina.

Static charter, according to Matheson, is something "we should welcome". "It's a way to get people into boating and it keeps the boaters happy," he believes. Giudice notes the increasing appeal of living aboard: "As our population grows older, the demand to live onboard is growing. The key is to adapt the marina to accommodate this niche."

The ageing boater demographic is more difficult according to Giudice. "One of our biggest quandaries is the millennials," he admits. "We are scratching our heads over how to entice the younger generation but we will see more boat clubs, sharing, and activities like kayaking expand to help attract them."

Creating more destination appeal is key to attracting all generations to a marina, and F3 takes this very



seriously. "When we started managing municipal marinas, we started organising events, encouraging businesses to come to the marina. We hosted art fairs, wine tastings, boat decoration parades and so on as events for the community, not just for boaters. We have a lot of expertise in this area – but it's important to take a site-sensitive approach," Matheson argues.

For the future

"We want to grow throughout the USA, and internationally, by being selective, not just for the sake of growing," Matheson states.

Behnke adds: "Our corporate vision encompasses real estate as well as marinas. We currently manage around 5,000 slips - which means we're about a quarter of the way to where we want to go."



MARTINI ALFREDO

Martini Marinas floating pontoons.

The best, from all points of the compass.



UCINA

<p>SWITZERLAND CROATIA GREECE NETHERLANDS/BELGIUM ROMANIA VIETNAM</p>	<p>T. +41 91 9945545 T. +385 01 6530040 T. +30 23 10692899 T. +31 6 46140603 T. +40 341 482664 T. +84 123 7701039</p>	<p>info@interbox.ch stp@stp-croatia.com makis@zaggas-group.gr info@aquamore.info office@opalconstruct.ro info@bellasboats.com</p>
---	---	---




Martini Alfredo S.p.A.
Via Centro Industriale Europeo, 43
P.O. Box 30 - 22078 Turate (CO) - Italy
Tel +39 02 963941
marinas.export@martinialfredo.it
www.martinialfredo.it

19-21 NOV. 2019
VISIT US
Hall 5
Stand 05.208

METS 20
TRADE 19

ANOTHER SUCCESSFUL BERTHING FACILITY BUILT BY WALCON

Walcon Marine Ltd (Head Office)
Cockerell Close, Segensworth West,
Fareham, Hampshire PO15 5SR

T: +44 (0) 1489 579977

E: sales@walconmarine.com

www.walconmarine.com

Docking Solutions

T: 01803 868555

E: enquiries@docking-solutions.co.uk

www.docking-solutions.co.uk

Walcon Marine Benelux

T: +31 (0) 38 30 30 315

E: verkoop@w2support.com

www.walconmarinebenelux.com

Walcon Marine Italia

T: +39 (0) 33 562 22461

E: info@walconmarineitalia.com

www.walconmarineitalia.com

Walcon Marine Australia Pty Ltd

T: +61 (0) 8 9583 3982

E: enquiries@walconmarineaustralia.com.au

www.walconmarineaustralia.com.au

**YACHT HARBOURS
by**

WALCON



MITIGATE YOUR RISK

MARINA EXTREME WEATHER PREPAREDNESS ONLINE COURSE

Course Topics Include:

- ✓ Destructive forces of 5 types of extreme weather
- ✓ Secure infrastructure
- ✓ Legal & insurance implications
- ✓ Boaters preparation to minimise damages
- ✓ Development & implementation of an extreme weather plan
- ✓ Extreme weather case study

Access to:

1.5 hours on-demand online course material
with rich content & videos

External links to extreme weather information

5 downloadable templates/resources

Downloadable Certificate of Completion

GET ACCESS NOW!

www.marinas.net.au/training/extreme-weather-preparedness



How a top name boosts business profile

Camper & Nicholson's is widely recognised to be one of the world's oldest and most prestigious yachting brands. With its English boat building origins dating back to 1782, it is a byword for design excellence and performance. Today, these qualities underpin its consultancy work, marina management, investments and waterfront developments.

The growth in luxury branding is accelerating, with schemes such as branded property residences and name-dropping kudos in homewares, cars, jewellery, technology, and more.

Andrew Garland, business development manager at Camper & Nicholson's Marinas (C&NM), explains: "Boat owners want the five star hotel service they experience whilst travelling to be in their marinas too, and we work with developers who are keen to partner with upscale brands to help distinguish the marina destination in the market."

At a C&NM branded marina, berth holders are guaranteed to experience a high level of service, backed up by financial, operational and marketing support from the team at C&NM offices in Hong Kong and St James's Street, London.

However, yacht owners choose to berth at a marina because of its location and intrinsic qualities, not just because it is a branded marina. The C&N brand supports and promotes each marina's unique location and offering, whether it be Grand Harbour Malta's UNESCO World Heritage Site on the crossroads of the Mediterranean, Port Louis Marina's authentic Southern Caribbean charm or the Turkish flavour of Çesme Marina's iconic sailing and racing character.

C&NM destinations offer value and premium quality service; key factors when growing a

Grand Harbour Marina (above) and Çesme Marina (right) benefit from a brand that supports and promotes their unique locations.



marina business in an emerging marina destination.

International brand presence

A strong brand name provides international reach for marinas and yachting clients. C&NM owns, operates

and manages some of the most prestigious marina destinations and believes it is the strength of its brand that presents a unique offer within the industry.

"We leverage our team's deep understanding, from initial concept design through to fully operating marina, with the use of the Camper & Nicholson's Marinas brand differentiating the marina. Our brand specialises in evolving standalone marinas into full mixed-use developments, complete with residential, commercial and retail elements that have great synergy between land and water," Garland adds.

Laura Muirhead, communications and marketing manager, expands: "The benefit of our brand is that our owners, captains and crew recognise our marinas as unique and sustainable year-round destinations and know the level of personal service and

quality facilities they can expect at each marina destination bearing the Camper & Nicholson's Marinas brand name. This ensures brand consistency, customer loyalty and makes our marinas destinations of choice for discerning yacht owners around the world."

"The locations of our marinas have been carefully selected to bring the very best in exclusive, unmatched interest and beauty - with all the facilities expected from such a prestigious yachting brand. Location is key but the power of a brand should never be underestimated," Garland concludes.



Roodberg®

**28 metres
65 tons
no crane**



www.roodberg.com

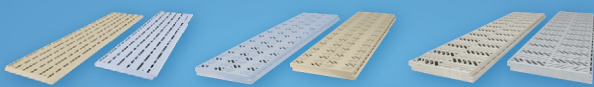
The Original

TITAN DECK

Walk all over us. We can take it.



Titan Deck is engineered to be the last decking you'll ever use. Made of UV-protected 100% polypropylene, it won't rot, warp, dent, splinter or bend and will never need painting or staining – perfect for commercial docks and piers of any size! All Titan Decking is backed by a **12 year limited warranty**.



Titan Classic

Titan X-Series

Titan Open-X Series

TitanDeck.net | 877-207-4136

A Product of **VOYAGER INDUSTRIES**

owned and produced by
Association of
Marina Industries

THE LEADING MARINA & BOATYARD CONFERENCE

JANUARY

14-16, 2020

Greater Fort Lauderdale/
Broward County
Convention Center,
Fort Lauderdale, FL

IMBC

*Where the Marina and Boatyard Industry
Gets Down to Business*

marinaassociation.org/imbc



Patrick Reynes: "Thanks to the remodelling, the marina is now considered to be a floating catwalk where the most exclusive and sophisticated customers enjoy the best shopping, entertainment and dining experience on the island."

to suit the level of the clients we were receiving, the marina became a benchmark in the nautical world. The next phase was to take further steps and create a place where the experience of mooring was even more special, to the point of making Marina Ibiza a destination within the destination itself.

A luxury experience

Nowadays, Marina Ibiza is a great luxury experience in every way. Many of our clients spend a few days in the marina without having to leave it other than to go sailing, and all this is thanks to the high level of leisure, shopping and dining options.

To achieve this, we carried out remodelling work at the marina, allowing us to be more competitive both in the nautical sector and with regard to the lifestyle of the island

'Destination within a destination' at Marina Ibiza

When it comes to remodelling a marina facility or designing a positioning strategy, it is important to call in professional help. If, like IPM Group in Spain, you happen to have in-house project consultants – IPM Management – the expertise is at your fingertips.



IPM Group offers end-to-end recreational sailing project management - designing, building and managing marinas and yachting projects. It draws on experience gained as the operator of leading Balearic marinas – Marina Ibiza, Marina Port de Mallorca and Marina Palma Cuarentena – and four boatyard/engineering yards – STP Palma, Varadero Valencia, Varadero Ibiza and Monzó Yacht Painting. The company has used its technical and operational experience

to recreate Marina Ibiza. IPM Group CEO, *Patrick Reynes*, tells us more.

Marina Ibiza has become one of the most exclusive ports in the Mediterranean thanks to the dedicated work we have undertaken since we obtained the licence to manage it 11 years ago.

At that time, Marina Ibiza had evolved from a need to provide special value to the city of Ibiza, allowing owners of large vessels to moor on the white island for the first time. The demand was there but there were no facilities. Real jewels of the sea soon began to arrive in Ibiza reinforcing the quality tourism of the island.

After 10 years, thanks to work aimed at creating a luxury marina with all services and facilities



World Leaders in the Design, Manufacture and Installation of Marina Services



Maricer (CPES Ltd)
Vale Industrial Estate, Spilsby,
Lincolnshire PE23 5HE
United Kingdom

www.maricer.com
sales@maricer.com
Call Now On +44 (0) 1790 753164



Roto-Mold Float Drums

Tested and Certified by
IMANNA Laboratory Inc.

- Falling Dart Impact Test
- 7-Day Hunt Water Absorption Test
- Encasement Wall Thickness Standard
- And More!



*Are your float drums certified by an accredited testing agency?
They should be. Ask for Ace Floats by name!*



IMANNA Certified
www.imanna.com/customer-spotlight

For over 25 years, Den Hartog Industries in Hospers, Iowa has elevated the quality of foam-filled float drums, setting the industry standards and is a leader in the marine industry on quality, durability and longevity. Visit www.acefloatdrums.com for a variety of product sizes, specifications with buoyancy and technical information.



Den Hartog
INDUSTRIES, INC.



to whom tranquillity and 24 hour-a-day security must be offered.

Thanks to the remodelling, the marina is now considered to be a floating catwalk where the most exclusive and sophisticated customers enjoy the best shopping, entertainment and dining experience on the island.

Of particular note is the concierge service; highly valued and much in demand by customers. It offers personalised assistance at no cost, managing everything clients need to facilitate their stay in the marina - from VIP reservations in clubs and restaurants, to provisioning, arranging for helicopters, booking a massage or finding a DJ to hold a party on board.

And last but not least, is the contribution Marina Ibiza has made to protecting the environment through several measures aimed at promoting the care of the Ibiza and Formentera island paradise.

For all these reasons, Marina Ibiza has accreditations such as IMCI 5 Blue Stars, EMAS, Blue Flag, ISO 9001, ISO 14001, OHSAS 18001 and others.

itself. Thus, the objective of the project was to renovate the infrastructure, including the fuel supplies and other facilities and services, and to increase the commercial and food and beverage spaces while also creating a new landscape that would make a walk through the marina a pleasant experience.

The commercial space, with an elegant design integrated with the environment, has allowed us to attract the attention of luxury brands, such as Dior, Bulgari and Dolce & Gabbana among others, all without neglecting the functionality of the facility, which has capacity to moor 500 vessels from 8 to 110m (26 to 361ft) in length and



SMARTER, BETTER, LONGER LASTING MARINAS

For all projects and budgets, make Bellingham your first call.

- Turn-key Marina Construction
- Marina Renovation
- Dock Re-fit & Repair
- Project Planning & Development
- Floating Docks, Attenuators & Platforms



BELLINGHAM-MARINE.COM/BUILD-MY-MARINA

North & Latin America
+1 360 676 2800

Australasia & Middle East
+61 3 9646 6744



Conservation Elastic Mooring Systems

For anchoring docks, yachts,
and floating solar.

PROJECT SPOTLIGHT:
KN Platech Floating Solar, Indiana



Hazelett Marine has partnered with Japanese floating solar manufacturer Kyoraku to provide high quality floating solar solutions to the market. At the end of July, Kyoraku floats were moored with Hazelett elastics in Shelbyville, Indiana as a demo site for clients to visit and test the stability and strength of the system. The inherent elasticity of our elastics provides an excellent solution for reservoirs and areas with large water level variations.



VISIT US AT IBEX!
OCTOBER 1st – 3rd
BOOTH 1-200

www.hazelettmarine.com

15 Palmer Ct, Suite 212A
South Burlington, VT 05403
+1 802 399 2627
info@hazelettmarine.com

SUBLIFT

BY SWEDE SHIP

THE SAFE, COMPACT, SELF-PROPELLED
SUBMERSIBLE BOAT CARRIAGE



One man can easily and safely do dry docking and launching of sailing and motor boats on ramps and slipways with a SUBLIFT. Typical usage is docking for fast service, cleaning of hulls and for winter season storage.



sales@sublift.se | www.sublift.se

DOCK PIER

MADE TO WITHSTAND
THE TOUGHEST
MARINE ENVIRONMENTS



PREMIUM DECKING

AVAILABLE EVERYWHERE
CONTACT US FOR DETAILS

www.lumberock.com 800-480-2327

MINERAL-ADDED HDPE PLASTIC DOCK BOARDS

Rich, Bold Colors Dependable Performance Completely Waterproof
No Noticeable Fading Mold & Mildew Free Limited Lifetime Warranty
Slip Resistant Low Maintenance

Around the world at the **MYP**

Boasting nearly 70 exhibitors from 17 countries as *Marina World* went to press at the end of August, the 2019 Marina & Yard Pavilion (MYP) at Metstrade, Amsterdam (19th-21st November) looks all set to be a bustling meeting place – for exhibitors, visitors and delegates attending marina-specific events.



This year, the MYP will enjoy a special partnership with PIANC RecCom, the Recreational Navigation Commission of the World Association of Waterborne Navigation Infrastructure. By partnering with the MYP to mutually enhance its programme for 2019, PIANC RecCom complements the list of leading bodies that contribute to the MYP programme, such as the Global Marina Institute (GMI) and HISWA, the Dutch Boating Industry Association.

The MYP will host a specially designed PIANC Marina Design Training Programme (MDTP), which will be held on the afternoon of Tuesday 19th November and the morning of Wednesday 20th November. This will focus on design fundamentals for marina owners and operators, including refurbishments and new projects, as well as new trends in marina design.

PIANC RecCom will also convene an open meeting to discuss marina adaptation needs to best service the growth in electric propulsion recreational vessels on Wednesday 20th November. And, finally, during the popular Waterfront Drinks event – open to MYP exhibitors, PIANC course delegates, GMI and International Marina Group (IMG) attendees and other invited marina professionals – it will unveil the winner of the 2018/19 PIANC Marina

Metstrade 2018 was a busy event, with a record number of visitors.

Excellence Design Jack Nichol Award.

Wednesday is also an important day for the Global Marina Institute when Certified Marina Managers (CMMs), Certified Marina Professionals (CMPs) and invited guests convene for the GMI Global Meeting. Discussions on the pathway of marina careers; environmental case studies; and national updates are on the agenda.

On Thursday 21st November, the Dutch Boating Industry Association (HISWA) will take to the stage for its annual Marina Symposium. This will be the eighth consecutive HISWA symposium in the MYP.

Now the internationally recognised annual European meeting place for professionals working in the marina sector, the MYP attracts an increasing number of attendees from far flung countries. In the MYP for 2019, to complement the wide range of European exhibitors, five companies exhibit from the USA and five from China. Other non-European exhibitors travel to Metstrade from Argentina, Australia, Canada, Indonesia and Turkey.

Marina World is the Exclusive Marina Media Partner for the MYP at Metstrade. We look forward to seeing you on our stand - 05.500.

Exhibitors - MYP 2019

ASAR/Safe Harbor Dry Stacks, USA
Aero-Docks, USA
Alto Service, Italy
Arabel NV Marina Integrated Systems, Belgium
Ascom Lifting Equipment, Italy
Ast. Amilibia Untziolak, Spain
Boat Lift, Italy
Capria Stacker Machinery, Argentina
CarenEcolo, France
Cimolai Technology, Italy
Clement, Germany
Decksafe Solutions, UK
Den Hartog Industries, USA
Dock Marine Systems, Turkey
Drysta, Spain
DualDock, Austria
Dura Composites, UK
Eurodesign Group, Indonesia
GH Cranes & Components, Spain
GPA Seabots, Spain
Gael Force Marinas & Pontoons, UK
Gigieffe, Italy
Gsertel, Spain
Guangzhou Stark
Yacht Marina Eng. Co, China
Havenstar MMS, UK
Hazelett Marine, USA
IADYS, France
INMARE, Italy
IRM, Slovenia
Ingemar, Italy
Inland & Coastal Marina Systems, Ireland
Inter Boat Marinas, Netherlands
Landolt Engineering, Switzerland
LeeStrom, Germany
Lionweld Group, UK
Marex, Croatia
Maricer, UK
Marina World, UK
Marine Travelift, USA
Marinetek, Finland
Martini Alfredo, Italy
Mecanorem Hydraulic Trailers, France
Nautipark, France
NavaltecnoSud Boat Stand, Italy
Ningbo Yinzhou Henglu
Plastic Industry & Trading, China
Orsta Breakwater, Netherlands
Plus Marine, Italy
The Pontoon & Dock Company, UK
Poralu Marine/Rotax, France
Rolec Services, UK
Ronautica Quality Marinas, Spain
Roodberg/Frisian Industries, Netherlands
Rototec, Italy
SF Marina System, Sweden
STM – Shandong Santong Rope Co, China
Scanduzzi Steel Constructions, Italy
Seabin Project, Australia
Seaflex, Sweden
Seijsener Marina Services, Netherlands
Shenzhen Horizon Marina Co, China
Shenzhen YDM Reflector Co, China
Soprefa, Portugal
ThruFlow, Canada
Versadock, UK
Walcon Marine, UK
We Trade International, Sweden

Combining Two of Our Specialties...

Drystack Automation & Tilt-up Construction

As a leader in **drystack automation** and **tilt-up construction**, we have taken an innovative approach to providing smart storage and construction solutions for marina owners and operators around the world.

This **unique combination** of technology and construction offers 30-50% more leasable cubic space and a 44% reduction of drive aisle footprint, all through the **elimination of a forklift**. In addition, you'll have the capability to store full-size vessels on the top rack and the flexibility to store multiple vessels deep, maximizing your productivity and profitability.

Call **1.239.334.8800** or visit
ASAR-Marine.com to get started.

ATTENDING IBEX? VISIT BOOTH 1-216!



Safe Harbour
DRY STACKS

16121 Lee Road, Suite 101, Fort Myers, FL 33912
GCMContracting.com/Marine | ASAR-Marine.com

MARINA AUTOMATION | MARINA CONSTRUCTION

port:safety
In the business of saving lives

LIFELADDER®

Install anywhere:
For wharves and pontoons

Solar Powered:
Nighttime illumination

Synthetic materials:
Non-corrosive

Contact us for a free quote:
www.port-safety.com




MARINAQUIP
Smarter Solutions for
Marinas, Moorings, and Docks

www.marinaquip.com



Natalie Howard

A Shangri-La for superyachts

Fifth Avenue Landing in downtown San Diego, California is a 12-slip boutique superyacht marina and transient berthing facility. Charlotte Niemiec invites new dockmaster, Natalie Howard, to talk shop.

Located in the heart of downtown San Diego, Fifth Avenue Landing marina is the premier spot for superyachts, accommodating vessels up to 300ft (91m). Among its unique offerings is the service of its sister company, Marine Group Boat Works (MGBW), a full-service shipyard in the city employing over 200 craftsmen for repair and maintenance.

The marina and MGBW were built ten years ago in response to an unprecedented spike in the construction of superyachts all over the world, at a pace that was outgrowing the number of repair yards and marinas that could cater to them. At the same time, San Diego was becoming a top US destination, the city having invested more than \$13 billion between 1975 and 2009 in redeveloping the downtown and surrounding areas, which attracted attention from tourists all over the world. "The timing was just right to make it a top superyacht destination," Howard explains. Fifth Avenue Landing opened shortly after MGBW renovated its repair facilities and launched a 665-ton Marine Travelift. With \$3 million invested in the marina – and an estimated total of \$10.5 million across both facilities – it is perfectly designed and equipped to handle the needs of superyacht owners, captains and crew.

Tenth anniversary

This year celebrating its tenth anniversary, the marina has become a crew favourite among superyacht marinas on the West Coast, with an extensive waiting list of yachts booking as far out as a year. It has been home to some of the world's most admired multimillion dollar luxury superyachts, including the famed motor yachts Samaya, Sherpa, Cloud Break, Game Changer and sail yachts Ahimsa, Pumula and others.

The facility is located close to a variety of shopping, dining and nightlife options, as well as the San Diego Convention Center. At full occupancy and with a waiting list, the marina comprises 12 slips and can accommodate yachts from 125ft (38m) up to 300ft (91m), from coastal yachts to megayachts. Each berth has a full sewage pump-out service, high volume fresh water, ample high voltage shore power availability and fibre optic

direct wired Internet connection. Other amenities for captains and crew include complimentary concierge service, parking, secured access 24/7 and more. The facilities are protected by a marina gate system and on-site after-hours security is provided seven days a week.

"We are always striving for continuous improvement in our offerings, based on feedback provided by guests," Howard says. "As trends have shown, we hope to continue to see an increase in yachts on the West Coast and the demand for larger berths. Being a designated marina for clearing customs puts us at an advantage to attract more international guests coming into the US," she adds.

Sister company, MGBW, features two full-service shipyards in the city with a third location in Los Cabos, Mexico, covering a total of over 30 acres (12.3ha). "This places us as one of the largest haul-out facilities in North America with the first prop shop in San Diego," Howard says. With its Marine Travelift, the marina is capable of hauling megayachts up to 121m (397ft) and working on them dockside. And "our commitment to eco-conscious practices has also placed us as an industry leader towards becoming a zero-emission shipyard through our



**Powering the
industry forward.**



HYDRO  M_DRIVE

Marine Travelift Hydro M_Drive forklifts featuring:

- Now offering capacities of 52,000 lbs. & larger
- Center cabs with wide-view masts for optimal visibility
- Shorter wheelbases with the tightest turning radius in the industry
- Custom mast heights to maximize storage at your yard
- Lowest total ownership costs with the strongest service network in the market

HYDROSTATIC DRIVE BENEFITS

- Steadier engine RPM and proportional control
- Significant fuel savings
- Lower operation and maintenance costs
- More control over uneven surfaces

Visit marinetravelift.com/forklifts now to see all the features and custom options available on Marine Travelift marina forklifts.



sales@marinetravelift.com



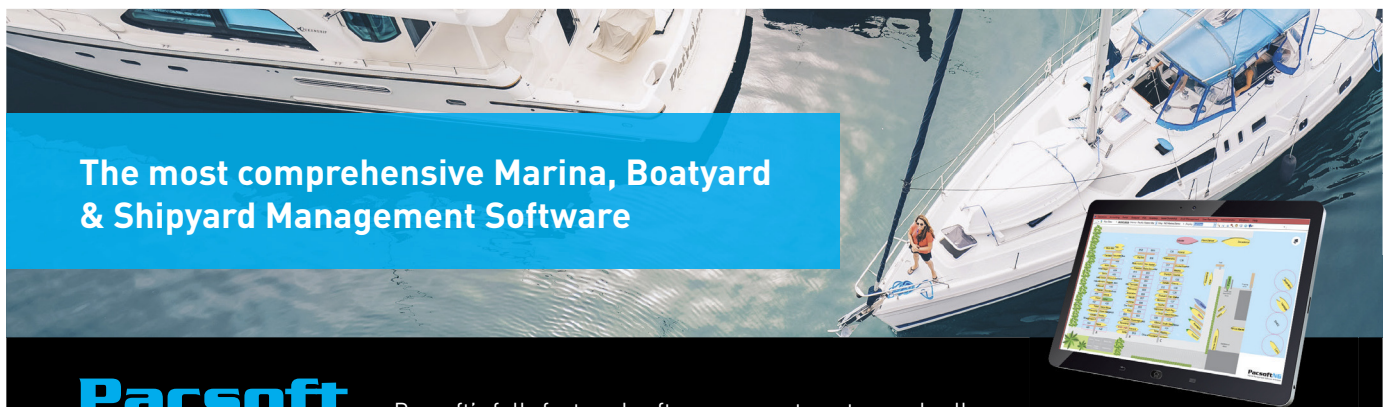
©2019 Marine Travelift

**The most comprehensive Marina, Boatyard
& Shipyard Management Software**

Pacsoft
Marina, Boatyard & Shipyard

Pacsoft's fully featured software can automate nearly all functions, simplify business life and streamline operations.

www.pacsoftmms.com



Cockle Bay
Sydney Harbour, Australia

 **SUPERIOR
JETTIES®**

+61 7 5594 8200
info@superiorjetties.com
superiorjetties.com



seeing where I can take this marina and what's in store next."

The Good Stew

The Good Stew programme is an extensive concierge service, she explains. "We were asked by crew for local sources for common crew needs such as uniforms and cleaning products. Reasons varied from time zone differences from the West to East Coast to not wanting to deal with lengthy delivery times shipping from one coast to the other. It has been exciting to watch the success of the programme and see it develop dramatically based on the response of the growing market of superyachts cruising to the Pacific," she says.

The programme provides a range of interior yacht products and uniform to purchase, coordinates crew and social events, and offers a new crew placement service. "It's our valuable local knowledge, insider tips and resources, with around-the-clock attention during their stay in San Diego to make their refit period a breeze," she adds.

Howard's learned a lot over the years about what superyacht captains and crew are looking for. "It's all about the level of service and convenience," she explains. "Time is precious, so being able to give 24/7 attention to crew is very well received. We see a lot of superyachts with foreign crew and, for some of them, it's their first time in America. Being an Australian myself, I naturally play a concierge role to give our guests the best experience possible."

Alongside her new role, Howard will continue to manage The Good Stew programme and support the marketing and sales efforts for MGBW.

all-electric fleet and as the first solar powered boatbuilder," she adds.

Why San Diego? "The San Diego Bay is a natural harbour and deep-water port. This, paired with the city's iconic sunny weather all year round, makes it a boating haven," Howard says. There are approximately 21 marinas in San Diego, but only a handful offer berths large enough for superyachts, to which Fifth Avenue Landing dedicates itself exclusively. Geographically, the city is also a natural gateway for yachts heading to Mexico, the Caribbean, the South Pacific, Alaska and the general Pacific Northwest. "It has so much to offer and that's why it's no surprise that we're seeing a growth in superyachts to the area," she adds.

From chief stewardess to dockmaster

Howard's background is as unique as the marina for which she's newly responsible, coming to the position as a former chief stewardess on a number of notable yachts and having worked all over the world. When growing up in Sydney, Australia, her family had a 34ft (10m) cruiser on Sydney Harbour. "I have always been around boats," she says, "but it wasn't until I started travelling overseas at the age of 24 that I was introduced to the yachting industry in the South of France. It quickly drew me in and I spent the next seven years working on various superyachts all over the world."

Her experience and knowledge

of the industry, particularly the capabilities and specific requirements of superyachts and the demands and challenges they face when visiting a new port, led her to the position of Yacht Relations Manager at Marine Group Boat Works. Here she managed the marketing programme and launched a crew concept called The Good Stew.

"I joined the yachting industry 11 years ago in Europe and have been lucky enough to work all over the world and then apply my yachting experience to a land-based position," she says. "All that experience will make the transition to running a marina smooth. The traditional dockmaster role is evolving into a full-service position to give yacht owners and crew the ultimate experience," she adds.

But her new role is very different and "like any new job, it takes time to develop and put your stamp on a place, but I think that is what I'm most excited about. There's so much room for growth and development of the marina and yachting services offered to vessels visiting the West Coast and I'm looking forward to





METS MARINE EQUIPMENT
TRADE SHOW
19-20-21 NOV 2019
AMSTERDAM

Marina & Yard Pavillon
Hall 5
Stand No. 05.318

**Safe, Secure
and Sustainable
Docking for
Floating
Structures**

www.impulse.at

Global Sales Tel.
+43 676 9427 760
office@dualdoker.com
www.dualdoker.com

QUALITY MADE IN



WWW.RONAUTICA.COM
info@ronautica.com

RONÁUTICA
MARINAS

PASSION
EXPERIENCE
INNOVATION

Marinas for life



WINNER
INTERNATIONAL
MARINA OF THE YEAR 2017

Karpaz Gate Marina
Turkish Republic North of Cyprus



PROXECTO COFINANCIADO POR IGAPE, XUNTA DE
GALICIA E FONDO EUROPEO DE DESENVOLVEMENTO
REGIONAL DO PROGRAMA OPERATIVO 2014-2020



XUNTA
DE GALICIA



UNIÓN EUROPEA

Fondo Europeo de
Desenvolvemento
Regional
"Unha maneira de
facer Europa"

igape»

galicia



Gian Luca Guglielmo

Custom-building for safety conscious customers

Martini Marinas is a test case of how a small Italian company can embrace export, and monitor markets and berthing requirements for a client base that is increasingly safety conscious and eager to purchase customised products. Donatella Zucca finds out more about the thinking behind the company's products.

"Martini Alfredo SpA was established in 1945 as a builder of moulds and injection-moulded plastic containers. Later on, a passion for the sea and a search to find alternative uses for the containers prompted the owner to think about filling them with polystyrene to create excellent floats," says general manager Gian Luca Guglielmo.

After over 40 years of activity in the design, manufacture and sale of floating pontoons and associated equipment for marinas, Martini products are characterised by hot dipped galvanised steel structures and plastic components. The floats are made using injection technology and from moulds still available from the company's Container Division.

Despite having just ten direct employees, four agents in Italy, and six overseas, the company has completed

over 1,000 installations in Italy and abroad and has a growing market that includes Germany, Holland, Belgium, Central Europe, Croatia, Montenegro, Serbia, Greece, Romania, Hungary and, most recently, Vietnam. It has

also completed projects in France, Angola, Malta and Israel. Most are fully customised solutions for small to medium sized marinas, bridges and landing stages on varied bodies of water. Very occasionally there is call for a special events product, such as the platform built on the Danube in Budapest for the Hungarian rowing championship.

Martini offers a wide range of pontoons and anchored structures, gangways, fingers, service pedestals and mooring accessories, all of which are developed and tested in its own Research and Experimentation Centre. It therefore comes as no surprise that the company was among the first in the sector to secure ISO 9001:2015 certification. Design, production and marketing are also certified by the Swiss Association for Quality and Management Systems, SQS.

Accounting for around 20% of the turnover for Martini Alfredo, the Marinas division has enjoyed continuous growth



Overseas projects, such as marina installations in Hungary (above) and Malta (right), are taking higher priority at Martini Marinas. Export now accounts for around 50% of total sales.

**PROVIDING
SOLUTIONS
FOR MARINAS
WORLDWIDE**

US Patents
Sea-Drive- 7,850,147
Kayak Launch- 9,278,735
Float Lift- 7,509,916
Cable Tie Off Bolt- 6,719,241
Gatorvator Beamless Lift- 6,918,345/6,470,816
Patent Pending



Maximo Marina
St. Petersburg, FL

Follow Us!

- Lifts up to 240,000lbs
- Industry's Best Warranty
- Golden Sea-Drive® Gearbox



239.337.4141
www.goldenboatlifts.com
sales@goldenboatlifts.com



BE WISE
WHEN YOU ADVERTISE



**Marina
World**
Average Net Circulation
6,978 Audit Period 1st July 2017
to 30th June 2018

Everyone wants to get what they paid for.

Marina World is independently verified by ABC, because we want our advertisers to know they're getting the exposure they've been promised.

ABC. See it. Believe it. Trust it.

To advertise contact Julia Hallam-
juliahallam@marinaworld.co.uk

**Marina
World** www.marinaworld.com



www.abc.org.uk

PONTOON/DOCK SYSTEMS & ACCESSORIES



Marina dei Cesari (Port of Fano) is located in one of the most scenic towns in the Marche region of Italy. It has 400 full service berths and accommodates vessels up to 40m (131ft) utilising Martini pontoon infrastructure.

and profit in recent years, building and delivering marina systems in its factory near Milan and liaising with other suppliers for products such as concrete breakwaters. Historically, 75% of all projects have been in Italy but in recent times a shift towards export has reduced this to around 50%. Overseas customers increasingly ask for customised solutions thus playing to the company's strength. "We're looking at cases where the timber, the fender or the steel structure itself has to be of a certain type," Guglielmo explains. "Over the past five years, we've had several such requests, including the orders for Hungary and Israel, that have been significant," he adds.

As a small company that doesn't compare itself with the giants in the pontoon sector, Martini pays great attention to economic impacts, is reluctant to embark on expensive marketing drives and lets the facts speak for themselves to promote the quality of each product. A good example is the installation in Rapallo, which withstood the terrible storm of 29th October 2018 that destroyed the Porto Carlo Riva dam and devastated the city. All Martini infrastructure installed 20 years ago survived perfectly and elements that were 30 years old sustained just minimal damage. This level of durability and a range of key references in places such as Saint Tropez, Monte Carlo and

Viareggio testify to the quality of the pontoon systems.

Comfort and safety

Like other responsible manufacturers, Martini has paid increasing attention to protecting the environment particularly with regard to concerns about deforestation. Rather than use tropical hardwood for pontoon decking the company developed a simulated teak using polyolefin resin, which is in line with the ISO 9004:2009 standard.

The deck boards are used on jetties and walkways, and thanks to the wood grain effect obtained by using a special moulding process they look very similar to natural teak. In comparison with timber, however, they are anti-fungal and non-splintering, and require no maintenance. Available in two long-lasting shades, to be mixed at random to reproduce the effect of real wood, the boards have natural bounce and are silent underfoot. All boards are sized to suit the specific marine conditions, the strength of the supporting steel framework and the range of likely weather conditions at the marine location.

Via its partnerships, Martini is able to offer high performance breakwaters and high displacement pontoons with concrete floats. It also offers a special self-supporting gangway and a wide choice of swing arms. All pontoons are designed to suit the specific needs of every application. "The choice of materials is fundamental," Guglielmo emphasises. "We offer hot dipped galvanised steel for the framework that sits out of the water as it's a material that has high resistance to wave action and

boat movement. For the floating support structure, however, we opt for aluminium alloy as it does not corrode even when in constant contact with water."

Martini's Strong, Middle, Easy and Sport ranges incorporate a synthetic resin that is resistant to marine agents and to damage from UV rays. The Concrete model, by contrast, has a concrete shell and is fibre reinforced with electro-welded mesh interconnected to the frame by 20mm stainless steel threaded rods that run from top to bottom through the float. Both resin and concrete floats are filled with a closed cell expanded polystyrene core that is guaranteed to be unsinkable.

Recent products include the swing arm, launched at Metstrade in 2018, designed to enable people in wheelchairs to safely and comfortably board a boat.

For the future

Although the Middle module is currently the most requested pontoon product, Guglielmo believes the company will place most emphasis on its Strong model for the future. "Customers tend to be more and more oriented towards robust, safe and long-lasting products," he says.

Changing climate and sea conditions, meanwhile, pose a challenge and a conundrum. "We are wondering whether we should adopt a meteo-marine approach as we believe it is necessary for the customer to be aware of any risks that may be incurred when our products are installed in a specific place. If the location of the mooring system is wrong, especially in the face of weather changes in recent years, it can be very damaging for the structure. The big question is should we, as the supplier, make the customer more aware of these issues or is it the customer's responsibility? We don't have an answer other than to advise customers to buy a bigger module with higher displacement."

"The future is a dilemma," Guglielmo continues. "We could promote the Strong model – but we would have to evaluate this from a commercial perspective – or we could make our customers aware of the increasingly important factors that need to be considered. We believe it is right that the client should first chew over certain factors and then we will be ready to give the appropriate advice."

DURADEK® & DURAGRID®

Pultruded Fiberglass Grating



Attractive & Durable



Won't Rust or Rot



Low Lifecycle Cost



High Strength-to-Weight Ratio



Non-Skid Surface



Easy to Install & Fabricate



Low Electrical & Thermal Conductivity



Custom Colors Available



STRONGWELL PRODUCTS PROUDLY



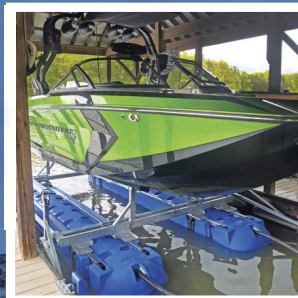
ISO 9001 Quality Certified
Manufacturing Plants



The World Leader in Pultrusion and
Pultruded Fiberglass Structures & Shapes

+1-276-645-8000 • info@strongwell.com • www.strongwell.com

RAISE YOUR MARINA PROFITS WITH HYDROHOIST!



UltraLift
SERIES

HarborHoist
BY HYDROHOIST BOAT LIFTS

EXTREME

America's #1 Boat Lift™

Learn more today by visiting our website:
boatlift.com/become-a-dealer

HydroHoist®
BOAT LIFTS

Jumbo protection for **Oman** Coast Guard

A commercial berthing facility for fast patrol boats requires the kind of heavy-duty pontoon system not often used in leisure marina applications. Fortunately, UK-based Walcon Marine could offer the Royal Oman Police Coast Guard the ideal docking arrangement.

The facility, part of a special new Coast Guard Harbour in the town of Sidab – a short distance to the east of Muscat on the Gulf of Oman – accommodates 19 patrol boats of 26 to 35m (85 to 115ft) in length at alongside berths. The berths are located at five piers that extend from 315m (1,033ft) of walkway that runs along a section of the harbour's inner wall. At the western end, 19 finger pontoons, each of 10m (33ft) in length, are used by smaller Interceptor craft and RIBs.

Walcon specified its heavy-duty steel Jumbo pontoons, which are 3m (10ft) wide, have 750mm (29.5in) freeboard, a central service duct and a high live load. The entire facility is protected by a new 370m (1,214ft) rock breakwater.

The Coast Guard division of the Royal Oman Police is responsible for the safety and security of Oman's territorial waters and undertakes anti-piracy and anti-smuggling operations as well as search and rescue duties. Walcon worked with main contractor Carillion Alawi LLC to realise the project.

E: sales@walconmarine.com



The ladder that saves lives

A patent has been filed for the new safety ladder – LifeLadder – from Danish start-up company, Port-Safety, as it continues to sell around the world. With or without its innovative light unit, the product is deemed to be significantly more visible than traditional safety ladders and its maintenance-free construction materials are not only a benefit to busy marina and harbour operators but are an inherent additional safety measure.

LifeLadder cannot corrode and become vulnerable to breakage during use. It is made of reinforced synthetic modules in a bright yellow colour that ensure visibility during daytime. Solar-powered LED lights provide visibility at night and clear direction to safety. These materials have already proven their worth in the harsh maritime environment.

Quayside constructions often leave the lower part of safety ladders unsupported, offering chain-steps or other flexible solutions that are difficult to climb. LifeLadder's rigid construction eliminates this challenge and increases the chance of saving lives.

The product is also cost-efficient. Its significantly lower weight

makes it easier to handle and install, without the cost of a crane. And the modular construction contributes to improvements in sustainability as any damaged ladder need not be replaced but can be repaired with new modules.

E: info@port-safety.com



Povoação, São Miguel (Azores)



www.grupolindley.com

Cascais, PORTUGAL
+351 214 692 024

Barcelona, SPAIN
+34 933 601 101

Rio de Janeiro, BRAZIL
+55 21 3942 8828

**Floating Pontoons
for Marinas and
Leisure Docks**



★★★★★
**BLUE STAR
MARINA
CERTIFICATION**

NEW
in 2019

*Svendborg Havn, Denmark
4 stars awarded*

www.bluestarmarina.com



Composite Timber Decking

ULTRA DECK RESIST
Available in
150mm x 3660mm

ULTRA DECK ECO
Available in 2 widths:
146mm/295mm x 3660mm



Ultra Deck is the ideal alternative to traditional wood and is long-lasting, environmentally friendly, easy to install and requires minimal maintenance.

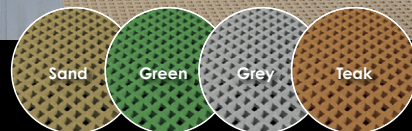


duraTM
composites



Fibreglass Marina Decking

DURA GRATING MINI MESH
Available thicknesses:
14 mm, 22mm, 30mm and 38mm



Fibreglass Dura Grating offers superb anti-slip properties and is ideal for pontoons, fingers, jetties, entrance gangways, mooring pontoons and piers.



Tel: +44 (0)1255 440297 | Email: info@duracomposites.com | www.duracomposites.com





Guardian on the docks

The Guardian, a highly visible and resilient lifebuoy housing, is now available from US company Glasdon.

Manufactured from robust and corrosion-resistant Durapol material, the Guardian housing is built to last, and to resist theft and vandalism. All safety equipment stored inside the casing is protected from UV degradation, reducing the frequency of costly life ring replacement.

Available in a choice of two sizes with a range of fixing options (post, rail and wall mountings), the Guardian offers flexibility to house the most appropriately sized buoy to the risk area. The life ring cabinets incorporate built-in security and inspection features, including the Ropemaster quick release rope management system. This aids quick and easy deployment of the life preserver ring and rope in an emergency. The cabinets also include a usage indicator for speedy inspection, easy to follow instructions and security seals.

As an optional extra, Glasdon offers personalised external decals with additional instructions or warnings, along with your marina or authority branding.

E: inquiries@glasdon.com



Diverse products for multi-national projects

Although well used to despatching a steady number of pontoons from its various international manufacturing sites on a regular basis, Marinetek hit rush hour earlier this year when factories in Malaysia, Latvia and Abu Dhabi met the challenge of delivering to schedule for projects in the Caribbean, Vietnam and the Middle East.

In the Middle East, an amazing number of 290 large Marinetek Super Yacht and Premier pontoons, ordered for a regional mega-project and measuring up to 5m x 20m (16ft x 66ft), were cast in just six months. Ana Marina (above) in Nha Trang, Vietnam, meanwhile received 77 pontoons direct from Pasir Gudang in Malaysia. This represented one of Marinetek's largest single pontoon shipments to date and comprised a mix of seven

different pontoon types including Super Yacht pontoons for a fuel dock and a breakwater.

The Latvian facility played its part by shipping out a total of 49 Premier pontoons and fingers, including Super Yacht fingers, for the 90-berth extension at Camper & Nicholson's Port Louis Marina in the Caribbean, which is now well underway.

E: info@marinetek.net

CE label for Poralu

Poralu Marine has been awarded EN 1090-3 certification for its production of aluminium structures. This means it can badge its product with the 'CE' label, which is particularly important for products such as aluminium foot bridges that are subject to significant technical and regulatory constraints.

The CE label is recognised worldwide, which gives Poralu a competitive advantage as it exports 80% of its products. It will help the company meet market standards more easily as over 30% of public tenders require this certification, and also enables project owners to have ten-year warranties on their purchases.

Poralu was able to recently win the bid to design and manufacture an aluminium bridge for the Aliso River in Saint-Florent, Corsica because it offered the CE credential. The company will work with GMS and Corsica Driving to build the 94m (308ft) long structure, which has a 50m (164ft) span without support.

E: contact@poralu.com

Working with clients to tailor gangway systems

UK manufacturer Aviramp continues to build its order book for bespoke gangway solutions having completed two projects in association with Northern Pontoon, a company that specialises in the hire, sale and customisation of pontoon systems.



Above & below: Pontoons and gangways installed on the River Trent in Nottingham, UK, for the Accenture World Triathlon. Aviramp provided a full service for its gangways covering design, manufacture and assistance with installation.

As reported in May/June, the company's Ra'alloy gangway was customised for United Utilities in order to give efficient access for maintenance engineers going to and from reservoir banks and pontoons at Langthwaite

Solar Array. The 14m x 1.2m (46ft x 4ft) gangway, which is fitted with a security gate, links to a modular pontoon arrangement provided by Northern Pontoon.

The second joint venture comprised

the design and manufacture of gangways with transition plates to link to Northern Pontoon's floating pontoons for the prestigious 2019 Accenture World Triathlon mixed relay on the River Trent in Nottingham, UK. As the transition plates can be fitted at either end, the gangways can be used on other projects in the future.

As both projects were precisely tailored, Aviramp was instructed to design the gangways with a Safe Working Load (SWL) of 2.5k/n m². The projects thus involved making site visits to undertake necessary diagnostic and risk assessments, creating a brief, producing technical drawings for one of its structural engineers, and manufacturing all from scratch in-house. Site assistance was also provided for each installation.

Aviramp is keen to emphasise that, although cost-effective and able to work to demanding deadlines, it differs from competitive manufacturers by working in close collaboration with its clients from concept through to complete installation. Customer service and after sales support take the highest priority.

E: sales@raalloy.co.uk



Ferry marina for emirates passenger service

Chinese company Livart Marine has completed a harbour facility for Sharjah RTA Marine Works to enable it to simultaneously dock large ferries. The project marks the opening of a marine transport service between Sharjah and Dubai.

Livart installed a heavy concrete pontoon measuring 6m x 80m (20ft x 262ft), a floating platform and an



aluminium gangway (type 6061 T6). The system is aluminium framed for solidity and aesthetic appeal and is fully equipped with Rolec utilities. The pontoon system has a freeboard of 1.5m (5ft).

The project, undertaken in cooperation with main contractor China

Harbour Dubai Company, will instigate a passenger service between Aquarium Marine Station in Sharjah and Al Ghubaiba Marine Station in Dubai. It will reduce stress on the roads between the two emirates by providing a safe and fast marine transport solution.

E: info@livartmarine.net


**SERVING
MARINAS**
SINCE 1963

Electric service pedestals
Water service pedestals
Emergency service pedestals
Lightning
Pre-payment systems
Smart metering
Electrical distribution
in every RAL-colour possible

 **seijsener**



✉ info@seijsener.com ☎ +31 (0)75 6810 610

www.seijsener.com

TOTAL CONTROL OF MARINA

at your fingertips




METS 2019 (05.210)
IBEX 2019 (1-1014)

Marina Master

marina management software solutions

IMPROVE CUSTOMER SERVICE TO CREATE ADDED VALUE

IN YOUR LANGUAGE

Visit our website
www.marina-master.com

Ørsta
Breakwater



Oostende, Belgium

We build your breakwater wherever you need it

- Floating breakwaters up to 12 metres wide
- Commercial pontoons up to 35 metres long x 200 tonnes
- We build 'on site'
- No transport costs: **saving you 30% or more**


www.breakwater.eu • Tel. +31 (0)6 45 43 42 07

LIVART 蓝平®
Premium Floating Solutions




RTA. SHARJAH

www.livartmarine.net
livart@livartmarine.net

 **Marex Elektrostroj**

Fifty-year-long tradition in more than 80% of Croatian marinas.

www.marex-es.hr



Centralised sewage system for boats and buildings

A new low cost concept for handling black water, introduced by Flow Vacuum of Barcelona, Spain, is becoming a popular choice at marinas in Europe and beyond.

Named Flovac, the system receives sewage from marina buildings and all pumped out waste – including bilge water – from boats. All collection points merely require a vacuum valve – no power supply, no level sensors and no costly devices. Extra or multiple points can be installed as and where required.

The system has a small carbon footprint, with all pipework buried in narrow, shallow trenches to reduce any environmental risks. Sewage spills cannot occur, as the pipework operates under negative pressure, and there is no odour; an important consideration when positioning close to restaurants.

Boat owners use an easy coupling attached to a flexible hose to plug the vessel sewage holding tank into the

system. Operation is either manual or via an automatic on/off switch, which can be timer controlled, coin or card operated or remotely controlled. Larger boats can pump out into a collection pit fitted with a Flovac valve.

Safe operation is ensured as the valve/hose operation is pneumatic and no electric power is required on the dock, and all facilities can be hidden under the docks or enclosed in pedestals.

The vacuum pump station, which generates the negative pressure through the system, can be discretely located within the marina complex. All wastewater is then discharged to the local council sewer or treatment plant.

Flovac has already been installed in



several marinas in Spain, and systems have been purchased for a marina in Italy, St Vincent and the Grenadines, the Balearics and Vietnam.

E: info@flovac.es

Freestand lift for bigger boats

Freestanding boat lifts used to be synonymous with lake houses and runabouts but the hydraulic Tornado from Golden Boat Lifts is an adaptation for use in saltwater for vessels up to 45ft (14m) and 32,000lbs (14,515kg). It is ideal for owners who cannot install a permanent solution or prefer the option to move the equipment seasonally or from place to place.

The Tornado boat lift comes in ten capacities but each lift utilises Golden's multi bunk system so can be customised to adapt to any specific vessel, whether it is a deep-V, stepped or multi-hull. With up to 6ft (2m) of rise, it can also accommodate fin keel sailboats.

Tornados are built in the USA from fully welded marine aluminium and oversized stainless steel components. This is vitally important for a lift that will regularly be moved. Hydraulic cylinders are protected by unique air bellows for trouble-free service.

Each lift has a long-range wireless remote that raises and lowers it, and power is derived from an integrated 12V DC pump with solar panel.

E: sales@goldenboatlifts.com



MT opens up Mid-Atlantic

Marine Travelift has expanded its operation in the USA by opening Marine Travelift Mid-Atlantic in Ashland, Virginia. It now offers boat handling equipment support from New Jersey to South Carolina.

"The goal of this expansion is to provide our customers in the Mid-Atlantic area with the best possible access to Marine Travelift equipment locally. This includes genuine OEM parts and high quality service with factory support," says president and CEO, Erich Pfeifer.

E: sales@marinetraaveliftatlantic.com

Index to Advertisers

ASAR/GCM Safe Harbour	
Drystacks, USA	42
Bellingham Marine, USA	39
Boat Lift, Italy	22
Camper & Nicholson's Marinas, UK	18
Capria, Argentina	32
Conolift by Kropf Industrial, Canada	20
Den Hartog Industries, USA	38
Dual Docker, Austria	46
Dura Composites, UK	52
Eaton Marina	
Power & Lighting, USA	60
Extreme Weather Course, Australia	34
F3 Marina, USA	16
GH Cranes & Components, Spain	6
Gael Force	
Marinas & Pontoons, UK	59
Gigieffe, Italy	30
Golden Boat Lifts, USA	48
Golden Marine Systems, USA	30
Havenstar, UK	20
Hazelett Marine, USA	40
HydroHoist, USA	50
IMBC 2020, USA	36
IMCI, Belgium	52
Ingemar, Italy	24
Inland & Coastal Marinas, Ireland	26
Lindley, Portugal	52
Livart Marine, China	56
Lumberock Premium Decking, USA	40
Marex, Croatia	56
Maricer, UK	38
Marina Master by IRM, Slovenia	56
Marina Projects, UK	28
Marinaquip, New Zealand	42
Marine Travelift, USA	44
Marinetek, Finland	4
Martini Alfredo, Italy	33
Metstrade 2019, Netherlands	13 & 14
Orsta Breakwater, Netherlands	56
Pacsoft, New Zealand	44
Port Safety, Denmark	42
Rolec Services, UK	10
Ronautica, Spain	46
Roodberg - a brand of Frisian Industries, Netherlands	36
SF Marina System, Sweden	2
Scribble Software, USA	26
Seaflex, Sweden	8
Seijssener Marina	
Services, Netherlands	55
Strongwell, USA	50
Sublift, Sweden	40
Superior Jetties, Australia	44
ThruFlow, Canada	32
Titan Deck, USA	36
Twinwood by Soprefa, Portugal	29
Walcon Marine, UK	34

Paul Cook

Paul Cook has joined Chichester Marina, UK, as marina manager.

He spent the bulk of his career to date in the Royal Navy – 14 ships and three appointments as captain of frontline warships – and then moved into the superyacht industry as captain of a 67m (220ft) Feadship motor yacht. More recently he was manager at OneOcean Port Vell Marina in Barcelona, Spain.

Cook is excited to return to the Solent area where he grew up and first “caught the sailing bug” and has clear aims with regard to his new role. “I am hoping to capitalise on and develop the facilities already in place and, with my team, make Chichester Marina one of the most welcoming marinas on the South Coast,” he says.

Chichester Marina is part of the Premier Marinas portfolio owned by global charitable foundation, the Wellcome Trust.



Scott Dawson

Scott Dawson has joined Walcon Marine in a sales and business development role. He has spent many years in the marine industry, including time spent working at a modular docking solutions provider, and is a keen athlete. He has won national sailing titles in both dinghies and keel boats and is believed to be the only person to have swum, run and cycled non-stop around the Isle of Wight.

Walcon managing director, James Walters, has welcomed him to the team. “We look forward to Scott bringing the same level of energy to business development here at Walcon. He has a wealth of knowledge to contribute to our already well-established team, and we look forward to the new opportunities and challenges ahead.”



Ideal shark for infested waters

Despite its compact size, WasteShark – a new clean-up robot from Dutch company RanMarine Technology – packs a punch. It can clear 500kg of floating debris in a regular working day and is quiet in operation, highly manoeuvrable and produces zero carbon emissions.

WasteShark ‘eats’ plastics and microplastics, general litter, algae, invasive plants (such as sargassum, duck weed and water hyacinth) and oil. And, aside from being a waste collector, it also collects data – information from security footage to water quality data to bathymetric scanning.

Operated by remote control or set to autonomous mode to clean up any designated area, the product performs in all weathers; and for hour after hour.

WasteShark has already been deployed by the cities of Amsterdam (Netherlands) and Aarhus (Denmark), the national

government of Panama, the World Wildlife Fund (UK) and Cape Town’s V&A Waterfront marina (right) among others.

E: info@ranmarine.io





Gael Force
MARINAS & PONTOONS

From concept
to reality with
full integrity

With a proficiency built up over 25 years through meticulous **design, manufacture and installation** of floating pontoons and breakwaters, it's little wonder that we have earned the trust of so many clients to deliver solutions that bring their marinas from concept to reality. Float your plans by us and turn your ideas into profitable investment.

- Pontoons
- Breakwaters
- Commercial Berthing
- Access Gangways
- Marina Accessories
- Moorings Services
- Piling
- Project Management

Your Trusted Performance Partner
in Marina, Breakwater and
Pontoon installation

Head office +44 (0)1463 229401
Email marinas@gaelforcegroup.com

gaelforcemarinas.com

THE UK'S ONLY PRODUCER
OF CONCRETE BREAKWATERS

Reliable Power When You Need It.



EATON

Powering Business Worldwide



Packed with the features you need, Eaton power pedestals and distribution equipment are the most innovative in the industry. They provide electrical power wherever you need it and are flexible enough to adjust to your specific requirements.

Marinas all over North America depend on Eaton to deliver electrical power. You can, too.

We offer all our customers a complimentary marina electrical design service.

**Eaton Marina
Power & Lighting™**

1-800-723-8009

www.marinapower.com

