



Essential reading for marina and waterfront developers, planners and operators

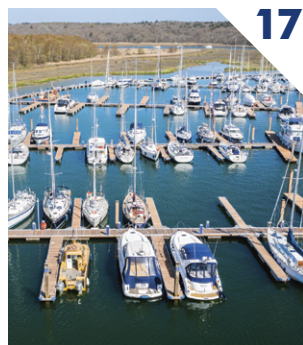
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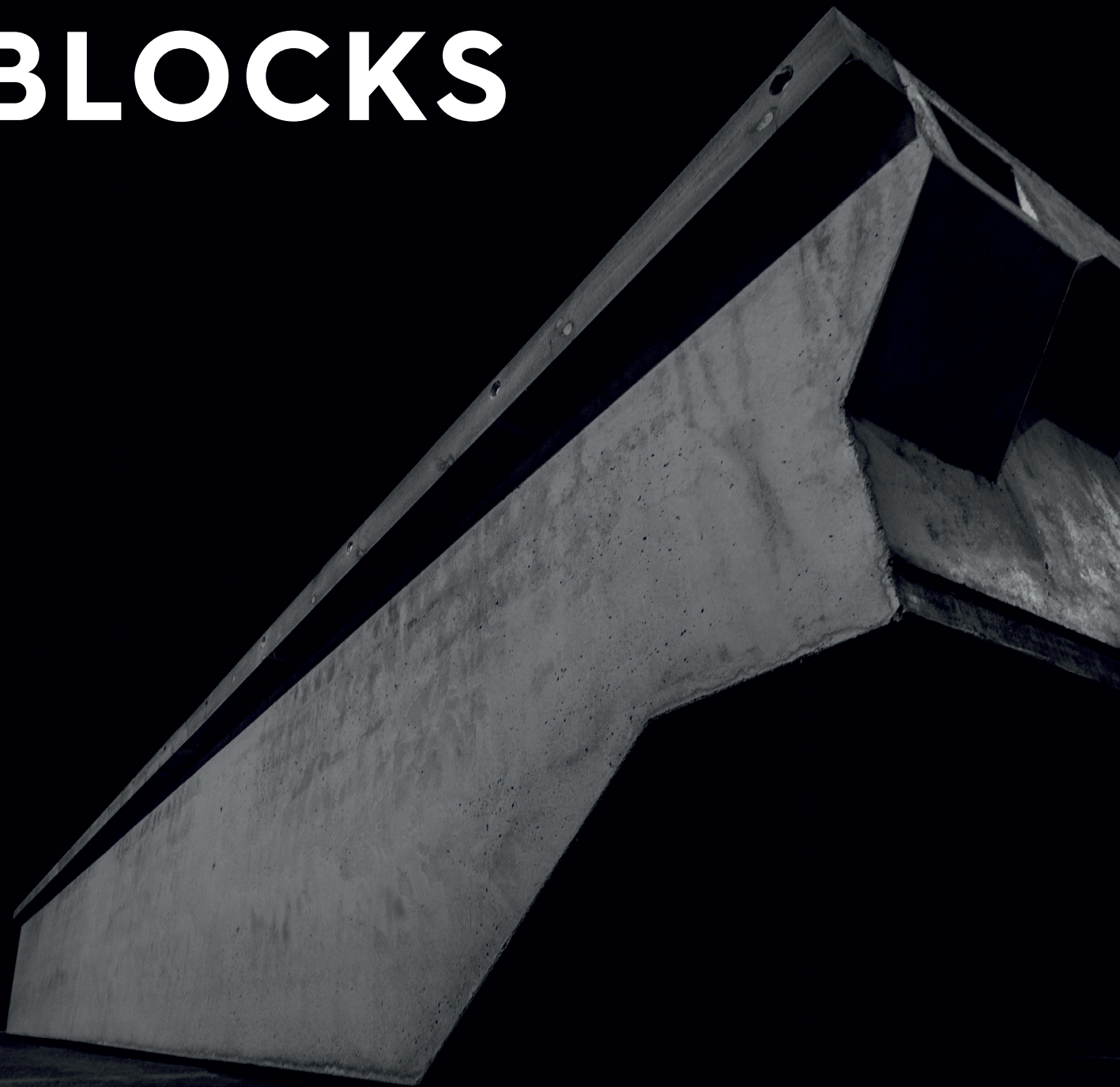
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On the cover: Race Track Marina Yas Island in Abu Dhabi is an iconic Middle East marina and an example of how construction challenges can be met in tight timeframes. It's a highlight past project for John Spragg. See Talking Shop p.28

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Spring fever



It's spring in the northern hemisphere, and the marina sector – globally – has a spring in its step.

Although we are still operating in very uncertain times, new projects are being discussed, redevelopments being planned and approved, and managers shaping up facilities. We are living in unprecedented times but could well be on the brink of an unprecedented interest in boating, with a greater demand for berths and with marinas as an increasingly valued property asset class.

The pandemic lockdown gave marinas and yards an opportunity to take stock of their operations and equipment. In the yard equipment feature in this issue, we read of plentiful deliveries to broad ranging market areas, healthy order books and the desire for yards to upgrade machines to deal with greater activity amongst boat owners; the broader diversity in size and shape of boats; and the extra requirements for lift and launch, and maintenance of fleets owned by charter groups and clubs.

Buckler's Hard Yacht Harbour in the UK managed to work through the ups and downs of successive lockdowns to redevelop and extend its berths in time for its 50th anniversary and Premier Marinas, one of the UK's major marina chains, took decisive action on planning and refurbishment. Particular emphasis was placed on its flagship Swanwick Marina and its most recent acquisition Noss on Dart marina. Planning proposals have been submitted for a site-wide regeneration of Gosport Marina.

Projects such as Saudi Vision 2030 take us back to the heady days when Palm Jumeirah was mooted, with the Middle East against looking to take centre stage in the creation of iconic marina-related infrastructure and underlining the excitement that remains prevalent in creating waterfront destinations.

The port authority in La Spezia, Italy also thought outside the box in its decision to develop a public marina in a commercial port. Molo Pagliari has been meticulously planned and designed as a green oasis, existing infrastructure has been relocated, and the project formed as part of a mission to create a coastal pathway that will span the entire city waterfront. Molo Pagliari also comprises the largest concentration of floating structures in Europe.

The list of achievement continues. Approval has been granted for the redevelopment of Dana Point Harbor in California, a massive mixed-use project that includes the renovation of an aging marina, the creation of a destination with wide-ranging appeal, and a huge partnering project to give nautical experiences to young people. And, as you can read in Esteban Biondi's article (p. 34) providing memorable guest experiences is the key to success.

Many boat shows and other events have been cancelled during the past 12 months but the few that went ahead, such as the Palm Beach International Boat Show, were successful and surprisingly well attended within COVID-safe guidelines. We are now hoping for more face-to-face (or mask-to-mask) networking in the third and fourth quarters of this year.

This is an optimistic thought to celebrate this – the 125th – issue of *Marina World*.

Carol Fulford
Editor

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Going live in **Amsterdam**

NETHERLANDS: RAI Amsterdam and its partner ICOMIA plan a safe, successful in-person Metstrade 2021 in Amsterdam from 16th-18th November. Over 1,100 exhibitors have already signed up.

"It has been encouraging to witness the drive and enthusiasm among exhibitors, partners and visitors to ensure Metstrade 2021 takes place," said Metstrade director Niels Klarenbeek. "The leisure boating sector has withstood the pandemic storm well as people have embraced the outdoor lifestyle. We have been seeing an exceptionally positive vibe from across the industry. On the other hand, the industry has been facing unprecedented distribution challenges. Leisure marine professionals are eager to get to Metstrade this November to meet, do business and to overcome certain obstacles in their supply chains."

Klarenbeek and his team recognise there may still be challenges with international travel from some countries this November. To ensure

no one is left out, Metstrade 2021 will be boosted with a digital package from the RAI studios. This will include a strong online Metstrade Connect programme with awards ceremonies, pitches, panel discussions and networking options.

Plans have been put in place to address multiple scenarios. The 2021 show will feature a one-year-only floor plan to enable it to take place in halls one to seven and the Elicium building. The result will be a secure, easy-to-navigate trade event.

A one-time specific exception to the 'manufacturer-only' policy is also being made. Non-European manufacturers can have their stands manned by their authorised European distributors or representatives. This will ensure that top products from all around the globe are on display.

LMA to host IWMC 2021

UAE: P&O Marinas has handed over its role as host of the ICOMIA World Marinas Conference 2021 (IWMC 2021) to the newly-formed Leisure Marine Association MENA (LMA).

The much-anticipated event is scheduled to take place 12th-14th October at the Address Dubai Marina. The conference will discuss the lessons learned during the pandemic as well as focusing on future leisure, social and economic trends and how they impact on marinas. IWMC 2021 also aims to encourage the development of the local and regional traditional leisure sailing tourism industry, while ensuring the best practices in terms of sustainability are followed.

John W R Paul, chairman of LMA, commented: "It is a proud moment for us to take up the baton from P&O Marinas as the host of IWMC 2021. LMA was formed after years of diligent work by marine industry professionals who solely focused on representing and supporting the maritime industry in the UAE and the region. We are certain that through our association with IWMC and

the expertise we possess, we can make a difference in the industry."

Udo Kleinitz, secretary general ICOMIA, said: "The formation of LMA itself was a welcome move for the industry as associations are integral for the industry's success. ICOMIA is delighted to see LMA now take on leadership in organising IWMC under its auspices."

"P&O Marinas has been instrumental in bringing IWMC to Dubai and in laying out the preparations for IWMC so far. We are mindful of the extra work required due to the COVID-forced postponement of the initially planned 2020 event and thank P&O Marinas for their continued commitment," he continued. "The handover of IWMC from P&O to LMA shows how industry needs to be united to progress and grow – globally, but moreover when dealing with government bodies."



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Recapitalising for growth

USA: Suntex Marinas Investors, LLC has recapitalised with funds affiliated with Centerbridge Partners, LP and Resilient Capital Partners (RCP), LLC alongside key management members.

Suntex owns and operates 31 market-leading US marinas which provide boat docking and storage, as well as related services, across 11 states, with over two-thirds of earnings attributable to high-growth coastal markets.

The recapitalisation retains the company's REIT structure and will provide the necessary capital to enable the Suntex team to accelerate its growth and sustain its position as a leading acquirer of high quality marina properties around the country.

The company's highly experienced management team, paired with its business model of offering best-in-class hospitality to allow guests to enjoy everything the water has to offer, sustained Suntex's continued growth in 2020 despite the challenges presented by COVID-19.

"Centerbridge is excited to be partnering with RCP and Suntex's highly experienced management team," said William Rahm, senior managing director and global head of real estate

at Centerbridge. "The marina industry sits at the intersection of two of our high conviction themes – leisure and experience, and storage – and we're confident that this investment has the right mix of talent and capital to allow the company to capitalise on a significant opportunity set."

Matt Dabrowki, managing director at Centerbridge, added: "We look forward to helping accelerate the next stage of Suntex's growth, in an industry with compelling supply and demand fundamentals, where the company is strategically positioned in the fastest growing markets."

"While we have experienced tremendous success over the years, we are continually planning for the future and have developed an aggressive growth strategy," confirmed Johnny Powers, Jr, founder and CEO of Suntex Marinas. "This investment allows us to build upon our existing portfolio and continue to focus on acquiring the highest quality marina properties around the globe."

Seminar ideas for AMI Expo 2022

USA: The Association of Marina Industries (AMI) Conference & Expo, formerly IMBC, has posted a call for seminar proposals on its website and social media accounts. The deadline for submitting proposals for consideration is 1st June 2021. The AMI Conference & Expo is scheduled for 1st-3rd February 2022.

The AMI team is looking for breakout and workshop topics relevant to the business of marinas and boatyards, from operations to management, for its all-industry audience of Certified Marina Managers (CMMs) and Certified Marina Operators (CMOs), as well as marina designers, engineers, sales professionals and staff. Topics will target entry-level staff to senior and executive management.

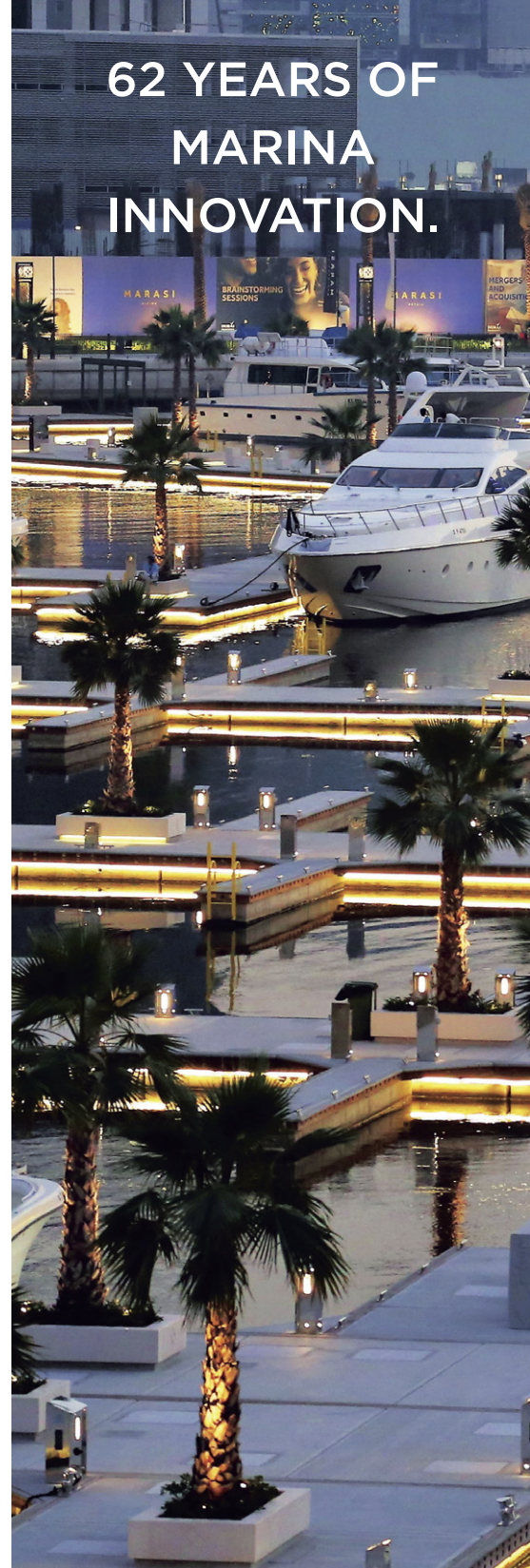
"We are all looking forward to being face to face in 2022," says AMI chairman Chris Petty. "The industry overall is doing extremely well. There is such a demand for getting back out there and doing business, and the 2022 Conference &

Expo will be the ideal place to do that."

The conference will be dedicating a track to inland waterway issues and challenges. Other content will include best practices; leadership skills; marketing and communications; human resources management and professional development; design and engineering; sales, lead development; and marina and boatyard operations.

Overall, the AMI Conference & Expo offers approximately 25 sessions, including two Keynote Addresses, and hosts over 900 attendees and exhibitors.

www.marinaassociation.org/callforproposals



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In the Cannes marina, the pontoons are open to the public and the boats are exposed to the risk of theft and damage. Thanks to its main partner, Milestone, Nautisport deployed a smart solution using synchronized cameras and artificial intelligence software to improve security and safety. This technology is able to detect suspicious behaviour and any accidents to visitors.

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Leisure boat haven in archipelago

SWEDEN: With over 24,000 islands to explore, the Stockholm Archipelago is a boating paradise. But until the Värmdö Municipality opened the first phase of its new marina at Stavsns Vinterhamn (Winter Harbour) there was no recreational guest facility in the area.

Currently offering slips for 70 boats, the marina is protected by a 70m (230ft) breakwater installed by SF Marina using its SFBW 400 floating wave attenuating pontoons. These are built of double-reinforced concrete, are virtually unsinkable and have a proven track record in brutal storms the world over. Each section is connected using an energy-absorbing coupling system that distributes stress during heavy wave action.

SF 1030 concrete pontoons were selected for the 120m (390ft) long walkway, along with WM-Bommen fingers of 6 to 10m (20 to 33ft) to suit a wide range of boats. The main walkway has integrated ducts that feed the El-Björn power pedestals, and slips also feature freshwater hook-ups and free WiFi.

The breakwater and walkway were built on the other side of Sweden at SF Marina's Wallhamn facility and transported to the site by barge. Because of their modular design, installation was faster than for traditional timber or poured concrete structures.

Stavsns Vinterhamn is an important public and freight transportation hub between the Swedish mainland and archipelago islands. The new recreational marina features a pump-out, harbour office, store, repair centre, shower facilities and increased parking area. Residential housing is planned. Phase two of the marina project will begin in spring 2022.



Dates confirmed for Superyacht Summit

UAE: P&O Marinas and Fabulous Yachts will host the next International Superyacht Summit from 8th-9th December 2021 aboard the iconic QE2 liner in Dubai.

The event will unite key players from the superyacht industry, including superyacht marina developers, superyacht builders and others. Discussions will shed light on the impact of superyacht marina developments in terms of lifestyle and tourism, and examine emerging trends in the GCC and the world over.

Hamza Mustafa, chief operating officer of P&O Marinas, commented: "The International Superyacht Summit is a much-awaited event not only for enthusiasts in the UAE but those from around the globe. We are thrilled to announce our 2021 edition that will reinforce Dubai's position as a leading superyacht destination. By joining forces with Fabulous Yachts, who have been our partners for the past two summits, we hope to build on our achievements and continue our mission to promote the region as a superyacht and luxury tourist destination."



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Build begins in Málaga

SPAIN: Island Global Yachting (IGY) and Ocean Capital Partners (OCP) – the leading Spanish company in investment of port assets – have started construction work on the development of IGY Marina Málaga.

The marina, which will include new amenities and upgraded infrastructure, will offer superyachts convenient, high quality berthing in the centre of one of Spain's most vibrant cities.

When complete, IGY Marina Málaga will accommodate vessels between 24m (79ft) and 180m (590ft), offering IGY's best-in-class levels of customer service and crew amenities, complete with features such as ISPS security, in-slip pump-out, waste management, full vessel concierge and power up to 2000 amps.

Guests can take advantage of the close proximity to restaurants, bars and shops, as well as the beach, which is just 200m (660ft) from the marina. Further afield, visitors can enjoy the local culture, the many historical sites that date back over 1,000 years and play golf on any one of over 100 Andalusian courses.

Málaga is one of Spain's fastest growing cities and its proximity to both the Atlantic and Mediterranean seas, as well as Gibraltar (convenient for checking out of the EU), make it an attractive option for the regional and global superyacht fleet. With an average of 325 days of sunshine per year, it is an attractive winter haven with year-round berthing available in addition to long-term slip opportunities.

The marina will be developed over the summer of 2021 and fully open before year end so as to offer winter berthing options.



Tourism infrastructure for central Lisbon

PORTUGAL: The Portuguese public entity ATL (Lisbon Tourism Association) has completed inaugural projects for the renovation of the Lisbon waterfront.

Refusing to allow the COVID pandemic to alter its plans to improve infrastructure, ATL made rehabilitation of the city centre waterfront its main objective for 2021, focusing on the city's relationship with the river, creating safe and easy access piers for tour boats while maintaining the aesthetics and charm of the historic riverside.

Lindley was selected to supply the new nautical infrastructure and delivered a 30m (98ft) long landing pier for tourist boats in front of the iconic Praça do Comércio. The pier was built using timber-decked concrete pontoons accessed by a 20m (66ft) long steel gangway moored

on reinforced 20m (66ft) radius arms.

The second project, a few hundred metres upriver, is at Doca da Marinha (above), a former navy basin now converted into a small harbour and berthing area for tourist boats. This project involved the supply of concrete floating wave attenuators to ensure proper protection of the basin and the supply of steel pontoons moored on piles. The project allows visitors to enjoy trips aboard boats typical of the Tejo River.

Both projects were equipped with light, electricity and water pedestals, as well as the required safety equipment.





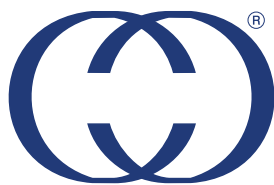


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Redevelopment timed for 50 year anniversary

Lord Montagu has reopened Buckler's Hard Yacht Harbour on the Beaulieu River in Hampshire, England. Faces from past and present came together to celebrate the milestone achievement in a special COVID-safe ceremony on board Gipsy Moth IV, the yacht that Sir Francis Chichester famously sailed around the globe.

"After two winters of upheaval and over a year of coronavirus restrictions, it is a great relief to see the marina reconfiguration completed just as the country is coming out of the third lockdown," said Lord Montagu. "I hope that the berth holders approve of the changes and that, for those who have kept their boat on the river for several decades, the atmosphere of the river does not seem too different to when the marina was built 50 years ago."

The Montagu family has protected the Beaulieu River, one of the few privately owned rivers in the world, for over four centuries and the redevelopment was undertaken in a sustainable way to protect its unique character.

Gosport-based specialist marina consultancy Marina Projects retained the traditional look and feel of the original 1971 marina while updating it with the best of modern equipment and design, and Fareham-based Walcon Marine reused as much of the existing infrastructure as possible. Unique to the Beaulieu River, the company

pioneered a new way to reuse Greenheart timber piles, reusing the piles in their entirety where possible or creating a new hybrid pile, which combines a section of the existing timber with a lower encasement for the below-water-line section.

The improvements include 66 new marina berths, including larger berths to suit vessels up to 20m (66ft), as well as upgraded electrical services, improved WiFi and a new dedicated visitor area. This opened last summer and is already proving popular this year, with sailors eager to escape to the jewel of the Solent at the gateway to the New Forest.

During the initial stages of the commission, Marina Projects provided a broad range

of specialist marina consultancy advice to include analysis of the local and wide market, a detailed review of the site constraints, development of concept design options and the development of the business and funding case.

Due to the sensitive environmental setting of Buckler's Hard Yacht Harbour and the complex consent regime that exists, a detailed consent and approval strategy was required that considered the interaction between river users and designated habitats along the river to introduce a net benefit in disturbance and a positive ecological impact. Subsequently, Marina Projects successfully secured planning permission and a marine licence for delivering the associated works.

Mike Ward, managing director of Marina Projects, commented: "Having been involved in this project since its inception, it is extremely pleasing to see the redevelopment of the marina complete. This project is especially rewarding, not least because of the iconic location, but the challenges that the project team have had to navigate and overcome through the COVID-19 pandemic. I would especially like to extend our thanks to Walcon Marine, Rolec Services and ML Dredging for their committed work during these challenging times."

Harbour master, Wendy Stowe, said: "Our new facilities are truly market leading and we are very much looking forward to welcoming our berth holders and visitors back to the marina to enjoy the forthcoming boating season. Buckler's Hard Yacht Harbour is celebrating its 50th anniversary this year so having the redevelopment completed to coincide with this important milestone makes this an extra special celebration."



L to r: former harbour master Bill Grindey, harbour master Wendy Stowe, Lord Montagu and his sister, Mary Montagu-Scott, with Gipsy Moth IV. The yacht was originally moored on the Beaulieu River before its epic journey around the world.



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CCC green lights Dana Point Harbor redevelopment

Bellwether Financial Group has received the California Coastal Commission (CCC) development permit for the long-awaited US\$330 million redevelopment of Dana Point Harbor in Dana Point, California.

The massive mixed-use project, which will include renovating an aging marina as well as constructing new restaurants, shops and hotels, completely re-imagines Dana Point's 49-year-old harbour.

"We have a once in a lifetime opportunity to revitalise this iconic Orange County asset and create a destination for generations to come," said Joe Ueberroth, founder and president of Bellwether Financial Group - developer of the new Dana Point Harbor - and chairman and CEO of the marina builder Bellingham Marine and marina operator Bellport.

He and his team worked closely with the California Coastal Commission to create a forward-thinking project that will set the bar high, benefiting

the environment, the community and visitors from around the world. "As the result of carefully listening to the Coastal Commission and boating community, we received a unanimous vote of approval," he explained.

"Bellwether was instrumental in expediting the approval process due to this thoughtful approach," noted Orange County supervisor Lisa Bartlett. "It is impressive how efficiently and effectively Bellwether was able to facilitate what would be a very complex Coastal Commission process," she continued. "The Dana Point Harbor Revitalization Plan is the result of more than 20 years of community collaboration, and we are thrilled to now have it underway."

Ueberroth said Bellwether Financial has many years of experience in marina

redevelopment, repositioning and operations – including the complex entitlement process. This, coupled with embracing and planning for a variety of special conditions, was critical to securing the approval. "Our plan includes protection of marine life, commitment to water quality and expanding public access. The dock system innovation by Bellingham Marine will eliminate all treated wood and includes technology that removes all ferrous metals, ensuring longer dock life, while ridding the environment of those toxic materials."

Distinct new plans for the marina include swapping out the parking and retail space so that retail, hotels and public parks will be on the waterfront. The public will now have access to the docks and newly created public areas that expand recreational opportunities.

"A core part, and one of which we are perhaps most excited and proud, is Environmental Justice, an educational, sailing and water sport programme for underserved youth in Orange County," Ueberroth added.



Joe Ueberroth

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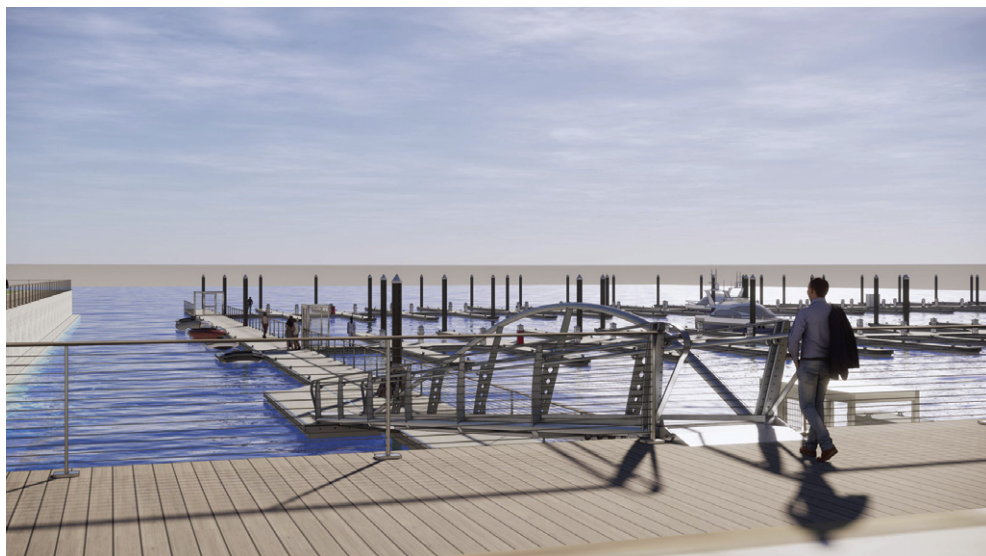


The marina at Dana Point will have innovative dock technology, designed and built by Bellingham Marine.

With this in mind, Bellwether is partnering with community organisations such as Big Brothers Big Sisters, OC Youth Sailing, Surfrider and the YMCA to provide 1,000 youths with sailing, ocean education programmes, whale watching, swimming lessons and a variety of annual water activities.

"How special will it be for these young individuals who may have rarely experienced the coast to learn how to sail, swim, see a whale or simply discover more about the ocean and marine life. It will impact their lives," Ueberroth said.

With the Coastal Commission's green light, the next step is to finalise construction plans and obtain various city and county permits. "We are now poised to start construction by the end of this year," Ueberroth confirmed, adding that once the revitalisation is complete in 2026, Dana Point Harbor



– the largest single-owned marina on the US west coast – will "raise the bar for marinas and coastal developments of the future, with innovative dock technology, a thoughtful approach to public access, environmentally friendly initiatives and waterfront lifestyle amenities and services."

Dana Point Harbor Partners, a partnership created to redevelop and operate the harbour, comprises

Bellwether Financial Group, Burnham-Ward Properties and RD Olsen Development. Under the public-private partnership, the developer will design, fund and build the improvements, and operate the harbour for the duration of the 66-year lease. Bellwether-owned entity Bellingham Marine will develop and build the marina, and sister company Bellport will oversee operations.



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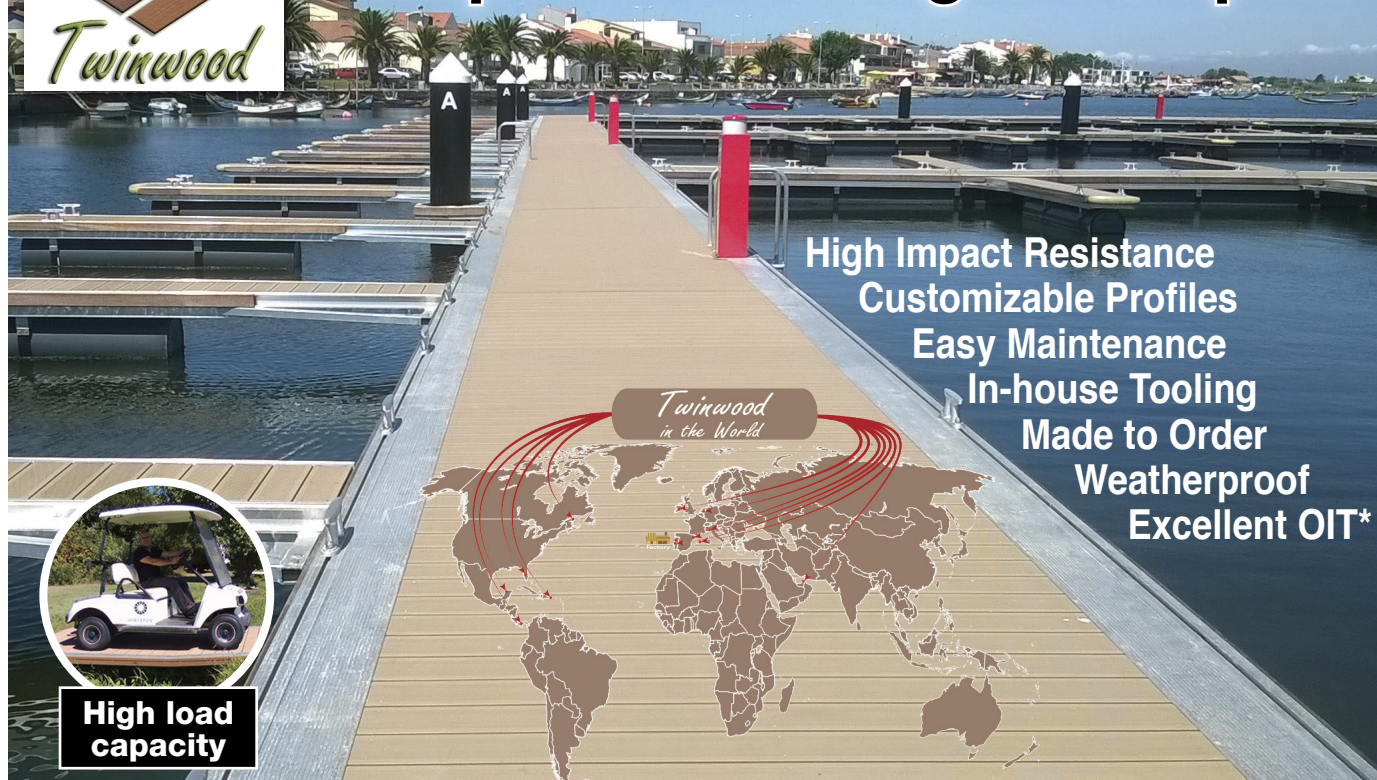
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An oasis in a commercial port

The driving force of a waterfront development project, the public marina of Molo Pagliari in La Spezia, is a micro oasis nestled between large shipyards, a container terminal and a cruise ship port. Donatella Zucca reports

The concept of a port authority undertaking construction of a full-service marina so as to enhance the city waterfront may seem a little unusual. But in La Spezia, Italy, in a strip of Liguria bordering Tuscany, this has not only happened but happened in a singular way in terms of location, green credentials and the players involved.

Internationally renowned company Trevi, appointed as general contractor, suggested the best technical solutions as early as the executive design phase, and Ingemar was entrusted to provide floating piers and breakwaters. Studio Manfroni and Associati, developer of Riva shipyard near Pagliari and well known regionally for waterfront regeneration work, presented the design work in 2007.

All of the players reported to the Port System Authority of the Eastern Ligurian Sea which, in an investment of over £15 million, has taken over management of all land and water elements, the creation and maintenance of green areas, paths, and pedestrian and cycle lanes along the seafont.

The expansion, which required the development of a third nautical basin, meant the improvement of La Spezia Container Terminal and the relocation of various maritime associations from the Canaletto and Fossamastra areas to the new dock. Each has benefited from being granted dedicated space in the renovated Molo Pagliari, and the City has been rewarded with an eco-sustainable enhancement of the waterfront.

The new Pagliari is located in a stretch now known as the Blue Mile; a concentration of leisure and naval shipyards in line with the Port Regulatory Plan. The rationalisation of port space allows for greater efficiency and eliminates overlap between the different operational areas but also, equally importantly, creates a public marina between the privately operated Porto Mirabello and Porto Lotti. To date, around 13 concessions are in place to take advantage of the privileged location, which has numerous dedicated spaces for services, boardwalks and walkways.

On the sea

Floating elements have been used throughout to create the new marina space. A floating breakwater in excess of 600m (1,970ft) long protects a 5.6ha (13.8 acre) basin. Pontoons and floating gangways are installed to moor over 850 boats of 8-15m (26-49ft) in length.

Said to be unparalleled in Europe in terms of size, the gigantic breakwater barriers have been built using reinforced concrete blocks with expanded polystyrene cores joined together with semi-flexible connectors. Internal mooring piers, the pontoons under the quayside, the pontoon walkways and floating structures are also constructed from reinforced concrete and have hardwood decking. The pontoons, along with lightweight aluminium gangways, were manufactured at Ingemar's factory in Treviso, Italy, along with six 45m² (484ft²) floating platforms, each equipped with a launch and hauling slide.

The largest elements of the breakwater were built on site in an Ingemar mobile yard installed at the Antonini Navalmare shipyard so as



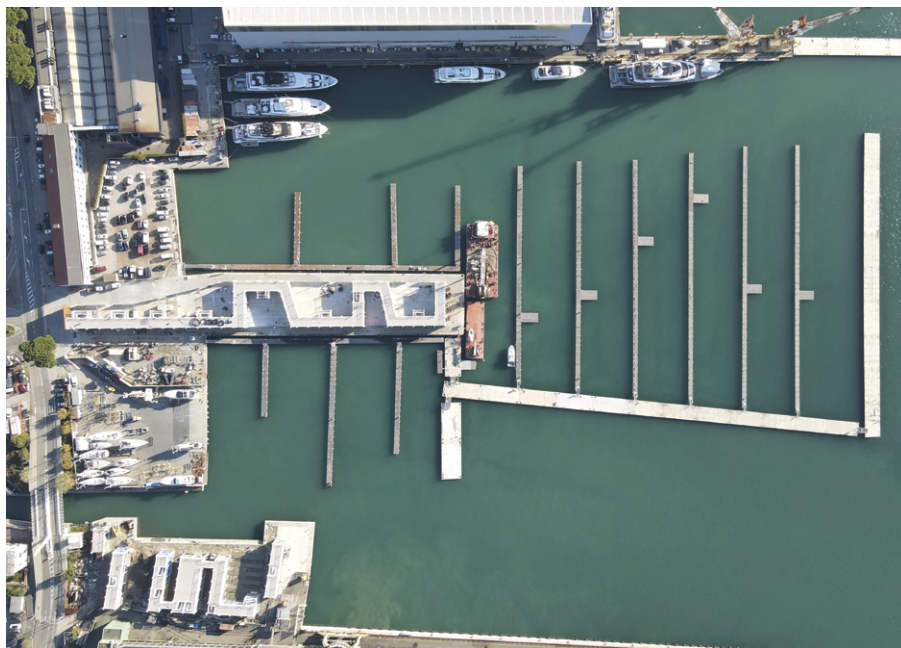
Luca Perfetti



Patrizia Burlando and Mario Manfroni (above) and Nicola Perrotta (below).



MARINA UPDATE



Left: Molo Pagliari will comprise the largest concentration of floating structures in Europe.

Below: The Wings of Freedom sculpture commemorates the embarkation of Jewish refugees in 1914 for Palestine.

to save time and energy, and reduce polluting emissions. Trevi opted for an anchoring system of steel poles driven into the seabed instead of deadweight anchors with ballast.

Decisions regarding the breakwater – especially its size and resistance – were subject to significant study due to the awkwardly positioned entrance to the marina basin. “The biggest test was the storm of 2018, which destroyed the Carlo Riva marina in Rapallo and the road to Portofino,” explained Ingemar founder and president Lorenzo Isalberti. “Work was not completely finished at Molo Pagliari but the breakwater resisted the hurricane, and managed to support a large unmoored ship leaning alongside.”

Ingemar participated in the early stages of the design, collaborating with Studio Manfroni and making technical suggestions for specific elements and the general layout. The result is impressive. “This is the biggest concentration of floating structures in Europe, with the largest and highest quality elements developed for extreme conditions,” Isalberti noted. “The position of the marina and the very deep water required an extraordinary solution, which will obviously require good maintenance.”

State property manager, Luca Perfetti, explained how maintenance costs and responsibilities are apportioned. “We [the port authority] have the common areas, at sea and on land, that are open to the public. It will be the responsibility of the marina concessionaires to fund

their ordinary and extraordinary property maintenance. Individual concessionaires of the various associations share the costs of the energy, water, cleaning and maintenance of areas they use as in a consortium or condominium. All state concessions are valid for four years and then subject to competitive tender as required by Italian law.”

Expanding a commercial port was a challenge. “Moving the concessionaires of a series of historic maritime entities was no mean feat. But there were many upsides. Solutions had positive outcomes for the waterfront, including the creation of cycleways and pedestrian paths and sound-absorbing barriers that are easy on the eye and look good at night. In places the barriers are transparent, and you can see through to the marina, and the rest is made up of vertical green panels with various types of plants. This mitigates the visual impact of the commercial port for people approaching from the highway.”

“We wanted something that is strikingly beautiful,” he added. “After all, the new Molo Pagliari was conceived to be beautiful with its colourful structures such as the rainbow and Wings of Freedom sculpture, in memory of the embarkation of Jewish refugees in 1914 for Palestine.”

Path to design

Designing the project has been the work of architect Mario Manfroni and architect and landscaper

Patrizia Burlando – joint developers of many key projects in La Spezia. But, although Molo Pagliari is a waterfront project, the common thread has been the development of cycle and pedestrian paths. “The Morin Walk is the only coastal path in La Spezia,” said Burlando. “But the cycle-pedestrian path we are building will run along the entire city waterfront. For now, it is being built in small sections but, in time, it will all be connected.”

The overall vision is one of peaceful greenery. “I wanted to create a joyful place, made with easy-to-maintain, long-lasting materials, designed so that users could identify with their own colour,” Manfroni said. “There will be few parking spaces [car parking is available at neighbouring boatyards] and perhaps charging stations for electric cars although this was not part of the original plan.” Burlando expands the picture: “The greenery will develop between the piers and in sheltered areas and, given the lack of soil, will consist of non-invasive vegetation.”

Trevi has, meanwhile, focused on the site lighting and electric systems as well as the multi-service water and electricity pedestals distributed around the berths. Piping is of high-pressure polyethylene type, running between the concrete and the timber decking of the floating pontoons.

Surveyor Nicola Perrotta, who is in charge of the construction site, also confirms that a series of cabins is being built, offering a space of about 4m x 1.5m (13ft x 5ft) for each berth, and fenced outdoor space has been allocated to each concessionaire to allow for small boat docking activities.



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Effective master planning in



Most wealthy Saudis keep their super and mega yachts in the Mediterranean where they can socialise and be part of the world's centre of boating exclusivity. But what is happening in the Kingdom - and who else goes boating? Joe Goddard gives an update

There are big plans for Saudi Arabia, with new marinas and tourism infrastructure. The new projects are part of the Saudi Vision 2030, backed by Crown Prince Mohammed bin Salman bin Abdulaziz Al Saud. Apart from the size and grandeur of the projects, they turn the notion that Saudi will remain a strict religious and old fashioned Muslim country on its head. The Crown Prince's marketing of the new projects is very glossy, it is grandiose, and everyone is very excited.

The new Amaala Project – key to the new 'Vision' – sits "at the heart of the Riviera of the Middle East." Located only 300nm from the Mediterranean on the north western end of Saudi, Amaala is audacious. It will add enormous benefits for tourism and residents alike. Triple Bay in Amaala will provide secure berthing for more than 300 yachts of up to 140m (460ft) in length while blending the all-important environmental attributes and planning for Mediterranean style international yachting regattas. Saudi Arabia is marketing similar giga projects like the Qiddiya Entertainment City, NEOM and the Red Sea Project, in

Above: The Amaala Project, key to Saudi Vision 2030, is an audacious centrepiece. Right: Jet skis are an integral part of boating culture in the Obhur Creek, just north of Jeddah.



Joe Goddard

time, the government's own developer Nakheel Properties took a chance and built Palm Jumeirah - the now famous reclaimed island that

looks like a palm tree from space. The Palm Island features 500 marina berths which are now at full occupancy.

A marina is a success when it fulfils all the necessary requirements and there is a plethora of marinas worldwide that haven't got the right formula. There are examples of these, not only in the Middle East, but also in mainland China where insufficient work went into the master planning combined with an overly optimistic vision of increased boat sales and marina berth demand.

Marinas in Saudi

Apart from the Saudi elite who own a few super and mega yachts, there are thousands of people who just enjoy boating on smaller craft, and the city of Jeddah on the Red Sea is the founding parent of the marina and boating industry within the Kingdom. There is an abundant boating culture in the Obhur Creek, just north of Jeddah and many use the waterways and the marinas. The youth zoom around on their jet skis and families cruise the creek aboard their European styled yachts, comfortable in

part so that it can attract the millennial generation who want more social and cultural diversification than the country currently offers.

Regional influence

Similar approach and action was adopted by Sheikh Mohammed bin Rashid Al Maktoum, the Vice President and Prime Minister of the United Arab Emirates (UAE) and ruler of the Emirate of Dubai two decades ago. In those days, the marketing went as far as saying there would be 40,000 marina berths in the GCC within a few years, which was of course a pipe dream. Arguably, one of the marina success stories in Dubai was developer Emaar Properties. Emaar's chairman, Mohamed Alabbar, had the vision and fortitude to dig out a 4km (2.5mi) waterway quite a distance from the city centre and build what is now a very successful marina precinct with over 800 berths spread across four marina basins. The concept and master plan were revolutionary for the region.

Dubai Marina now features a carnival style waterfront atmosphere, with charter boats, restaurants, sky diving, wide promenades, bicycle paths, open space and accommodation. At the same



Saudi Arabia



Jeddah Marina is one of several facilities with friendly, above-standard customer service. Saudi's Red Sea waters offer diving experiences comparable with those in Australia's Great Barrier Reef.

the surrounding 5nm waterway without venturing out to the Red Sea.

The Obhur Creek marinas are 100% occupied and frankly well organised despite their very old, waterlogged pontoons that house many hundreds of boats from 6-20m (20-66ft) in length. The management of the two main marinas - Jeddah Yacht Marina and Red Sea Marina - are friendly and keen to show off their above-standard customer service, which is traditional and wholesome. They have modern day security systems, reliable boat repairs and ample hardstand areas. Uniformed dockhands are welcoming, helpful and knowledgeable, they help owners dock their boats, and advise new boat owners on the weather, seamanship and technical tasks. It is a tragic irony that we see this type of customer service decreasing or even non existent amongst leading accredited marinas in countries, such as Australia, with better developed marina infrastructure.

The success of marinas within coastal towns well north of Jeddah varies. Some marinas and waterfront communities have failed to attract investment despite easy access to the coast and the waterways. Within these residential waterfront communities there is only a handful of boats and there is plenty of land for sale. But the community of Durrah Beach Resort, about two hours' drive from Jeddah, has conversely been quite successful as a weekend boating retreat. The marina service is good; it offers a small

chandlery, repairs, hard standing, cleaning and marina utilities, boat and dive charters, clean and comfortable amenities. Durrah has the added advantage of being a mixed use facility, with many waterfront restaurants, Airbnb, hotel accommodation, promenades, tourism facilities and easy access to the dive sites.

One can see why waterfront communities like Durrah work and others have failed but it is also important to take the Saudi culture into account. Unfortunately, the boating culture in Saudi is not as liberal as in many other countries. The country has been slow on the uptake with regard to modern reforms. Young unaccompanied females, for example, are not permitted to go boating and boat owners wanting to cruise the coastline are required to gain approval and a permit from the Jeddah Coast Guard. Each permit needs to list who is aboard, along with their personal passport details.

Hidden gem

The hidden gem of Saudi is the Red Sea and its unique unspoilt diving opportunities. Intrepid divers over the past three decades left the cold shores of the UK and mainland Europe to investigate nature under the water in Saudi and these diving adventure pioneers have persevered despite visa, travel and cultural challenges. Diving in Saudi is one the country's best attributes, scuba and snorkelling is in warm water, with coral and natural diving sites that are comparable to

those in the Great Barrier Reef of Australia and the Pacific.

Over the past 30 years, companies like Dream Divers in Jeddah have been at the forefront of diving adventures and will no doubt be part of the marine tourism industry going forward. At the Al Ahlam Marina on the Obhur Creek, general manager Eric Mason, a British expat who set up Dream Divers after arriving in the Kingdom 40 years ago, knows the local scene and all the politics. He believes that the clean water and vivid coral fields will continue to attract tourists to the Kingdom. "Jeddah is a melting pot and the seas are unique. There are only two boats working 1,800km [1,100mi] of coastline. It's virgin, and you get everything here in greater numbers than anywhere else in the Red Sea: mantas, hammerhead and whitetip sharks and humphead parrotfish," he confirmed.

The Kingdom of Saudi Arabia is a challenge for the young and old. The old want little to change while the youth want more freedom. It is hoped by many that the transformation of Saudi Arabia into a more inviting, socially acceptable and invigorating place will take place in accordance with the Saudi Vision 2030.

Joe Goddard is director of Joe Goddard Marine Pty Ltd, based on the Gold Coast, Australia and in Dubai, UAE. Goddard worked for Emaar Hospitality as one of the master planners and was project manager of the Dubai Marina and Yacht Club. He was the first Certified Marina Manager (CMM) in the GCC. E: jgmaustralia@yahoo.com.au



John Spragg: building Bellingham beyond the Americas

From general manager Australia with a staff of one, to a regional president of six divisions throughout Australasia, Southeast Asia, China and beyond, Bellingham Marine's John Spragg has learnt a lot in his many years in the marina industry. Just a couple of months ahead of his retirement, *Marina World* invites him to think back, look forward, and talk shop

No stranger to international business, Spragg left Australia as a young man to work for five years in the Middle East, South Africa, the UK and the Solomon Islands before returning to join one of Australia's largest construction companies as a site manager. He soon found himself managing a fledgling marina division as a Bellingham licensee and, shortly after, working to help launch Bellingham Marine Australia.

"I've always strongly believed that unless you continually grow a company it will wither on the vine," he says, and the momentum began. "We opened offices in Sydney and had our casting facility and head office in Brisbane

and our Melbourne office at a marina we built. We took the licence for New Zealand back and started Bellingham New Zealand after having a presence there via our licensee for around ten to 15 years. Next we opened Bellingham Singapore and Bellingham SE Asia – in Malaysia, where we have a casting facility."

Responding to the Korean Government's published plan to open 46 marinas (still ongoing), Spragg helped to establish Bellingham Marine Korea and subsequently found a licensee that had built most of the existing major marinas in the country. The next stop was the Middle East. "We heard all the hype about 20,000 marina berths to be built in Dubai," he recalls. "We were doing a few projects up there from Australia and looked at options. We went with a licensee owned by two Australians in Dubai and they have been very

John Spragg

successful and built a number of iconic projects."



In more recent years, as president Australasia and Middle East, Spragg was able to proudly welcome his son, Tom, to the then 40-strong regional taskforce. "Tom was based in China and was instrumental in starting Bellingham Zhuhai China and managing projects there. He was also involved in our latest expansion – establishing a joint venture in Cyprus – and successfully managed our first project."

As well as overseeing a large team and keeping a close eye on multiple market areas, Spragg has been invested in the industry in many ways; always keen to support, promote and encourage. He was a founding director and is currently vice chairman of the Marina Industries Association of Australia, director of the Global Marina Institute and a member of the Marina Committee for the Blairgowrie Yacht Squadron. And his commitment to and confidence in the market has been backed by his undying belief in the marina systems he has been promoting.

"We have always been innovators and not imitators at Bellingham Marine and this has been the highlight

Above: Race Track Marina Yas Island in Abu Dhabi was built by Bellingham to a tight and immovable completion date. The marina system was installed in a dry basin, which was then flooded.

Trinity Point on Lake Macquarie, NSW, Australia is strikingly attractive with its cleverly curved attenuator.

of my career,” he explains. “Step by step, we’ve removed all ferrous reinforcing material from our pontoons, replaced timber walers with a non-timber product, and are now using non-ferrous materials for our knee or corner brackets. This gives our systems enormous lifespan and gives us the ability to cast and install proper curved installations.” He also says that Bellingham’s ability to manufacture almost any length, width and height of pontoon makes all elements “truck transportable” for full assembly on site and sets the company apart from its competitors. “The Unifloat system that was devised 60 years ago is by far the best system around,” he asserts. “There’s no doubt about it as far as strength, longevity and the ability for it to do what we say it can. The whole Bellingham system is a good system.”

Different markets

Unifloat has helped to shape an impressive list of landmark installations in Australia including St George Motor Boat Club in Sydney, with its two curved attenuators, and the Royal Sydney Yacht Squadron, which has a long curved attenuator and hidden telescopic piles. Other notable projects include the Royal Yacht Club of Tasmania and Derwent Sailing Squadron in Sandy Bay in Tasmania, Royal Brighton Yacht Club and Royal Melbourne Yacht Squadron in Melbourne, two stages at Blairgowrie Marina, CYC Rushcutters Bay and a number of stages at Hamilton Island, all the way up to the latest greenfield



project, the recently-opened marina at Trinity Point on Lake Macquarie in New South Wales.

“Each and every client is important and we don’t have space for a comprehensive list,” Spragg smiles. The client base is mixed – local government, state government, developers, clubs and port authorities – and the market is relatively steady. “It’s a very mature market and continues to grow at a fairly even rate,” he confirms. “It does get impacted by external monetary pressures but not to the same extent as general business. The permitting process in Australia is slow, and this means owners may wait through upturns and downturns in the economy, but by the time they get their permits they go ahead no matter what the economic climate of the day.”

Other markets are rather different. “The 20,000 marina berths didn’t

happen in the Middle East but the number of projects and berths has grown nicely. The market there has its ups and downs and challenges. The market will keep growing as boats are sold but at times the marina is the icing on the cake for a residential project and has little relationship to pressure for berths. This is a very similar scenario to China, where a marina attached to a residential project increases the price of apartments.”

Today and tomorrow

Spragg’s final – and twenty-fifth – year at Bellingham Marine has been a unique year of COVID challenge and perhaps, ironically, a herald for new industry prosperity. “Boats seem to be selling like crazy after the easing of the COVID pandemic in areas that allow people to move about,” he notes. “This has increased the pressure on berth numbers and we are seeing marinas wanting to extend or even be replaced on a global level. A few greenfield sites are also emerging. This is good news in the tough world of marina construction.”

But berth availability is not the be-all and end-all of the situation. “Marina management will need to change. Those who haven’t tried to read the future will fall by the wayside. Marina clients in the future will be cash rich but time poor. They’ll want experiences and be willing to pay but boating needs to be easy. Sales of yachts that almost sail themselves will prosper but vessels that need sailing experience will struggle. Power boats will increase in popularity as they are similar to driving a car.”

“Marinas can no longer be just boat

Royal Sydney Yacht Squadron has a curved attenuator on telescopic piles and an iconic backdrop.



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CYC Rushcutters Bay was an early Australian project for Bellingham Marine, helping the company prove it could build both to schedule and on budget.

parks. They need to be destinations for maritime fun and enjoyment. Boaters will demand more and more hospitality-focused management. The easier and better the marina experience, the more vessels you will attract."

And attracting the younger generation is also key. "Most yacht clubs I talk to have an average member age over 55 – and many well over that age – and clubs are promoting junior sailing very heavily," Spragg says. "I do hear some members say it's free weekend baby sitting but if the clubs cannot hook today's younger generation on sailing there will be no members to come up through the ranks."

Yet another stumbling block is delivered by environmental lobbyists, and Spragg is a straight talker on the subject. "Marina owners and managers are far more protective of the environment than the so-called 'Greens'. This group, which is uneducated in marina management and development, is a giant threat to



Mark Merton Photography

the industry as owners and developers give up because permitting is just too hard. People generally have an affinity with the water – history has shown this since time began – but some groups are hell-bent on taking us away from using the seas and unfortunately they make a lot of unfounded noise."

While the industry fights this battle to enjoy time on the water, no one will be

taking John Spragg's interest away from an industry he loves. He will continue to serve as a director of Bellingham Marine after 1st July, when he passes the baton to Bruce Birtwistle, who has been chosen as his successor (see p.58). "I will keep a close eye on the industry," Spragg says. "I have no idea where the past 25 years have gone – but it's been fun!"



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An asset class with an upward trend

The sale and purchase of marinas has become an increasingly vibrant part of the real estate scene in the USA. Julie Fisher Berry tells us why.

Marinas have a new identity. Ten years ago, I was calling banks and begging them to consider lending to marinas, but funds were not in place. There is a very different outlook today. When I was representing Lauderdale Marine Center (LMC), the largest boatyard marina in the USA, prospective buyers worked to combine equity and financing to purchase the sprawling boatyard on the New River in Fort Lauderdale, Florida, that is now considered a trophy asset. LMC catered to yachts of 120-180ft (37-55m), with celebrities and high wealth individuals as clients. Every fund I approached did not know which asset class could carry LMC but, after numerous calls to The Carlyle Group, they finally received management of a discretionary fund in which they could place the asset. This started a trend.

Marinas in the USA have typically been owned by families. As larger groups, such as The Carlyle Group, Suntex Marinas and Safe Harbor

pursued the purchase of marinas, they became more popular as an investment. Private investors, small investment groups, family offices, equity funds and large marina investment groups are all now seeking marinas to add to their portfolio.

Over the past five years, family ownership of marina properties has declined due to offers from the larger

groups. Many families who do not have the funds to maintain their property or reconstruct slips or seawalls, fall prey to a sale while others have realised the value and are now finding a way to upgrade their facilities and be competitive. It is good for the industry to have mixed marina ownership.

A great example of family ownership is Bradford Marine - previously the largest in the US - which, along with Billfish Marina, Pipewelders Marine and Bradford Shipyard in Freeport Bahamas, was purchased by John and Michael Kelly. This is the kind of family office type acquisition portfolio in which older boatyard marinas have been purchased and millions have been invested to make them commensurate with the demands of the superyacht industry. The operators have personal contact with the yacht owners and crew and that is very important to our industry.

Why have marinas become so popular? One reason is the barrier to entry. As marina properties are being purchased for redevelopment to condominiums or hotels, marina slips and boatyards may become an

*Julie Fisher
Berry*



Above: The sale of Lauderdale Marine Center, the largest boatyard marina in the USA, started a trend for buying marinas as a new asset class. Right: As a well-serviced oceanfront property, Caloosa Cove Marina and Resort was a targeted acquisition.



Considering the pandemic restrictions, the 2021 Palm Beach International Boat Show was highly attended, underscoring the current boom in boating interest.

endangered species. As this happens, it drives rates upward. Added to this is the upward trending interest in boating, which soared with the pandemic. The surge in boat sales has created a low inventory and many lines of boats have more than a year waiting time for production. The result? More boats, fewer slips, and less availability in the boatyards. Supply and Demand. This has driven the interest in marinas as desirable assets for investment portfolios.

In my professional position, and as a board member of the Marine Industries Association of South Florida, owners of the Fort Lauderdale International Boat Show (FLIBS), and international yachting organisations, I have a pulse on the activity. The Fort Lauderdale International Boat Show and the Palm Beach International Boat Show were highly attended, considering the pandemic circumstances. There is hope that the Monaco Yacht Show will take place. The demand for yachting is off the charts internationally. Marine

Billfish Marina, facing Fort Lauderdale's city centre, was one of several marinas purchased for a family portfolio.



industry trends show continued strength, indicating that there will not be a downturn in either boating interest or marina acquisitions. Marina values may reach a peak but they will always be a stable investment as most vacant waterfront property will not allow for future marina development. The newest challenge for marina owners is how to accommodate boats and yachts that are rapidly increasing in size.

During the past eight years, our team at CBRE Marina Group has been involved in close to US\$1 billion in marina and boatyard sales. The interest has been, and continues to be,

wide-ranging. We have experienced increased interest in boatyards, such as Lauderdale Marine Center and Bradford Marine, both sold by our group, due to the substantial profit margins and stable income during economic swings. Marinas near inlets and on the ocean with restaurants and amenities, such as Caloosa Cove Marina and Resort, an oceanfront property with over 100 slips, have been targeted acquisitions. Megayacht marinas with deep water access, such as Rybovich Yachting Center, are rare and highly coveted assets. We are also representing one of the largest drystack marinas in the state of Florida - also a very desirable asset, especially as it can accommodate 40-55ft (12-17m) boats with towers. Our team has been involved in these transactions and many more. Due to ongoing demand and confidentiality, most of our transactions occur without going to market.

In summary, boating and marina acquisitions are growing in popularity and the ownership entities are mixed, which keeps a healthy balance for the industry. We have been working with international clients, as well. Representation in acquisitions and dispositions provides for a secure transaction and true market value. At CBRE Marina Group, we have a positive outlook and predict a trend upwards, not only in the United States, but also internationally.

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Images: Catherine Booker



After proposing a marina basin with a mangrove shoreline, working with Doug Kulig of OBMI, ATM scientist Greg Braun trained volunteers of the Exuma Foundation to implement the planting.

was also reading everything I could find on sustainable tourism. At the time, I was directing a cruise destination study in Patagonia. That was a very exciting personal time, which combined my memories as a tourist in the region, my recent work experience with cruise destination projects for the cruise lines in the Caribbean, and trying to find a win-win solution for a beloved part of my country.

The book presents the academic and analytical business case for the value of experiences and presents examples of large hospitality companies. At the time, no one I knew uttered the phrase “selling experiences”. But I was reading it to apply its lessons in a place of rough natural beauty, with pioneer culture and tough people whom I wanted to benefit directly from the project that I was studying. So “authentic and personal” had a very special meaning to me.

I realised that my most memorable experience as a tourist in Patagonia was one with local people, on top of the unbelievable landscapes and treasured moments with loved ones. I also met outstanding people and local characters as part of my work, and some friends that I made on the way brought everything back with their book “Portraits of Southern Patagonia”. I may say that about that time I had my “It’s The People” moment.

Aiming for memorable experiences

by Esteban Biondi

What characteristic of a successful marina is the most difficult to achieve?

I have argued for some time that the most sophisticated quality in a marina doesn’t come from the engineering, architecture or management. Of course, you must do the design, construction and operations right. But there is something more important, which a more comprehensive approach to marina consultancy can help unveil.

Guest Experience

This phrase is now part of our vocabulary but is not understood in the same way by everyone. Guest experience is not only about efficiency, seamless operations, predicting wishes and immediate service. Those issues can be addressed and solved with technology, apps, organisation, logistics, training, etc. The other and most unique facet of “guest experience” is the one that deals with words

The Kokuye project proposes yachting infrastructure to support access to the San Blas archipelago in collaboration with the local Kuna community. Docks for authentic local tourist boats are included in the plan.

Image: Esteban Biondi



like memorable, authentic, personal, profound - even transformational.

If you can recall a story years later, you probably had a memorable experience. And maybe you realise that your deepest impressions are those that relate to the people from a place, rather than the landscapes or its buildings.

This approach leads to the design objective that “the physical plan must enhance the opportunity for local people to have access to the project and interact with visitors in a positive and synergistic manner.” But let me tell you a couple of stories.

It’s about The People

About 20 years ago, I read a book called “The Experience Economy”. I



A sustainable planning approach

These early ideas evolved over many years and included fruitful discussions with eco-lodge designer Hitesh Mehta, Joe Koechlin of Inkaterra, and many others. I was always searching for the way this approach could be implemented in a way that is also justified on purely financial terms for a private business. ESG (Environmental, Social and Governance) criteria was not part of the language when I started this; sustainability was not a high-profile concept; and “experiences” was not yet part of the vocabulary of hotel developers. However, when making presentations about the approach for planning sustainable marinas, I said things like: “the best human resources for delivering authentic and memorable guest experiences are in the local community.”

It takes a Team

While sometimes I am the one bringing up this approach in a project, there are times when the concept is already a fundamental part of the vision. But it always takes a team.

I started talking about how Puerto Los Cabos has a dedicated sub-basin area for local fishermen. But I have proposed plans rooted in the same principles in multiple projects for almost two decades. With Liora Hayman of OBMI we created a fishermen's village nestled in restored mangroves south of Puerto Vallarta, among other projects throughout Latin America, the Caribbean and even China. With Stephanos Polizoides, George Moreno and Liora Hayman we designed a portion of a resort waterfront for the local Kuna boats of the Caribbean coast of Panama. With Marco Larrea of EDSA we planned local tour operator's docks for Serena del Mar in Colombia, at the request of Rafael Simon del Castillo and his development team.

With Scott Lamont and Lei Xiao of EDSA we proposed in China an area designed to accommodate the existing junk boats, recommending the local government to keep them as a tour operation (we were later told that their previous plan was to completely replace them). With Chris Craig and the WATG team, we worked to plan small-boat tour operator docks in a system of marinas and island resorts for The Red Sea Project (Saudi Arabia), with the support of Ian Williamson and his team. In Costa Rica, this approach was



The Middle East site visit was masterfully choreographed, with a special surprise element. A routine assignment was thus transformed into a memorable guest experience.

Images: Bryan Algeo and Esteban Biondi

embraced by the new owners of Marina Golfito and we are now working on a project near San Carlos (Mexico) where the fishermen's dock and a sea-to-table programme are part of the same plan, strongly supported by the owner's foundation.

Proactively including ecological features as part of the marina design is also a fundamental principle of sustainability that can also be tied to the local community. With Tim Peck of OBMI we proposed a mangrove restoration, amenity and coastal protection plan for the redevelopment of the Ritz Carlton Grand Cayman, where field work was done in collaboration with the Cayman Islands Department of Environment and the Ambassadors of the Environment programme. With Doug Kulig of OBMI we proposed a marina basin surrounded by a mangrove shoreline in the Exumas (Bahamas).

There is a potentially profound win-win outcome if you can achieve the goal of community inclusion. Tourism services set the stage for memorable guest experiences and have direct economic benefits. The project developer and operator get the immense intangible value of creating a destination with soul... and the tangible benefits are measured by unique market appeal, higher occupancy and increased rates.

It is not a smooth or spontaneous process. After working on these ideas for two decades, I am starting to believe that it never ends.



It is not easy to propose ideas that are not mainstream when you don't know how they will be perceived. Moving forward with these ideas requires a developer that is either open minded, predisposed or already fully committed. It also needs supportive design team partners. Last in this list, but first in importance, the implementation of these ideas requires a substantial commitment by the development and operations staff that work with the community.

Implementing Social Sustainability (or the “S” in ESG)

I have been saying for a while that the sustainable marina planning strategies that I promote, even if rooted in these principles, can only make a difference to the physical design. I like to say that marina planning with this vision is “necessary but not sufficient”.

The master planning process can “plant the seed” of the concept; in the plan we can “reserve” the space and “label” the dock and upland area with a function; and eventually we can build a dock the way we proposed. But the inclusion and beneficial collaboration that achieves the goal of setting the stage for personal experiences does not happen spontaneously. In fact, there are more examples of conflicts than of successful synergistic relationships.

Paraphrasing Jake Wheel

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For the Kokuye project on the Caribbean coast of Panama, an excavated marina basin was planned that integrates a mangrove fringe into the design.
Image: OBMI

(Puntacana Foundation, Dominican Republic) “you can tell the story of how our programme with the local fishermen, their families and the resort works, but to get there, we failed in multiple previous attempts.” I remember a meeting with Clara Diago (Fundación Corplaya) that was briefly interrupted by a call from a local community representative complaining about no potable water being delivered to the town. The mangrove planting for the marina in the Exumas was led by Catherine Booker (Exuma Foundation), under the technical direction of ATM’s Greg Braun, resulting in the training of Bahamian youngsters in ecological restoration tools. It took years to get to that point but I was so happy when I got the photos of the planting!

I have intentionally “named names” - even at the very high risk of leaving out names that should be listed - to thank some of the people who contributed through their collaboration to promoting innovative ideas that make projects unique; a process where I have benefited greatly, both personally and professionally.

Story of a site visit

I started saying that community involvement should be a goal of marina consultancy about a decade ago. To some extent, after many years of seeking opportunities to include the community as part of the marina development vision, I still do not have many examples to refer to. And then came the site visit I am going to talk about next.

It was a large project in the Middle East, but the process was not necessarily extraordinary. A big team had to inspect multiple sites in a pristine lagoon with ninety islands over several days. The area only had a small government building and fishing camp, where some of the local fishermen had small tour operations for few local tourists. The development team hired several of the local boats with their skippers to take them and the consultants around.

I was in one of the boats with a specific assignment to visit a few sites on different islands. Our boat captain was Mohammad, a leader of the local



fishermen. During several trips over the week-long site work, he demonstrated that he knew every corner of lagoon, every sand shoal, every coral head, and routinely made small detours to show us dolphins and sea turtles. Even if we did not speak the same language, we had some interesting communication when it mattered.

The day opened with a majestic dawn at the harbour; but after sunrise, the site visit started as expected. And then Mohammad waved at a boat far on the horizon. And our tour boat got side by side with a local fishing boat with fresh catch. Mohammad had a short conversation with the other fishermen, opened a cooler with ice, and loaded it with fish from the boat. After the short stop, we went on.

Following one site inspection and shortly after departing to the next site, Mohammad turned towards a shoal next to a mangrove forest. I was not aware of all the itinerary details, but something was not as expected in the plan. We then realised that some other fishermen were working on those shoals, waist deep in the water and with their nets deployed. Once closer, the younger of the two fishermen showed us a net with their catch. His smile was bright even in contrast with a very sunny day.

We were approaching what I thought was going to be our next site, when I heard that we were stopping for lunch. While we started discussing our notes on the site observations, another boat approached with a stove and cooking equipment. And another boat came with more fish still in their nets. The fishermen started cleaning the fish and preparing our lunch. And we ate the fresh fish, wrapping each bite in

bread with our hands, in the communal traditional way, while sitting on the deck of our boat.

Not only was this a masterfully choreographed sequence, but it also included a significant characteristic of a staged experience: surprise. If I evaluate all the criteria to design an experience “by the book”, this trip scores very high on everything that is fundamentally unique to the most expensive shore excursion in a high-end destination. It took me some time, but I then realised that this was a unique proof of concept.

To this day, to the best of my knowledge, this outstanding “tour” component of the site visit was arranged by Mohammad. This goes beyond my wildest expectations of what the phrase “the best human resources for delivering authentic and memorable guest experiences are in the local community.”

The trip was part of the planning of The Red Sea Project in 2018. In the boat were Ian Williamson and Scott Henshaw of TRSDC, Bryan Algeo and Lance Walker of WATG and Alan Travers of Buro Happold. Captain Mohammad is now head of boat operations in the lagoon, but I still hope that he can lead the local tour operators when the project starts operation. That would be another reason for The Red Sea Project to be the most outstanding yachting project under development today.

In any case, this was my most memorable experience in a professional assignment.

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A network 'fit for the future'

Premier Marinas, the UK's largest marina network, is seeking to modernise its offerings to suit customers with bigger boats and smarter technology. *Charlotte Niemiec reports*

Premier Marinas owns and operates nine of the UK's most prestigious marinas on the beautiful English south coast at Eastbourne, Brighton, Chichester, Southsea, Port Solent, Gosport, Swanwick, Noss on Dart and Falmouth. Boaters can take advantage of everything the region has to offer, from rolling countryside, rugged coastlines, arts and music festivals, national parks and dream destinations for history enthusiasts and foodies alike.

The company was founded in 1994 when Arlington Properties, owner of Port Solent Marina, and First Leisure Corporation, owner of Chichester Marina, came together to create Associated Marinas Limited. The following year it was renamed Premier as the joint owners honed their plans to expand the marina portfolio. Since then, Premier has grown to manage nine marinas under four different owners. Most recently, in 2015, Premier was acquired by the Wellcome Trust – a global charitable foundation 'dedicated to achieving extraordinary improvements in health by supporting the brightest minds'.

The network's most recent acquisition is Noss on Dart Marina in Dartmouth, which it acquired in 2016. Still in development, with 80% complete, the marina offers 232 berths and, amidst over 5,000 berths across the network,

is the smallest of Premier's marinas. The largest is Brighton, with over 1,300 berths. Each site includes a top quality, full service boatyard, 24/7 staffing, premium washing facilities and high levels of security.



Left: Swanwick Marina, Premier's flagship facility, received brand new infrastructure in 2020 further to development of a new boatyard facility in 2014 with supporting commercial property. The floating marina has 333 berths.

Right: Noss on Dart marina in Dartmouth, acquired in 2016, is being redeveloped and should open for the 2021 boating season. It will offer 232 berths. A drystack, boatyard and more are underway.

Below: Port Solent was one of the two 'founding' facilities in Associated Marinas, the precursor to Premier Marinas.

To maintain its prestigious position and ensure its berths remain highly sought after, Premier CEO Pete Bradshaw watches boater trends carefully to anticipate future needs. "Customers expect far more out of their berthing than they did ten years ago," he says. These expectations include high quality washing facilities, high standards of security, ample car parking and a full range of supporting services, including food and beverage.

He envisions three main trends over the coming years. One is the demand for marina infrastructure that makes boating easy – bigger, higher pontoons to make access easier and safer, longer fingers and wider fairways to make arriving and departing safer.

"Another trend is that customers want to have more control over how they manage their relationship with the marina," Bradshaw says. "Most people use the Internet and/or apps to manage important aspects of their daily lives, such as banking, so expect to be able to manage their berthing arrangements in the same way. Not only will technology support this trend – interestingly, in April 2021, 72% of our customers renewed their annual berthing contracts online – it will also provide solutions that let customers know exactly how their boat is at any time, through maybe a combination of CCTV and on board sensors."

The third main trend is that marina operators will need to help their customers get greater value from their berthing arrangements as competition for their time and money increases. This could be by offering a broader range of onsite services, providing better ideas on where to go and what to do, or cruising from the marina, or making it easier for customers to look after their boats. "The point is that boat ownership competes with many leisure pursuits and marina operators have to ensure



that boat owners get value out of their boat ownership," Bradshaw clarifies.

Recent developments

The network is already working to fulfil some of these anticipated needs. Premier's most recent development was installing brand new marina infrastructure at the network's flagship Swanwick Marina in April 2020, at a cost of £4 million. This followed the development of a new boatyard facility with supporting commercial property delivered in 2014, also costing £4 million. The new floating marina now offers 333 berths ranging from 6m to 40m (20-131ft) – an increase of 59 berths on the old configuration. "All Swanwick berth holders now benefit from a berth measuring at least the length of their boat," Bradshaw says. Premier will also soon unveil a new sales pavilion at Swanwick for new and used boat sales and a new facility building to accommodate onsite food and beverage and marina facilities.

The new floating marina at Noss on Dart is on track to complete this season, offering 232 berths. A drystack for smaller motor craft will open later on in the year, as part of Noss on Dart's £75 million redevelopment, to include a boatyard, commercial property, a decked car park, site-wide services and a marina facility building, all of which are underway.

Premier has also submitted planning proposals for a site-wide regeneration of Gosport Marina. A new building will accommodate key facilities for the marina, including a marina reception and office,

upgraded wash facilities, a launderette and a new berth holder's lounge. It will also provide a stunning new home for the onsite restaurant. The submitted plans detail Premier's vision for the new building as part of a £12 million investment in Gosport Marina's regeneration.

"Every site we manage offers a full service boatyard, which we believe is an essential element of the service we provide," says Bradshaw. "These offer lift, high-pressure wash, block-off, boat storage and launch service. Onsite marine tenants are also available for boat repairs." Premier also offers drystack berthing at Falmouth (48 spaces), Swanwick (112 spaces) and Gosport (120 spaces), to be followed shortly by Noss on Dart (120 spaces).

"We can cater for large boats at Gosport Marina where our specialist boatyard, Endeavour Quay, provides lifting for boats up to 180 tonnes. In



MARINA MANAGEMENT & CONSULTANCY

Artist's impression of the completed Noss on Dart marina and (below) an overview of the new berthing arrangement.

addition to lifting services for larger vessels, the yard offers refit, repair and undercover storage for boats up to 40m (131ft). We have a small number of large berths across the group but the superyacht market is not a focus of ours," he says.

Future plans

Premier has "selective plans" to expand its offerings in the future, but for now, "we need to complete our live developments and commence those not yet consented," Bradshaw confirms.

"Most UK marinas are around 40 years old and were built for a different time – our focus will be on creating marinas fit for the future. At the same time as investing in our facilities, we are also investing in our digital infrastructure systems to give our customers quick and easy ways to manage their arrangements with us."

Most importantly, he says, boats are getting bigger – and Premier needs to invest in its infrastructure to accommodate this trend. "The accountants may like the fact that you can get away with a pontoon finger that is shorter than the boat's overall length, but that isn't the best answer for the customer. So, we make sure that fingers match the boat length as this creates a more stable and easier to access pontoon. It's important, however, that we focus on the core business, which is providing marina berthing to a range of leisure and commercial users."

Digital and social initiatives

Other initiatives include a digital services offering. "Our customers are

able to manage many aspects of their berthing through their MyPremier account, either online or via our app." In addition to instantly accessing tide and weather information, customers can top up and manage their electricity, renew their berthing licences, request a drystack launch, manage their car registration details and even report a maintenance issue.

The network also offers a loyalty reward scheme for its annual berth holders, which provides a credit to each berth holder's account. They can then choose to use this on boatyard services or berthing renewal. "Alongside this, we have our Premier Advantage scheme, which continues to provide market leading benefits such as fuel at cost, eight weeks free storage ashore, 42 free visitor nights, which can be used in other Premier marinas, plus Refer a Friend rewards."

The network also owns the Premier Agapi Boat Club – a collaboration between Premier Marinas and Agapi Boat Club – a premium club

where members can "build bespoke membership plans to access high-end boating at a fraction of the cost of traditional ownership," says Bradshaw.

Safety, welfare and training

Like most businesses, the coronavirus pandemic presented new challenges to Premier, but as safety has always been at the heart of its philosophy it was able to quickly manage any risk.

During the pandemic "we had three priorities: the welfare of our staff, keeping our sites safe and our customers' boats secure, and supporting our berth holders and tenants, particularly where they faced financial distress. We followed and implemented the guidelines provided by British Marine through the various cycles of the pandemic and these formed the basis of our response. Aside from this, we sought to use the time wisely and keep our teams busy, for example, catching up on maintenance and development projects," Bradshaw explains.

Safety and environmental management are Premier's core foundations. "This is why we are proud to hold the ISO 45001 and 14001 accreditations and were the first UK marina group to do so. It is also critical for us that we have a great team, so making Premier a great place to not just work but also develop a career is important to us. We are proud to have retained our Investors in People Gold accreditation in 2019 and continue to invest in training, including an online training hub, to allow our people to easily access the information and training they need to progress within the business. Beyond this, it is all about the customer and we put great effort into understanding our customers' needs, their likes and dislikes, and tailoring our plans accordingly."



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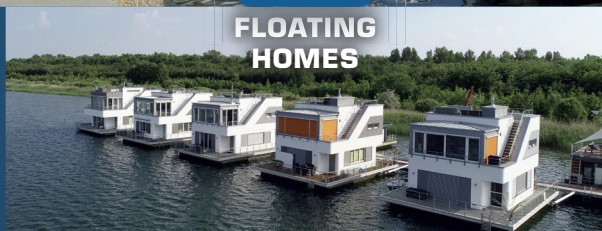
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Operations are also better streamlined. Every boat used to be lifted out of the water with the 12 tonne hoist. Now, the telescopic handler is driven into the water with the slipway trailer, and the boat is positioned, lifted and transported to the jet wash location – all in just a few minutes.

After cleaning the hull at an ideal working height, the same combination transports the boat to its storage place where it is set up in a Roodberg T-form cradle in a storm-proof and perfectly supported position. The unique cradle has been designed with minimal obstacles so that work on the hull can be done easily and quickly.

In addition to working with the slipway trailer, the multifunctional telescopic handler can be used for all work in the marina, such as stacking the cradles in order to keep parking spaces free for berth holders during the summer season; placing masts on sailing boats; providing service if, for example, only a top light at the top of a mast requires inspection; and carrying out ground work etc.

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After 30 years of operation, the old boat hoist at Compagnieshaven marina, located in beautiful Enkhuizen on Lake IJsselmeer in the Netherlands, reached the end of its life.

Because the quay was also in need of replacement, the marina team requested a brainstorming session with Dutch specialist Roodberg so as to best decide whether purchasing a replacement hoist was the most economical solution or if there was a better option.

After looking at various lifting and transport systems in operation, including a hoist, a column slewing

crane, a slipway system and a modern method of installing masts on sailing yachts, a Roodberg slipway trailer emerged as the best investment. It even made the purchase of a new boat lift completely unnecessary.

Reducing the number of different boat handling machines in the marina from four to just two yields considerable savings in terms of invested capital and also substantially reduces maintenance

Exporting hoists for all boat sizes

Italian company Cimolai has expanded its presence worldwide, not only providing equipment to launch, drydock and refit megayachts but also building its reputation for yards handling medium and smaller sized vessels. The company has marketed its brand to be synonymous with customisation and versatility.

In the US market, Cimolai has recently delivered a 110 ton mobile boat hoist to Marlow Marine in Palmetto, Florida. The machine is compact, with a backward cross beam that has been specially designed to be easily managed and capable of working in narrow confines.

The hoist can transport vessels to and from the site sheds without the need for trailers and, like other Cimolai machines, it is fitted with a teleservice system for remote assistance and diagnostic software with real-time check on equipment status.

Elsewhere on the US market, Cimolai has further consolidated its relationship

with Fort Lauderdale Marine Center, delivering a 140 ton machine to complement the 440 and 220 ton units supplied in previous years. The new machine has a hydraulic telescopic cross beam that makes it possible to vary the equipment's track even at full load. This means the hoist can handle and launch catamarans as well as lift narrower vessels and position them in the storage area.

Cimolai is never idle in the big boat sector, often delivering record-breaking hoists. The 1,120 ton mobile hoist supplied to Austal in Queensland, Australia, the 1,280 ton hoist installed at Bayonne Dry Dock in New Jersey,



USA, and the biggest lift to date – with a capacity of 1,360 tons – recently assembled at Derektor Shipyards in Fort Pierce, Florida are some recent achievements.

There has also been much focus on protecting the environment, and Cimolai is now manufacturing fully electric machines with low noise and pollution impact that are claimed not to compromise on efficiency and reliability.

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managing director Italo Focherini tells *Marina World*. "It also combines the role of boat hoist with that of a boat trailer. It is highly manoeuvrable and swiftly transports boats around the yard." As the majority of vessels at Port Camargue are sail boats or small motor boats, the lift capacity is around 20 tonnes.

The hoist design for Dunkerque is, by contrast, amphibious, enabling it to operate on a slipway adjacent to the storage area which has a tidal range in excess of 5m (16ft). An arrangement of steps and walkways was developed at customer request to enable personnel to undertake maintenance even when the machine is under water and to give them easy up and down access between the machine and the boat.

With a capacity of 30 tonnes, the Dunkerque hoist can handle sailboats up to 18m (59ft) in length without removing the stays of the marina mast. It has four steerable wheels and four mobile lifting points and is powered by an Iveco FPT five step diesel engine. Sauer Danfoss hydraulic pumps and distributors are fitted, along with PDN's proven PLC electronic system. The machine will be delivered this quarter.

PDN is currently working on a fully electric mobile hoist design so as to meet the needs of the growing green economy.

www.pdncranes.it

French marinas welcome bespoke hoists

Since the supply in 2016 of an Idra 700 ton capacity mobile boat hoist to West Istanbul Marina and a 100 ton capacity machine to Oren Marina, both in Turkey, Italian company PDN has significantly broadened its export reach.

Important deliveries have been made to Tunisia of an Idra 140 tonne hoist and a 30 tonne capacity pedestal crane; a Movilift SC 110 crane supplied for a customer in Colombia; and an 80 tonne machine delivered to Marina Vinici in Croatia. A large RTG Movilift crane with 120 tonne capacity is also under construction for a Romanian client and other projects for the boat sector in this country are under negotiation.

PDN's policy of designing, building and supplying tailor-made mobile hoists to specific customer request is, however, seen at its best in two recent deliveries to France – to the extensive marina at Port Camargue on the Mediterranean and Dunkerque Marina in the north of the country.

Port Camargue requested an Idra machine with a special three-leg design, (above and right) believed to be unique in the world market.

"The hoist has just three legs so that it can operate in three marina basins which have different dock widths," PDN





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large fishing vessels and outboard engines, the 30-year-old boat handling equipment needed to be replaced.

The marina opted for Marine Travelift equipment, selecting a BFM11 50 ton boat hoist and a 27,000lb/12,000kg capacity marina forklift to boost its overall lifting capacity by nearly 50%.

Boats up to 110,000lb/49,900kg can be safely handled by the new hoist, which is equipped with a wireless radio remote control for added efficiency. Montauk Anglers Club also decided to add clearance with an optional top beam extension, making it easier to lift vessels of different sizes without the need to adjust their rigging.

The Marine Travelift M2800H Hydro M_Drive forklift, meanwhile, comes into its own when handling all vessels and, most specifically, the increasingly popular centre console fishing boats – for both service and storage. The machine can easily retrieve, launch and store vessels up to 27,000lbs and handles centre console boats of up to 40ft (12m) in length.

www.marinetravelift.com

Upgrades suit big boat customer base

Located on the northeast corner of Lake Montauk on Long Island in New York, the Montauk Anglers Club and Marina is ideally located for fishermen and recreational boaters alike. The marina is less than one mile from the inlet, which gives quick access to offshore fishing on Long Island and also provides easy access to the recreational waters of Napeague Bay, Gardiners Bay and Peconic Bay.

The marina has been operational for over 40 years but changed ownership in 2018 and started operating under its current name. As a full service marina, it works on all types of boats for the regional and local community and has prompted the new owners to modernise. To service a customer base with increasingly

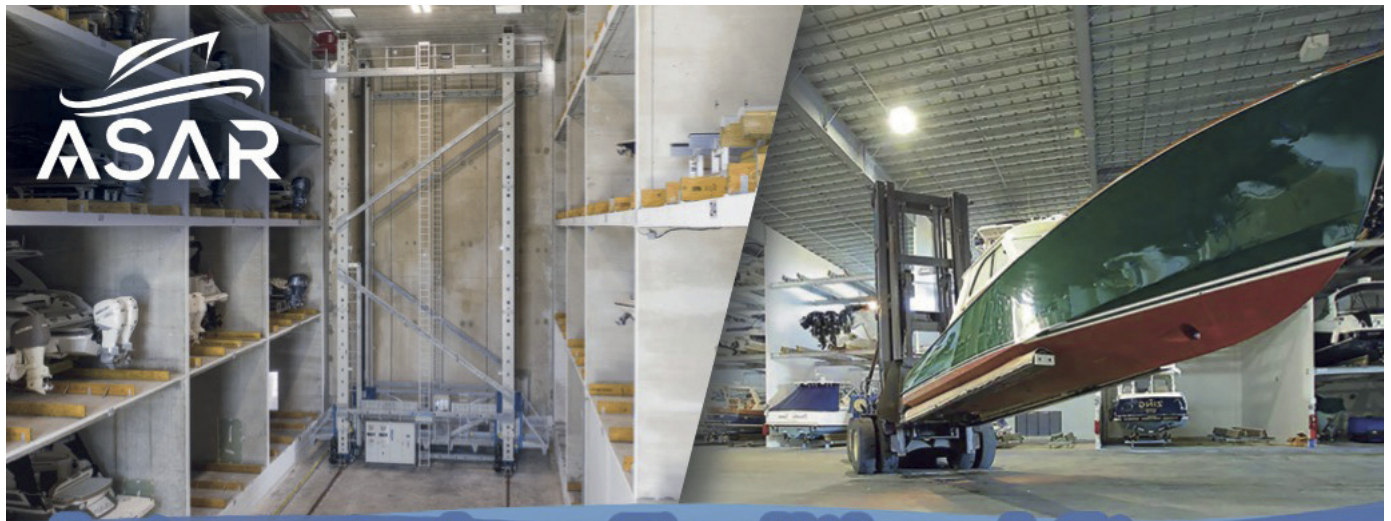


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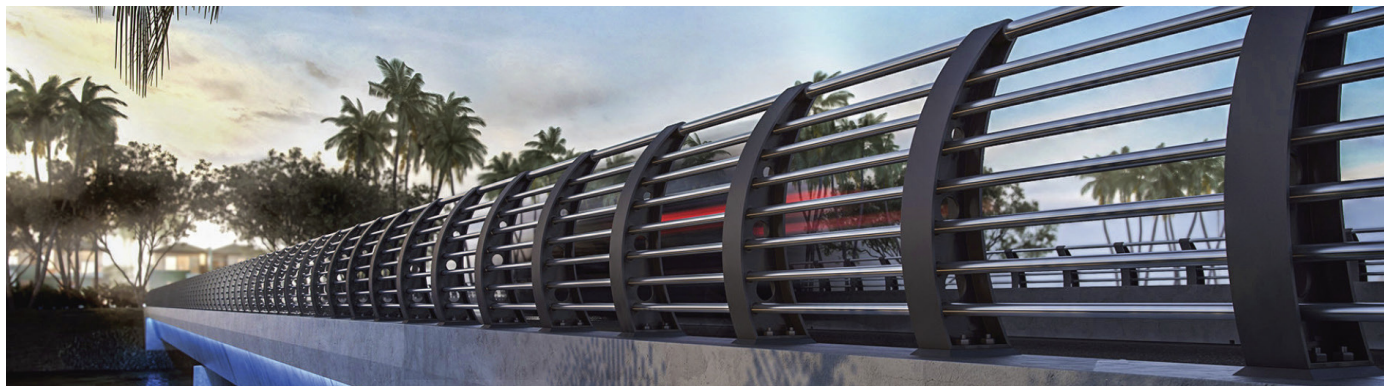
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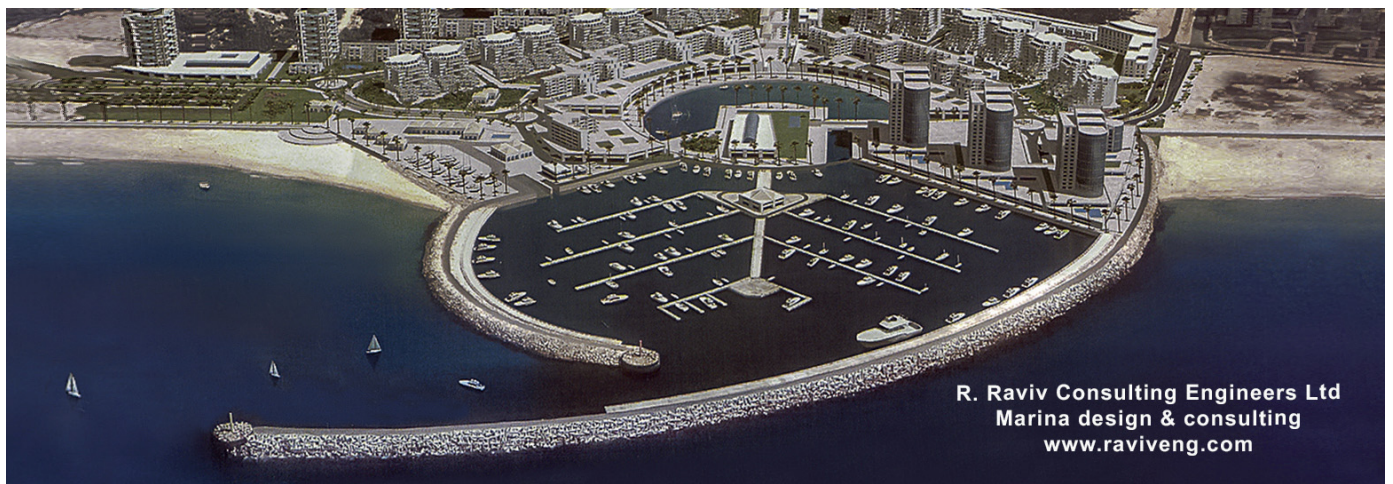
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Export boosts and new generation trailers

The newly refurbished Marina dei Cesari in Fano on the Italian Adriatic coast has invested in a 110 ton hoist supplied by Italian company Boat Lift. The hoist, which has 90° steering, remote assistance and electronically synchronised winches, is just one of many recent deliveries Boat Lift has completed in the northern hemisphere.

North Africa continues as a growth market for the company. An 80 ton machine has just been installed in Rabat, Morocco, to serve Marina Marsa Maroc in their Salé facilities and a supply deal signed with the Tunisian Government for five hoists in the 250 to 300 ton range.

A 50 ton hoist will also be installed this summer in Port Saint-Pierre in Hyères, France, where it will serve a wide range of boats due to its customised dimensions.

Significant focus has been placed on Boat Lift's motorised trailers, with the launch of dynamic steering

control that introduces game-changing levels of manoeuvrability. The new feature enables the pivot point to be shifted between the different axes of the trailer, making for quick and easy handling in tight areas and best use of yard space.

The new-generation trailers, offered as tailored products, have been supplied around the world. Recent deliveries include multiple 50 ton units to Safe Harbor Marinas in the USA; a 65 ton catamaran-specific model for Port Napoléon in France; and a 20 ton version for Club Náutico Sa Rápita in Spain.

www.boatlift.it



A 110 tonne Boat Lift hoist in Marina dei Cesari, Italy.

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Meeting the COVID challenge

Nearly 200 Sublift submersible hoists, manufactured by Swede Ship Sublift, have been built since 1990. All are still in operation, effectively launching and lifting sail and/or motor boats on slipways as a cost-effective alternative to the crane, trailer and tractor option. The past year has, however, brought unique challenges.

Despite reporting a fairly impressive delivery record over the past 12 months, general manager Peter Hartzell is up front about the cost of COVID-19. "It's been extremely difficult to obtain parts for new machines and carry out delivery, commissioning and operator training for Sublift customers during the pandemic," he tells *Marina World*. "Many new permits have had to be applied for and we've needed both patience and drive to succeed. But customers have been fantastic and most have understood the delivery delays."

Like many companies battling with the lockdown/re-open rollercoaster in past months, Swede Ship Sublift has had to capitalise on all its resources, such as employing local Sublift technicians for hiring, commissioning and training, and paying staff to work overtime when overdue parts have finally arrived so as to catch up with production. "It's a very expensive solution but we are rather proud that we've succeeded in delivering," Hartzell notes.

At least nine machines have been



Even the large 40 tonne Sublift requires just a single operator.

commissioned since June 2020, including three 12 tonne machines to Swedish customers and one machine each to clients in Switzerland, Norway and the UK. A UK customer also bought a 25

tonne Sublift and another Swedish company invested in a 40 tonne version. All machines require just a single operator who manoeuvres the Sublift by remote control.

www.sublift.com

Technical success in Portugal and beyond

The largest boat hoist on the Portuguese continental coast, a 300MT Marine Travelift (right), is in Portimão in the Algarve. The 20-year-old machine underwent comprehensive repair and maintenance in the first quarter of 2021 by lifting equipment specialist Almovi.

A service provider and distributor of renowned brands such as Marine Travelift, Grove cranes, Genie platforms and Sennebogen crawler cranes, Almovi has a highly trained and well-organised service team specialising in corrective repair work, preventive service and inspection duties.

The boatyard in Portimão is operated by the public entity Docapesca, an important marine entity whose role is to manage fishing and non-commercial public harbours, including boatyards and their respective equipment. Similar entities exist in the Portuguese archipelagos, such as Portos dos Açores in the Azores and APRAM in Madeira. Almovi works closely with all three organisations providing regular service and parts for lifting equipment. Most boatyards in southern Europe have increased their activity due to the COVID pandemic as customers prepare for the summer season afloat.

"Since the last quarter of 2020, we have noticed a significant increase in requests for assistance and preventive maintenance for harbour equipment," confirms Almovi managing director Manuel Arriaga. "We have also seen a drive to have equipment certified, an annual requirement for all lifting equipment in Portugal."

Almovi's activity covers multiple segments from construction to industry. However, its origin as a port equipment supplier dates back to 1956 when Ahlers Lindley sold a 5 ton steam shunting crane, manufactured by Thomas Smith & Son, to the Portuguese naval shipyard Arsenal do Alfeite.

Today, as part of Grupo Lindley, Almovi continues to work closely with ports and harbours supplying quality equipment. For example, in 2020 it supplied a 120 tonne mobile harbour crane to the Port of Praia da Vitoria in the Azores in collaboration with



Gottwald (Konecranes).

Almovi's service team travels around the world and various manufacturers rely on Almovi to commission and service their equipment. In 2020, the company commissioned boat handling equipment in Brazil and serviced equipment in Spain, Algeria, Angola and Mozambique.

For Arriaga this is the ultimate sign of confidence in his team: "It is an immense satisfaction for us to feel that not only our customers but also our partners and suppliers trust the experience and capabilities of our technical team," he says.

www.almovi.pt





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Third trailer for expanding Michigan yard

M E Yacht Restoration, a major boat repair facility in Holland, Michigan, USA recently took delivery of a Conolift self-propelled 40 ton hydraulic trailer from Canadian company Kropf Industrial.

The trailer offers all the standard advantages of a Conolift trailer, including unique open frame design and hydraulic frame lift to over 60in (152cm) of frame height. The frame also expands

hydraulically in width from 84 to 114in (213 to 290cm), allowing the trailer to accommodate a wide variety of boats as safely as possible. Hydraulic rear wheel drive assist enables the trailer to be

used for launching and retrieving vessels on the slipway.

M E Yacht's storage buildings are located across a small service road from the slipway. The trailer will thus allow the team to move vessels to and from the water without any additional equipment and, as the trailer is also fully radio remote controlled, the operator can closely monitor its proximity to obstacles while manoeuvring in tight spaces.

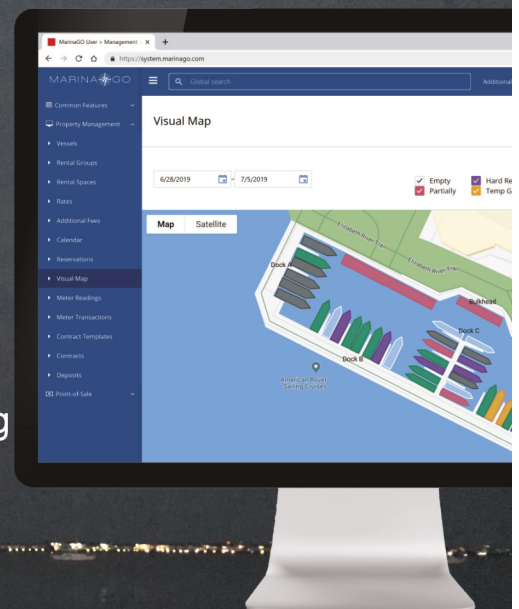
The trailer is very economical and reliable thanks to its Caterpillar Tier 4 diesel engine and is simple to operate and maintain due to its robust construction. The design includes rear load guides, sliding front bow pads for easy adjustment and a rear pad rocker system that allows the trailer pads to easily adapt to different hull designs.

The new equipment joins an existing Conolift SP100 self-propelled trailer with 100 ton capacity, as well as a Conolift highway trailer with 15 ton capacity. M E Yachts is also in the process of installing a floating dock system from Kropf Marine, which will provide 50 slips for boats up to 60ft (18m) in length
www.kropfindustrial.com

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New docks transform urban site

Port Nikau, 160km (100mi) north of Auckland on picturesque Whangarei Harbour, was once the site of a working commercial harbour. It is now being redeveloped as a new urban waterfront community offering a combination of residential and commercial space and a deep water marina.

All dockage is being transformed by Heron Marinas, an official SF Marina agent in New Zealand and the Pacific. A wide range of concrete floating pontoons with superyacht capacities is being installed.

According to Heron Marinas CEO, Tom Warren CMM, the opportunity to incorporate superyacht berthing in the project was due to a change in refit policy at CBD Marinas in Auckland. Having an expert on the doorstep was also a decider. "With our factory in close proximity to the site and being the region's SF Marina agent, it was natural that we were requested to be the principal supplier of dock pontoons," he said.

The first phase of the Port Nikau project included the installation of two SF1840 floating concrete docks, each measuring 4m (13ft) wide x 25m (82ft) long and connected via an 8m (26ft) long sister dock with a golf-cart accessible gangway

ramp landing. Yachts up to 61m (200ft) tie up aft-first in a Mediterranean style. With a 1m (3ft) freeboard, it is easy for passengers to walk off vessels using a passerelle. Bow and forward lines are held by a high-performance anchor system.

Heron Marinas used a proprietary pile system to secure the dock array. Known as Armourpile, it is made of composite steel with an outer casing of ultra-high-molecular-weight polyethylene (UHMWPE) heat shrunk onto the longitudinal submerged arc welded steel pipe. These are being attached by Dixon Marine Engineering stainless steel pile guides and held in place by Halfen tracks.

The next phase of the project will include the supply of numerous smaller docks using SF Marina floating concrete pontoons manufactured by Heron Marinas at its Whangarei facility.

www.sfmarina.com

Integrated fender built to last

Fuel docks, drystack launching areas and transient slips get more than their fair share of bumps from boats with improperly hung fenders. Fitting Slammer integrated dock fenders protects property and can also generate extra income if a marina becomes an authorised Slammer Marine representative and sells the easy-to-install system to its slip holders.

Made in the USA and winner of an NMMA Innovation Award, the fender is a simple concept. An HDPE polymer track installs horizontally to the dock and a standard Slammer fender slides onto it using its integrated bolt rope. The lightweight, teardrop-shaped fender comprises an impact-absorbing, waterproof foam core covered in a removable and replaceable UV and abrasion-resistant marine-grade PVC fabric.

Fender lengths can be customised and are available as standard in 40in (102cm), 80in (204cm) and 120in (305cm) lengths. They can be quickly removed for seasonal storage.

The standard fender cover can be custom-branded and is available in blue, white, black and grey. Aside from matching a marina's décor, fenders can be used to create colour coded areas within the marina.

Unlike common rubber strips, the Slammer fender is built to last and has a two year warranty for commercial use.

www.slammermarine.com



All-electric utility RIB

Marinas can now reduce their carbon footprint and meet sustainability targets with the eco-friendly Pulse 63 electric RIB from RS Electric Boats. Claimed to be the world's first electric RIB with a fully integrated electric drive, the Pulse 63 is designed for wide-ranging marina duties.

Driven by a 46kW or 56kW battery pack that provides up to 104 volts of power to the RAD hubless rim drive, the RIB has quick acceleration, ample range at low speeds, excellent manoeuvrability and requires only minimal maintenance. It measures just over 6m (20ft) in length (including tubes) and has a top speed in excess of 20 knots.

With Bluetooth connectivity and world-leading technology onboard, marina staff can stay on top of



maintenance schedules and set range and speed limits for individual personnel.

The RIB is built with shock-absorbing materials, has plenty of open space and, with no oil or unpleasant fumes, cleaning the decks is quick and easy.

Batteries can be charged to full power on the dock overnight, or in just one hour via a three-phase charging point. Running costs are also low.

RS Electric Boats is the sister company of RS Sailing, which has drawn upon 25 years of design experience to bring this electric utility RIB to the market. RS Electric is passionate about improving the state of our oceans and most of the building materials it uses are sustainable. The

RIB hull, for example, is manufactured from PET (recycled bottles), bio epoxy, natural flax fibre and timber.

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Pedestals for prestigious projects

Located at the base of the world renowned Palm Jumeirah, Dubai Harbour is the region's first purpose-built superyacht destination and is all set to be a global business and tourism hub.

The development is divided into three themed marinas – Bay Marina, Palm View Marina and Harbour Marina. Each basin is designed for a specific style of service and offering.

Plus Marine was chosen to provide service pedestals ranging from 32amp to 1,600amp for the project. The selected pedestals are made from 316L stainless steel with an IP65 ingress rating and incorporate the company's proven Smart Cloud remote metering system for full system integration.

Farrokh Golchin, managing director of StratConn, Plus

Marine's representative in the UAE, commented: "It was a great pleasure to be part of this project and to collaborate with a team of professionals assembled by North25 and Shamaal in order to deliver a world class marina project."

"The UAE and the GCC are very important markets for us and we are focusing on this region. After high profile projects such as Jumeirah Beach Hotel Marina, Ayla Marina (Jordan) and Kheiran Marina (Kuwait), we are looking forward to further introducing Plus Marine quality and refinement to the marina



industry in this region," he added.

Plus pedestals have been installed over the last 25 years in over 5,000 projects in four continents. Some of the most prestigious references include: Port Hercules (Monaco), Port

de Cannes (France), Porto Montenegro (Montenegro), Port Cervo, Portofino and Porto Mirabello (Italy), Grand Harbour Marina (Malta), Atakoy Mega Yacht Marina (Turkey) and Glossy Bay Marina (St Vincent).

www.plusmarine.com

Leisure harbour boost in fishing port

The municipality of Póvoa de Varzim, a fishing port located 34km (21mi) north of Oporto in Portugal, has undertaken a major investment to expand the leisure harbour built some 20 years ago in the southern part of the port. The new marina is located on the northern side of the basin and will have a capacity of 200 berths ranging from 6 to 20m (20 to 66ft).

Lindley was selected for the design, manufacture and installation of this new facility with the supply of floating pontoons, fingers and access bridges built with extruded marine grade aluminium alloy, rotomoulded polyethylene floats and composite decking. Concrete was specified for the hammerhead pontoons to enhance protection to berthing areas.

Lindley also provided electricity and water

modules, as well as emergency and safety equipment, access control gates and all the required accessories for a modern marina. The contract was completed with the supply and installation of the mooring piles and wall guides in addition to aids to navigation inside the

basin. The new infrastructure will be operated by the local

Clube Naval Povoense.

www.lindley.pt



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John Spragg and Bruce Birtwistle

After a 25 year career at Bellingham Marine (see Talking Shop p. 28), John Spragg (left) retires as president Australasia and Middle East, while continuing to serve as a director of the company. Bruce Birtwistle (right), previously general manager of Bellingham Marine New Zealand, has been chosen as his successor.

"I am glad to be handing the baton to Bruce as I believe it goes to a reliable pair of hands. I am confident that he will take the company to greater heights," John Spragg commented.

Owner and CEO, Joe Ueberroth, shared his appreciation of Spragg's contributions: "No one has had a



greater impact on Bellingham Marine's international operations than John Spragg. As a director, John will continue to provide insight and guidance as we continue to build upon our global footprint," he said. "We are also fortunate to have a strong team. As John passes the torch to Bruce, I am excited to work with Bruce in his new leadership role."



Oliver Dörschuck

Oliver Dörschuck has been appointed CEO of D-Marin, the Athens-based leading operator of premium yacht marinas. He has exceptional experience in the hospitality, leisure and tourism industries.

Dörschuck joins D-Marin from SSP Group, a company that designs and operates restaurants at travel locations, including airports, railway stations and motorway service areas. During his tenure as CEO for Continental Europe, he outperformed market growth through innovative and efficient services and food and beverage concepts, winning tenders and acquiring and integrating competitors.

Before SSP, he was part of TUI Group for 14 years, holding a series of senior roles including chief operating officer for Germany, Austria, Switzerland and Poland.



The appointment is a clear reflection of D-Marin's long-term strategy to provide substantially differentiated customer experience through its ever-expanding marina network.

Dörschuck succeeds Steven Rudnitsky, currently D-Marin interim CEO and chairman, who will continue supporting the business as chairman.

Boater app partnership

UK-based navigation company 'savvy navy' has partnered with US-based Dockwa, a marine reservation app and boater relationship platform. Boaters will benefit from data sharing and smarter routing options.

Dockwa offers marinas a platform to take enquiries, assign slips, process payments and communicate with boating guests through 1:1 messaging and automated emails.

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