

IBI[®]

INTERNATIONAL BOAT INDUSTRY

www.ibinews.com

ISSUE 430 | FEBRUARY-MARCH 2019

The business of boating

ITALY

Will a worsening economic picture blow a buoyant marine sector off course? [Page 32]

MARINE ENGINES

As cars get greener, more electrified and self-parking, are boat owners expecting the same? [Page 62]

FINALLY, FRANCE IS BACK

Back in full growth mode, a digital revolution is transforming product and market potential [Page 18]

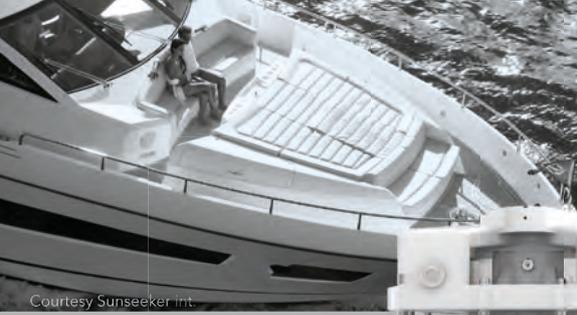
IBI PLUS
NEWS • INTELLIGENCE • DATA
www.ibinews.com



POWER THAT INSPIRES

Volvo Penta IPS has inspired new designs for more than a decade, pushing boundaries to create more space onboard and increased fuel efficiency. Yet, as we look to the future of yachting this revolutionary technology promises even more. After all, why look back when you can go full steam ahead. www.volvopenta.com

VOLVO PENTA



Courtesy Sunseeker Int.



Courtesy Ferretti Group



Courtesy Princess Yachts



THE MOST IMPORTANT ITEM ON THE OPTIONS LIST

Let the boat owners' calendar and free time decide when to go boating, not the wind and waves. With a stabilisation system that is effective both when AtAnchor as well as when cruising, you can help your customers be more in charge of their own time.

Vector Fins™ benefits:

- Stabilisation at AnySpeed - from zero to top speed
- Minimal to no increase in fuel consumption
- Minimal to no loss of speed
- Silent all night operation
- Unlike gyro stabilisers, underway fin forces will increase with speed, just like wave forces increase on the boat
- Instant ON/OFF - No start-up delay
- Vector fins are very flexible in installation locations without causing negative effects
- Ultra compact actuators, fit where others won't

(US Patent US9527556; Australian Patent 2013335369; Patent pending PCT/NO2013/050067)



Up to
55%
less side
effects

Up to
50%
more
efficient

*compared to flat fins



The Permanent Seasickness Cure

The way boats are constructed, marketed and sold will change. We're questioning everything

Ed Slack | Editor | IBI

One of the key launches at Boot Düsseldorf this January wasn't a boat, but Raymarine's new DockSense assisted docking technology, which the electronics firm unveiled jointly with partners Prestige Yachts. It's the latest in a trickle of exciting new technology aimed at improving user experience and accessibility to boating. Volvo Penta unveiled its own self-docking solutions in June last year with plans to bring them fully to market in 2020; while in early February IBI reported on Yanmar's collaboration with the Japan Agency for Marine-Earth Science and Technology (JAMSTEC) for its own potentially revolutionary auto docking offering – again, it is destined to be applied to Yanmar's recreational marine and fishing vessels in Japan next year. The future, it seems, is catching up with our industry.

Talking to Prestige Yachts' new CEO, Erwin Bamps, after the DockSense launch was enlightening. The tie-up was symbolic of a systematic drive – not just by the French builder, but industry wide – to reach out to new customers by taking the stress out of boating. But Bamps was keen to take it a step further. Auto-docking is just the start. Boats clubs, peer-to-peer platforms, and fractional ownership schemes are all gaining traction and just the start of broadening boating's base.

We're in the midst of a quiet revolution, one that Bamps is convinced will change the face

of our business. In short, the way a successful boat business operates today will not be the way a successful business will be operating in 10 years' time.

"The way boats are constructed will change, the way they're marketed and sold will change. We're questioning everything," Bamps proclaimed.

Prestige's parent, Groupe Beneteau, benefits from the purchasing power and scalability to drive innovation and no doubt will be at the vanguard of this change. However, widening the sector's appeal has to be a common goal.

Significantly, Bamps told me that he was keen to see DockSense adopted outside the Beneteau Group – for other builders to help in the push to encourage not just new customers, but those owners of sub-40ft boats who have been reluctant in the past to take on the personal challenges of running a bigger vessel. The cake, it seems, can be bigger for everyone. It's a tantalising prospect. **IBI**

Ed Slack



“The way a successful business operates today will not be the way a successful business will be operating in 10 years' time”



EDITORIAL

Editorial Director: Ed Slack
Tel: +44 (0)7984 026 733 Email: ed@ibiplus.co.uk
Deputy Editor: Belinda Snell
Email: belinda@ibiplus.co.uk
Art Editor: Madeleine Fitzsimons
Email: madeleine@ibiplus.co.uk
Research and Business Analysis Editor: Arlene Sloan
Email: arlene@ibiplus.co.uk
Publishing Director: Nick Hopkinson
Tel: +44 (0)7966 159 981 Email: nick@ibiplus.co.uk

ADVERTISING

Commercial Director: Philip Pereira
Tel: +44 (0)7866 462 577 philip@ibiplus.co.uk
Marketing Director: Philippa Drysdale
Tel: +44 (0)7511 121 833 philippa@ibiplus.co.uk
Account Manager: Amanda Barlow
Tel: +44 (0)7730 314 989 amanda@ibiplus.co.uk

CORRESPONDENTS

Europe: David Robinson, Jake Kavanagh
USA: Tony Esposito
Brazil: Fernanda Teixeira Velloso

Far & Middle East:

Mike Derrett
France: Olivier Voituriez
Russia: Eugene Gerden
Scandinavia: Lars-Ake Redén
South Africa: Bobby Jordan
North America: Craig Ritchie
Turkey: Bahar Ozturk
Australia/New Zealand: Barry Thompson
Poland: Jaroslaw Adamowski
Italy: Fulvia Venturi
Ireland: David O'Brien
Benelux: Robert Wielgaard

INTERNATIONAL ADVERTISING REPRESENTATIVES

Italy: Ediconsult Internazionale SRL, **Eva Green**
Tel: +39 010 58 36 84 Fax: +39 010 56 65 78
Email: genova@com
Netherlands, Belgium: BAAS
(Boating Advertising Advice & Service),
Ted de Vries: Tel: +31 (0) 36 522 7446
Email: baas@boatingadvertising.eu or
www.boatingadvertising.eu
China: UICE - United International Conference & Exhibit Co., Ltd, Beijing **Cynthia Tan**

Tel: +86 (0) 10 87224826 Fax: +86 (0) 10 87224828
Email: cynthiantan@uice-expo.com
Taiwan: Alpha Trading Company **Hur Hur Chou**
Tel: +886 (22) 351 2225 Fax: +886 (22) 394 1138 Email:
transpac@ms2.hinet.net
Sweden & Norway: Marina Media Sverige AB,
Mr Henrik Salen: Tel: +46 706 18 61 61
Email: henrik@batmedia.se

INTERNATIONAL BOAT INDUSTRY IBI is the business magazine for the boating world. Its aim is to stimulate profitable trading in all sectors of the marine leisure business.

Printing and binding by Pensord, Tram Rd, Pontllanfraith, Blackwood NP12 2YA. IBI, ISSN 0969-2576, is published six times a year by Boating Communications Ltd, 9 Pound Lane, Godalming, Surrey, United Kingdom, GU7 1BX.

ANNUAL SUBSCRIPTIONS (€70): IBI Subscription Dept, Warners Group, The Maltings, West Street, Bourne, Lincolnshire, United Kingdom, PE10 9PH. The 2017 US annual subscription price is \$100 Airfreight and mailing in the USA by agent named Air Business Ltd,

c/o Worldnet Shipping Inc., 156-15, 146th Avenue, 2nd Floor, Jamaica, NY 11434, USA. Periodicals postage paid at Jamaica NY 11431. US Postmaster: Send address changes to IBI, Air Business Ltd, c/o Worldnet Shipping Inc., 156-15, 146th Avenue, 2nd Floor, Jamaica, NY 11434, USA. Subscription records are maintained by Boating Communications Ltd, 9 Pound Lane, Godalming, Surrey, United Kingdom, GU7 1BX. Air Business Ltd is acting as our mailing agent.

BOATING COMMUNICATIONS LTD
Address: 9 Pound Lane, Godalming,
Surrey, United Kingdom, GU7 1BX



LOVE THE LOOK OF THIS HELM?

JOIN THE CLUB



////// GPSMAP® 8400 SERIES WITH AUTO GUIDANCE' ////

- 》 10", 12" OR 16" TOUCHSCREEN HD IPS DISPLAYS FULLY NETWORK CAPABLE OPTIONAL CHARTS WITH NAVIONICS® DATA BLUECHART® G3 OR G3 VISION® ACTIVECAPTAIN® APP READY WITH BUILT-IN WIFI' 《

'Auto Guidance is for planning purposes only and does not replace safe navigation operations. Wi-Fi is a registered trademark of the Wi-Fi Alliance. ©2018 Garmin Ltd. or its subsidiaries.

CONTENTS

FEBRUARY-MARCH 2019

ISSUE NO: 430



30

▲ Plastimo is developing its clothing line

36

▲ Italian builders are primed for more growth in 2019. This is Pershing's new 8X

REGULARS

- 1 **EDITOR'S COMMENT** The future's here
- 5 **APPOINTMENTS** New Sunseeker CTO
- 88 **INDUSTRY INSIDER** Vladimir Zinchenko
- 4 **EUROPE** Beneteau projects slowdown in 2019 boat market
- 9 **AMERICAS** Chris-Craft outlines growth plans
- 15 **WORLD** Red flag for boating in Russia

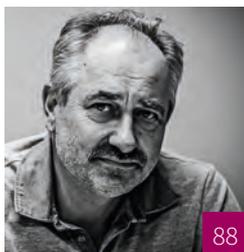
MARKETS & REGIONS

France focus

- 18 **OVERVIEW** French fortunes transformed
- 23 **BOATBUILDERS** Full speed ahead
- 28 **EQUIPMENT** Keeping up with change

Italy focus

- 32 **OVERVIEW** Good for now, but can it last?
- 36 **BOATBUILDERS** A-Z of the key industry players and what we can expect for 2019 and beyond
- 56 **EQUIPMENT** Making the most of the good times



88

▲ Vladimir Zinchenko, CEO of SVP Yachts

▼ Glendinning's ProPilot joystick



86



70

▲ Marine engines: Leaner, greener and more compact



82

▲ GyroMarine and its actively-driven gyroscope

STRATEGY & FINANCE

- 62 **Q&A** Earl Bentz, Caymas Boats

IBI TECHNICAL

- 64 **SECTOR SPOTLIGHT** Marine engines
- 82 **SECTOR SPOTLIGHT** GyroMarine
- 86 **NEW PRODUCTS** Countertop receptacles, shaft seals, and automatic, hands-free docking technology from Yanmar

SUBSCRIBE NOW

to ensure you continue to receive IBI Magazine. (6 issues annually)

It's **free** & easy: click 'REGISTER' at the top of our Home Page on www.ibinews.com

While your there, sign-up for our daily industry news service too!



IBI PLUS
NEWS • INTELLIGENCE • DATA

TOP 10 MOST READ NEWS ON IBI PLUS

- 1 Wakeboats could be sunk under proposed Vermont legislation
ibinews.com February 8
- 2 Yanmar developing fully automatic, hands-free docking technology
ibinews.com February 11
- 3 Kiwi-designed and built electric boat goes into production
ibinews.com February 8
- 4 Raymarine unveils DockSense technology at Düsseldorf
ibinews.com February 8
- 5 Sanlorenzo turnover up 27% in 2018
ibinews.com February 5
- 6 London Yacht Show relaunched as 'boutique' event offering slice of luxury in heart of the capital
ibinews.com February 6
- 7 New brand Cetera unveils 'multispace' yacht concept with debut 60-footer
ibinews.com February 11
- 8 Amasea Yachts unveils new catamaran concept
ibinews.com February 4
- 9 Beneteau projects slowdown in 2019 boat market to +2%
ibinews.com February 7
- 10 Winnebago CEO on Chris-Craft growth plans
ibinews.com February 6

Europe

Beneteau projects slowdown in 2019 boat market

FRANCE Groupe Beneteau has predicted a slower pace of revenue growth for its Boat Division – between 4% to 6% – down from 9% last year. The builder said the forecast figures are based on “an increasingly challenging economic and financial environment as well as a slowdown in the global boat market, affected by the inboard motorboat segment’s slowdown (all hull lengths).”

The company said the order book for FY 2018-19 – as of January 31, 2019 – is up 4.1% compared with the same period the previous year. The sailing segment is continuing

to develop, with its order book up 12.3%, while the motorboat segment is down 3.2%, notably due to the market slowdown in the inboard segment.

Despite Beneteau’s still positive expectations for its own business, investors have reacted negatively to news of an expected slowdown in the overall boating market. The company’s share price tumbled 21% in the 24 hours following the announcement.

Beneteau also noted that the trade tariffs introduced since July 2018 by the EU and Canada on motorboats produced in the US were

having a negative impact on international sales and leading to increased competition in the United States’ domestic market. Demand for large motorboats over 60ft is contracting across all regions, according to the company. Full-year revenue growth for the Boat Division is expected to reach 4%-6% on a reported basis, outpacing the markets.

For the 2018-19 season, Groupe Beneteau said its 11 boat brands will be launching a total of 32 new models across all segments, effectively aligned with demand from growing market.

Finnboat reports boom in domestic boat sales

FINLAND Finnish marine federation Finnboat says that the warm summer of 2018 helped boost domestic sales of small motorboats and PWCs in Finland last year. Sales of motorboats over 9m in length also continued to grow, as did sales of large outboard engines.

Measured in euros, the whole industry’s domestic sales of products and services grew by 10%, while the total net sales increased by 4%.

“Last summer, boat dealers were able to clear out their stocks of small boats, and the deliveries of motorboats less than 5m in length increased by as much as 23% over the previous year,” says Finnboat CEO Jarkko Pajusalo.

Another development is the rapid increase in the sales of electric outboard motors.

Almost 6,000 electric outboard motors were sold in Finland in 2018, compared with 3,500 the year before. “The easy-to-use and affordable electric motor seems to have replaced small combustion engines as well as become more commonplace as an optional accessory in rowing boats,” Pajusalo adds. “Electric motors are also used as bow-mounted trolling motors in fishing boats that have become increasingly popular.”

Finnboat’s latest figures show that boat registrations grew by 7.5% last year, totalling 3,844 units. Altogether 2,715 motorboats, 1,005 personal watercraft and 52 RIBs/inflatables were registered. PWCs saw the largest growth (45%), with registrations exceeding the 1,000-unit mark for the first time.

The number of wholesale



▲ Finnboat’s Jarkko Pajusalo

deliveries of motorboats and small boats of the same size increased by 23%, and thanks to the warm summer, there was very good activity in the sales of small leisure boats. Sales of large motorboats (9m-plus) also continued to grow.

In terms of outboard engine sales, Finnboat noted two emerging trends: more large outboards were sold, while fewer small outboards exchanged hands.

Sales of sailing boats continued to be very modest. There were only 15 initial registrations of yachts or motor sailers over 20ft long in 2018.

Dometic Group posts record 2018

SWEDEN The Dometic Group posted record sales of SEK 18.27bn for its 2018 financial year ended 31 December 2018, representing 30% growth over 2017. The improvement included +5% organic growth, +22% acquisitions and +3% currency effects.

According to Dometic, full-year growth was primarily driven by strong performances in Aftermarket (up +7%) and Marine (+11%), but all business areas saw growth. Earnings before interest and taxes (EBIT) were up 36% (excluding items affecting comparability), representing an improved margin of 14.2%, while net income (after taxes) rose 5% to SEK 1.58bn.

President and CEO Juan Vargues, told analysts the Americas achieved strong sales

up 10%, with growth in all businesses except recreation RVs which experienced a sharp slowdown in wholesale shipments during 2018. Aftermarket growth of 13% in the America's helped offset a 10% decline in organic sales.

Dometic's Marine business area has grown 203% over the past two years and now represents 26% of the company's total business, up from 11% in 2017. "Today we have a business that is slightly south of SEK 5bn in Marine," said Vargues.

Vargues said the growth pace in the Marine business had been increasing during the last quarters and customers were reporting full order books. "We don't see any indications at this point of any potential issues on the Marine side."

London Yacht Show becomes 'boutique' event

UK The newly relaunched London Yacht Show, to take place from May 8-12 at St Katharine Docks in the heart of London, is being billed as a 'boutique' event, with a VIP preview day very much setting the tone for the show that will focus on high-end luxury products.

Brands that had signed up to exhibit by early February included Sunseeker, Princess, Fairline, Azimut and Bavaria, with more expected in the coming weeks.

The relaunched show replaces the London On Water Boat Show, which was acquired by Informa in late 2018, and will be organised by Informa Markets with partners, British Marine and St Katharine Docks.

Addressing media at a press

conference in London in early February, Andrew Williams, president, Maritime, Informa Markets, said: "This will be a significantly different show to previous years and follows on from extensive research to ensure we are delivering the right audience to the exhibitors while providing a great on-water experience for visitors."

The organisers are hoping to attract around 12,000 visitors, with builders allowed to show no more than three models to broaden the brand, type and size of boats on display. The Docks has capacity to show around 60 boats of up to 35m and there is room for eight superyachts adjacent to the Docks.

Tickets go on sale in mid-February.

Appointments

SUNSEEKER INTERNATIONAL

Andrea Frabetti has joined **Sunseeker International** as chief technical officer following the retirement of company co-founder John Braithwaite. Frabetti worked at Italy's Ferretti Group for over 25 years across all of the company's key brands.



Andrea Frabetti

NAVICO

Norwegian yachtsman and former CEO of the Volvo Ocean Race, **Knut Frostad**, has joined **Navico's** management team as executive VP of digital business and marketing. Frostad has a business background in management, has held a number of director and advisory positions at international companies, and has been an active Navico board member since 2005.



Knut Frostad

MESSE DÜSSELDORF

Dietmar Thomas is the new head of **Messe Düsseldorf's** trade fair press department. He replaces Eva Rugenstein, who retired in December. Thomas joins the company from the Publicis group of agencies, where he managed the editorial department focused on content marketing in Düsseldorf.



Dietmar Thomas

IRISH MARINE FEDERATION

Paal Janson has been elected chairman of the **Irish Marine Federation (IMF)**, the trade body representing leisure marine interests in Ireland. Janson also serves as general manager of Ireland's largest marina, Dun Laoghaire on Dublin Bay.



Paal Janson

AQUILA POWER CATAMARANS

Aquila Power Catamarans has named **Anna Nowotarska** as its sales manager for Europe. Nowotarska is an experienced sales manager and yacht broker with over 10 years in the industry, specialising in multihulls and catamarans. She previously held positions at Polestar Yachting and Sunreef Yachts, and has been involved in custom new-build projects, as well as serial production yachts and pre-owned vessels.

INFORMA GLOBAL EXHIBITIONS

International boat show producer, **Informa Global Exhibitions**, has promoted **Andrew Doole** to head up its boat shows in the US, including the Fort Lauderdale International Boat Show, Miami Yacht Show and Palm Beach International Boat Show, as well as the St Petersburg and Sarasota Suncoast shows in Florida.

IBI's daily marine industry intelligence service online and in depth. For more information or to subscribe contact Nick Hopkinson: nick@ibiplus.co.uk

IBI PLUS
NEWS • INTELLIGENCE • DATA

AWLGRIP

TESTED IN THE HARSHTEST LAB ON THE PLANET

From the freezing turmoil of the southern ocean to monsoon rains and equatorial heat, the Volvo Ocean Race puts boats and their crews through the most extreme sailing environments in the world. Working in coordination with the recent Volvo Ocean Race, AkzoNobel has tested their new Awlgrip HDT Clearcoat on every race boat in the fleet to ensure durability, color retention and outstanding gloss in even the harshest conditions.

Choose Awlgrip HDT – the clearcoat with proven performance, developed for the toughest conditions and available now for your boat.



 awlgrip.com  facebook.com/awlgripfinishes  twitter.com/awlgrip  instagram.com/awlgripfinishes

All trademarks mentioned are owned by, or licensed to, the AkzoNobel group of companies. © AkzoNobel 2019.
Image © Thierry Martinez / team AkzoNobel

9590/0119

AkzoNobel

Europe

Strategic reorganisation at Sanlorenzo

ITALY Sanlorenzo announced at boot

Düsseldorf this year that its future growth is based the inclusion of new product lines, the development of the Bluegame brand acquired last year, and by the diversification into different segments and products complementary to the core business. New acquisitions are also on the horizon.

A strategic reorganisation and strengthening of the management are underway to face the new challenges. This strengthening includes Ferruccio Rossi, former managing director, assuming the position of CEO of Sanlorenzo Spa. He is also appointed president of Sanlorenzo Superyachts, the company division dedicated to metal models over 40m,

which in recent years have recorded particularly significant production volumes and a significant increase in revenue.

The strengthening also involves Carla Demaria, who has been co-opted to the Sanlorenzo Spa board following her departure from Monte Carlo Yachts last November where she was president of the Groupe Beneteau division. Demaria is also current president of UCINA, the Italian marine industry association, and her career has included 20 years with the Azimut-Benetti Group.

At Sanlorenzo, Demaria will oversee the development of the new business opportunities envisaged by the plan and the current extra-core business activities of Sanlorenzo. In particular, she assumes the position of CEO of Bluegame.

At Düsseldorf, Perotti told *IBI*: “Over the next two years we will launch a new model line – the SL Sport Coupe, which will have models of 13m (42ft), 16m (52ft) and 19m (62ft).” The first model of the Sanlorenzo Open Coupé line is already in preparation, a segment in which the brand believes it can provide a strong renewal momentum and major investments.

In addition, new lines are envisaged for the Bluegame brand. Perotti told *IBI* that this will bring the BG50, BG60 and BG70. Sanlorenzo sees that the launch of this new SL model range and the new BlueGame models will be accelerated by acquisitions, allowing diversification and expansion of the group’s product offerings. These acquisitions are currently under consideration.

Nordkapp Boats sold

NORWAY Frydenbo Marine has acquired an 80% stake in Norwegian boat brand Nordkapp Boats. Frydenbo and Nordkapp have collaborated together on the production and distribution of boats and engines in Scandinavia since 2001. The purchase includes the Mirage factory in Poland, where Nordkapp and Sting boats are produced. With 250 employees, Mirage is one of Poland’s leading boat manufacturers.

“This acquisition will provide significant synergies as well as a solid foundation for creating an even stronger and visible player in the industry,” says Tor Christian Bringedal, CEO of Frydenbo Group. “In recent years we

have had strategic discussions with Nordkapp about how we can further lift each other in the future. It was thus a natural next step to enter the ownership of Nordkapp, and a desired development for both parties.”

In total, the companies generated turnover of around NOK 500m in 2018. Frydenbo will be the majority owner after the acquisition. Former Nordkapp owner, Ronny Antonsen, will own the remaining share through the company Nordkapp Invest AS.

“Thanks to good market relations and solid product development, we’ve seen significant growth in recent years,” Antonsen says. “We still have ambitions and plans for new boat models and have



▲ The Nordkapp 660

therefore evaluated various future scenarios that can take Nordkapp Boats AS further.

“After several years of close cooperation with Frydenbo, we feel confident that they will give Nordkapp the desired boost we need to strengthen the position in the future.”

Frydenbo and Nordkapp see great opportunities in a strengthened collaboration and joint ownership. They have ambitions to expand the sales and distribution activities of their brands beyond Scandinavia through existing and new partners.

...we Certify the best.



INTERNATIONAL MARINE CERTIFICATION INSTITUTE



“

Put your trust in IMCI’s experience and expertise ...

... more than 2.800 companies worldwide have!

IMCI

Rue Abbé Cuyppers 3 1040 Brussels (BE)
Phone: +32 2 741 68 36 Fax: +32 2 741 24 18
info@imci.org www.imci.org



LinkedIn

LYS

LONDON YACHT SHOW

ST. KATHARINE DOCKS | LONDON | 8TH - 12TH MAY 2019

A YACHT SHOW LESS ORDINARY AWAITS



Discover Luxury and Glamour Unbound

Come, experience and be our guest. Join us on the water in London for an extraordinary Yacht show this spring.

informa

BRITISH
MARINE

ST
KD
EST.
1828

www.londonyachtshow.com

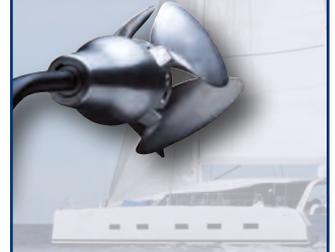


London Yacht Show



@LondonYachtShow

VARIFOLD



FIXED



CPP

AUTOPROP



SIGMADRIVE

Bruntons Propellers Ltd

T: +44 (0)1255 420005

E: sales@bruntons-propellers.com

W: www.bruntonspellers.com

Europe

Simon Owen to join Boating Communications Ltd

UK Former Time Inc UK divisional managing director Simon Owen has been appointed publishing director of Boating Communications Ltd, the publisher of *IBI* magazine, the *IBI*news.com website and the *IBI* Daily Newsletter. The company is also the co-owner, with RAI Amsterdam, of the Boat Builder Awards for Business Achievement and the official magazine of METSTRADE. Owen, who will take up his post in April, has had a 35-year career in magazine and national press publishing in both print and digital formats across a wide range

of sectors including marine, sport, country pursuits and motoring. Simon will report to Nick Hopkinson who, after 50 years' continuous involvement with *IBI*, will become executive chairman of the company prior to retiring in 2020.

"Having been involved with Nick and the *IBI* team for over 20 years while *IBI* was owned by IPC Media and Time Inc, I'm excited to be working with them again on this iconic industry brand – especially as we look to develop new B2B publishing and market intelligence opportunities. Nick's 50 years

at the helm have put *IBI* at the very heart of the international marine leisure industry and I'm very much looking forward to working with him and fellow directors Ed Slack, Philippa Drysdale and Philip Pereira to build still further on this terrific legacy."



▲ Simon Owen

Americas

Lippert reports 15% growth, pursues diversification plan

USA LCI Industries has reported full-year sales growth of 15%, hitting record revenues of US\$2.5bn in 2018. Net income increased 12% for the year to US\$148.6m.

Through its wholly-owned subsidiary Lippert Components, LCI is heavily concentrated in OEM products for the recreational vehicle (RV) business, which together with RV aftermarket products account for 63% of total revenues today. However, the company is robustly pursuing diversification to bring the RV business contribution down to less than 40% by 2020.

Indeed, OEM sales to adjacent industries – including Marine – grew to US\$614.6m for the year, up 49% year-over-year. "Our strategy to diversify our business through adjacent

markets, the aftermarket, and internationally is clearly paying off," said CEO Jason Lippert.

Lippert said that aftermarket sales grew to US\$232.2m for the year, up 36% and account for 10% of total revenues, while international sales grew to US\$104.1m in 2018, up 125% year-over-year.

Net sales of acquired businesses last year contributed US\$231.4m, or 9%, to total sales in 2018 – with US\$170m of this attributed to the Taylor Made Company, purchased by Lippert in January 2018 for US\$130m. Taylor Made's revenues were reported as US\$150m in 2017.

Content expansion is a strategy that Jason Lippert says he will pursue in the Marine sector. "We're also starting to use our innovation team more heavily in marine and adjacent

OEM markets," he told analysts during an earnings webcast. The company debuted a slide-out system with pontoon builder Bartletta Boats at IBEX which expands the deck of a pontoon boat up to six additional feet. "Other exciting marine projects on the horizon" he hinted, "include aluminium pontoon rails, flooring for boats, onboard Wi-Fi, as well as hydraulic power steering systems."

Lippert also reiterated that the company would be "looking to identify and integrate strategic acquisitions that support strong returns to shareholders and non-RV categories in Europe, adjacent markets and the aftermarkets." Marine companies are undoubtedly among the targets on Lippert's radar.

BOAT WORLD REVOLUTION



NEW interceptors

Better comfort, safety and performance

Reduced fuel consumption

Interceptors respond 5-10 times faster than trim tabs

Built-in GPS, 3D-Gyro and 3D-Accelerometer

Active Roll and Pitch Control



Zipwake is a Dynamic Trim Control System like no other. Now at the push of a button, you can get immediate lift and stability for a safe, comfortable ride and you don't have to pay a fortune. Designed for powerboats 20 - 60 feet. Developed and manufactured in Sweden.

ZIPWAKE

CHOOSE COMFORT. ENJOY PERFORMANCE.

Zipwake AB, +46 (0)31 24 77 75, hello@zipwake.com, www.zipwake.com

Follow us



Americas

Chris-Craft outlines growth plans



▲ More investment planned

USA Winnebago Industries has big plans for its iconic Chris-Craft boats subsidiary, which the iconic recreational vehicle maker acquired last June: increase the number of model offerings and boats produced, increase the size of the manufacturing facility and a corresponding increase in workforce.

“It’s pretty much our same growth plan we had before the acquisition, but now we can execute it more quickly,” Chris-Craft president and CEO Stephen Heese told the Associated Press.

With a market capitalisation of nearly US\$1bn, the publicly traded Winnebago has the necessary fuel to feed the growth fire.

“Over time, we’ll invest multiple eight figures in this business,” Winnebago president and CEO Michael Happe said during the same interview on a recent visit to Chris-Craft’s plant near Sarasota, Florida. In fact, according to Happe, it was those growth plans already on the table that made Chris-Craft

an attractive acquisition target.

The company currently produces 18 models on five production lines. It doesn’t plan to add lines but will be able to produce more models more quickly with an 80,000ft² expansion to its existing 160,000ft² plant, the addition of up to 340 employees over the next five years and exploring a market expansion targeting boats under 25ft.

As of late January, Chris-Craft had a four-month back order on key models.

“We will make it more accessible to more people through investments in operational capacity and in its dealer base and investments in the brand,” Happe said.

In Brief



▲ Cobalt’s 3SC

COBALT EXPANDS

USA Cobalt Boats is expanding its capacity at the Neodesha, Kansas factory. The project is said to total nearly US\$7m and will expand capacity while improving operating efficiencies and quality. Ground breaking is expected “in early 2019”, according to the company.

• *IBInews.com January 31*

TRUE NORTH SOLD

USA Catalina Yachts in Largo, Florida has acquired the True North line of Downeast-style cruisers for an undisclosed sum. The moulds for the True North 34, True North 34 Outboard Express and True North 38 are being moved to Catalina

• *IBInews.com January 30*

Marquis Yachts restructures following Larson sale

USA With the sale of its Larson boat brand to Polaris and the first Lexus-branded yacht due this autumn, Marquis Yachts has announced a strategic reorganisation focused exclusively on the luxury yacht market.

“Based upon years of successfully building European-styled boats, and our recent partnership with Lexus Yachts, our company is in an excellent position to capitalise on the growing worldwide market for luxury sport yachts,” said Rob Parmentier, Marquis president and CEO, in a statement.

While continuing to expand the Carver Yacht line (a new 46 Carver Command Bridge is on the drawing board scheduled to appear in early 2020), the

company announced in July that the entire Marquis sport yacht line is being redesigned and reintroduced.

To that end, a new Marquis 42 will be introduced at the 2019 Fort Lauderdale International Boat Show to be followed by 50ft and 60ft models currently in the planning stage.

The company will continue its partnership with Lexus, and will introduce its first production Lexus yacht in the autumn of 2019.

With the sale of Larson, the company said it “we will now be able to concentrate the efforts of all its skilled employees and resources to these three brands which best fit the evolving global marine market.”

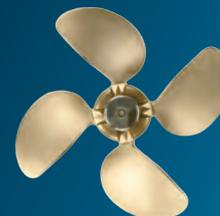
SPW GmbH
SAIL PROPELLER- UND WELLENBAU

Designer and manufacturer



VARIPROP
FEATHERING PROPELLERS

Simply the finest sailing yacht propellers in the world



VARIFOLD
FOLDING PROPELLERS



VARIPROFILE
Feathering Propeller

For further information visit:

www.spw-gmbh.de

or contact us:
propeller@spw-gmbh.de

Americas

Brunswick heralds transformational era

Words: Arlene Sloan

USA Brunswick

Corporation says it has leadership in motorboats, marine engines, P&A, and its vision for boating's future. The US-based manufacturer has become both more focused on the marine business and more expansive in its ambitions.

The industry's largest marine conglomerate released its financial results for 2018 in February, hailing a 12% increase in marine revenues of US\$4.12 billion for the year and ninth consecutive year of earnings growth for shareholders.

"Our combined marine portfolio had a fantastic 2018," Brunswick CEO David Foulkes stated, in the context of what he described as "a steady global marine market."

The company's energies are almost entirely focused on the Marine business, as it prepares to spin-off its Fitness business from the corporate portfolio by the end of Q1 2019.

ENGINE SALES

Looking closer at last year's results, Brunswick's engine segment reported record sales and earnings in 2018, with strong contributions from both propulsion and parts & accessories. Outboard engine sales increased over 17% for the year on the continued migration to higher horsepower product, capacity expansion and the newly introduced 175hp to 300hp V6 and V8 outboard engine platform.

The company also strengthened its position in the parts and accessories business (with an estimated total value of about US\$6 billion in the US) by

purchasing Power Products to provide more opportunities to leverage Mercury's relationships with boat OEMs through a broader, more integrated portfolio of offerings.

The installed base of Mercury engines is estimated at some 10 million units, and Brunswick believes each new engine sale creates a 20-year 'parts and accessories annuity' for the brand. Full year revenue growth for P&A was up 14% to US\$1.4 billion.

Brunswick said its boat segment also performed well last year with 6% increase in net sales of US\$1.4 billion – delivering US\$100 million of operating earnings in 2018, which last occurred in 2006 when the segment had revenues of US\$2.9 billion. The Group is led by its premium aspirational brands, including

“ It is not our intention to participate in the marine industry; it is our intention to define it ”

Boston Whaler, Lund and the revitalised Sea Ray, with steady improvement from Harris pontoons.

From a geographic perspective, revenue growth was strongest in the US with strong gains across all segments. The engine segment achieved growth around the globe in both propulsion and P&A. In Europe, the boat business was impacted by colder weather early in the selling season and tariffs on product imported

2018 Sales & Earnings*	Amount (adjusted)	Growth
Marine Eninge Sales (incl P&A)	\$2.99bn	+13.7%
Boat Sales	\$1.42bn	+6.2%
Total Marine Sales	\$4.07bn	+11.5%
Marine Operating Earnings	\$589m	+19.0%

Growth Rates & Sales Mix by Region				
Region	Engines	Boats	Total	2018 Mix*
US	11%	9%	11%	71%
Europe	7%	(2)%	4%	11%
Canada	9%	0%	4%	7%
Asia-Pacific	4%	8%	4%	7%
Rest-of-World	7%	(33)%	(1)%	4%
Total	10%	6%	8%	100%

Boat Revenue Mix	
	23% Boston Whaler
	17% SeaRay
	14% Lund
	11% Harris
	8% Bayliner

from the US. Boat sales in Canada were dampened by tariffs which affect more of the company's sales there.

On the back of growth across all of its marine segments, Brunswick confidently states it is now the world's largest motorboat manufacturer, the global market leader in marine propulsion, and the industry front-runner in parts and accessories, serving both OEMs and the aftermarket. The company also offers an expanding portfolio of customer-centric service businesses through which it intends to attract newcomers and deliver a 'frictionless customer experience' on the water.

Absent significant changes

in the global macroeconomic climate, the company's 2019 plan reflects revenue growth rates in the range of 9% to 11%, including an approximate 4% benefit from completed acquisitions. Brunswick anticipates an impact on pretax earnings of between US\$17 - US\$22 million related to tariffs or \$10 million to US\$15 million incremental over 2018.

FOCUS ON THE FUTURE

In addition to future revenue and earnings gains, the company says it will be rolling out extensive innovation based on technology and consumer engagement activities that will act as catalyst for more growth in the boat business, with consumers consumer continuing to demand more content on boats, focused on connectivity and ease of use.

"The next two years will see the introduction of some of the most transformational marine products in our history," Brunswick has promised.

THETFORD
Marine

X-COMPASS

ITALIAN CERAMIC WITH CARBON LAYER



NEW!

The best combination of performance and looks

- ✓ Italian design
- ✓ Special production process
- ✓ Compact toilet with all technology embedded

TECMA
ONGOING INNOVATION

thetfordmarine.com

H+B technics
„we lift your toys and tenders“



- Tender Lift Systems - Hi / Low Platforms
- Hydr. Garage Door Hinges

- Hydr. Telescopic Cranes
- Bespoke Solutions

www.tenderlift.com

H+B technics GmbH+Co. KG, Germany - Tel.: +49(0)251-93 20 76 90 - info@h-btechnics.com

FUSION
A Garmin Brand

Δ P O L L O

S E R I E S

THE WORLD'S MOST AWARDED MARINE STEREO



MS-RA770



MS-SRX400



FEATURING



A TECHNICALLY SUPERIOR LISTENING EXPERIENCE MADE SIMPLE



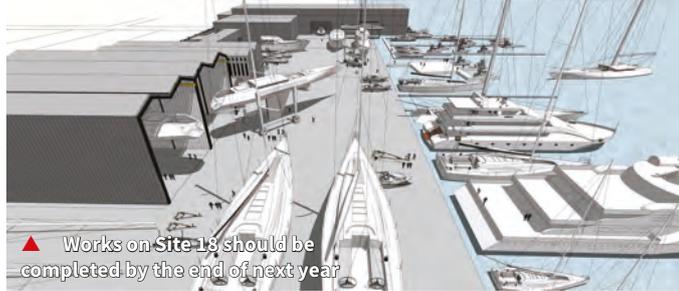
THE FREEDOM OF MUSICAL CHOICE ACROSS THE ENTIRE VESSEL



THE WORLD'S FIRST MARINE WI-FI STEREO



SEAMLESS HIGH QUALITY AUDIO STREAMING VIA APPLE AirPlay®



Rest of the World

NZ\$100m refit boost for Auckland

NEW ZEALAND Auckland's marine infrastructure is to receive a NZ\$100m boost with plans unveiled to develop a new refit facility at Site 18 in the city's Wynyard Quarter. The new facility is expected to create a boom in marine jobs and deliver significant marine and tourism spending. Plans for Site 18

have advanced after the signing of a Development Agreement between the city's redevelopment agency Panuku Development Auckland and leading marine services company Orams.

Neven Barbour, Orams CEO, told *IBI*: "Orams Marine will invest in the vicinity of NZ\$100m in marine infrastructure, including

buildings. Hopefully most of the marine works will be completed by the end of 2020."

The new facility will feature a marine haul-out and refit facility, commercial buildings and a residential tower on the northern end. It will target marine vessels up to 800 tonnes, which accounts for 85% of the world marine market.

Red flag for boating in Russia

RUSSIA The development of yachting in Russia has hit a stumbling block after a recent decision by the St Petersburg authorities to turn down a project aimed at transforming the city into a centre for yachting in the Baltic. The decision follows concerns raised by the Russian Defense Ministry over the prospect of yachts and tourists in

the islands off the Gulf of Finland, claiming it an issue of state security.

Russian and Finnish authorities had been planning to actively develop yacht tourism in the Russian part of the Baltic Sea this year. This latest project involved the launch of several yacht routes around the small islands of the Gulf of Finland forming

intermediate stops for passing yachts and boats.

At present, St Petersburg seriously lags behind its northern neighbours in terms of the number of yachts entering its waters. The number of yacht calls in Stockholm, Sweden is estimated at 16,000 annually – as for St Petersburg; that counts less than 200 visits per year.

Yamaha marine sales up 6.4% in 2018

JAPAN Yamaha Motor Co has released year-end and fourth quarter results, showing a 6% rise in marine sales reaching ¥344.7bn (US\$ 3.13bn) for 2018 and representing 20.6% of total company sales. The Marine division includes outboard motors, personal watercraft (PWCs), boats, FRP pools, fishing boats and utility boats.

According to Yamaha Motor, unit sales of outboard motors, personal watercraft and sports boats increased year-on-year, together with revenue gains. The motor business grew 5.6% to ¥185.1bn (\$1.68bn) for the year and account for 54% of sales in the Marine division. PWC, boats and other marine products grew 7.5% to ¥159.6bn (\$1.45bn) and account for 46%

of segment sales.

North America makes up 60% of Yamaha's total Marine sales, followed by Europe with 15% of sales. Europe yielded the strongest growth for the marine division – up 15% in 2018 – but the company said sales and profits were enhanced by product mix of large model outboard motors in North America.

The Marine division is the second largest business in Yamaha Motor's portfolio after Motorcycles, which represent 61% of total company sales, or ¥1,022bn in 2018.

Yamaha Motor has forecast modest growth of 2% for Net Sales in 2019 and another decline in Net Income of 9% to ¥85bn based on increased development costs, as well as

a continuation of the same uncertainties and headwinds seen in 2019 including exchange rate loses and rising raw material costs.

However, the company is optimistic about the future as revealed in a new strategic plan released in December setting a target for Group Net Sales of ¥2tr for 2021, with forecast increases of existing business in its Mobility, Marine and Robotic segments.

In the Marine division, the company is looking to achieve Net Sales of ¥374bn by 2021 through expansion of its 'integrated marine business strategy', evolution as a system supplier, and new product development, as well as long-term sustainability of the world's oceans.



SAN GIORGIO S.E.I.N.
Marine instruments and sensors

THE ENGINE MANUFACTURER PARTNER



Touch screen monitoring and control systems



NMEA2000 and CAN Bus instruments

PROFESSIONAL LEVEL CONTROL



Reed & pressure sensors

Visit us at **METSTRADE**

www.sangiorgiosein.com



SAVE THE DATE

for this year's Gala Dinner and Awards

Tuesday 19th November 2019



The National Maritime Museum, Amsterdam (Het Scheepvaartmuseum)

HEADLINE SPONSOR

Raymarine

2019 CATEGORIES

- ★ International distributor/dealer development ** Sponsorship opportunity still available*
- ★ Collaborative solution between a production boat builder and its supply chain partner *(for vessels under 24m)*
- ★ Collaborative solution between a superyacht builder and its supply chain partner *(for vessels of over 24m)*
- ★ Innovative on-board design solution
- ★ Innovation in a production process
- ★ Retail marketing initiative ** Sponsorship opportunity still available*
- ★ Environmental initiative
- ★ Best apprenticeship or training scheme
- ★ Rising star *(working for a boatbuilder and up to age 35)*
- ★ Lifetime achievement award

RETURNING SPONSORS

Raymarine

ULTRAFLEX

LUMISHORE
Underwater Brilliance

FUSION
A Garmin Brand

DOMETIC


UCINA
CONFEDERAZIONE NAUTICA
Italian Marine Industry Association

MARINE RESOURCES
MARINE RECRUITMENT SERVICES

Gurit

SIDE-POWER
Thrusters • Stabilizers • Steering systems

Sponsorship opportunities available

* For information about sponsoring the Boat Builder Awards 2019 please contact Philip Pereira on: philip@ibiplus.co.uk

ORGANISED BY

IBI

**METS
TRADE**

rai
AMSTERDAM

French fortunes transformed

IT'S TAKEN A DECADE, BUT THE FRENCH INDUSTRY IS NOW IN FULL GROWTH MODE, SURPASSING PRE-CREDIT CRISIS NUMBERS, WITH THE ADDED TAILWIND OF A DIGITAL REVOLUTION TRANSFORMING PRODUCTS AND MARKET POTENTIAL

WORDS: OLIVIER VOITURIEZ

The French boating industry has regained its strength after the crisis. While exports are driving the growth, rapid evolutions brought by the digital transformation are adding to the market tailwinds.

The recovery can't come soon enough. It's taken a full decade for the French boating industry to recover its pre-crisis turnover. "It's a great recovery. We are back to the level of 2008, with a total turnover of €4.8bn," rejoices Yves Lyon-Caen, president of the Federation of Nautical Industries (FIN). According to FIN's 2018 figures (for the financial year 09/01/2016 to 08/31/2017), turnover grew by 5% over the previous year.

FIN's data also revealed that the production of series boats reached a value of €1.09bn with 52,989 units produced. Annual growth in turnover profits also registered a rise of 12.5%. This follows increases of 16.4% in FY 2015/16 and 10.3% in FY2015/15. In terms of turnover, 60.6% of these units built in France in 2016/17 were liveaboard sailing yachts, and 33.5% liveaboard motorboats. Around 27% of the sailboats were monohulls from 12m-15m, while multihulls represented more than 40% of the units produced. On the motor side, more than 67% were between 6m-9m.

DOUBLE-DIGIT INCREASES

In summary, the double-digit increase in the overall turnover of French production is mainly down to the increase in sales of 6m-12m motorboats and the booming multihull sector. Exports dominate the

financials, with sales peaking at €816.4m (compared to €270m of sales in France). In 10 years, the share of these exports has increased from 62% to 75.1%. Of that figure, 35.7% went to the European Union (outside France), and 39.4% mainly to the US and Canada, but also Asia and the Middle East. "Exports could rise to 76% of the turnover in 2018," says Lyon-Caen. "Markets are particularly dynamic in Europe and North

“ Though motorboats lead the recovery, France has always been a market where sail has enjoyed a robust following ”

America.” Optimistic, the French boating industry expects growth of 8% in 2018, hoping to reach €5.2bn in turnover.

Though the motorboat segment leads the recovery, France – a country where the likes of yacht racers Eric Tabarly and François Gabart are household names – has always been a market where sail has enjoyed a robust following. It remains the indisputable leader in the sail segment. "In France, sailing is more present than elsewhere and still accounts for 40% of sales," confirmed Lyon-Caen in the newspaper *Ouest-France*. "In this area, the catamaran has become very important: it is now half the figure."

FIN's president, however, remains cautious, noting the many uncertainties that weigh on the geopolitical front. "It would be hard to list everything," he says. Brexit? "If it's a 'hard' exit, everyone will be impacted, despite the fact that for the last two years it's not had the negative impact many people feared. The English are a great seafarer people!" Other factors weighing on the business? "The trade war between China and the United States, the Italian budget, Merkel's succession... All that will have an influence."

MIXED PICTURE

Regarding the internal market, Lyon-Caen is just as mindful, noting a nuanced picture: "In France, after a recovery, the market stagnated last year. On the one hand we have an ageing population of boaters, on the other, the market's undergoing a transformation."

Still, according to FIN figures, boat sales on the French market continue to grow (+5.6%) to reach €270m. The motorboat segment (€128.1m) increased by 3.6% and the sailboat segment (€133.1m) grew by 6.4%.

The leisure fleet also continues to grow – 1,014 million boats were registered in 2016/17. More than three-quarters of them were motorboats, 90% of those less than 8m in length. New registrations are increasing for the first time since the 2008 crisis (+8.9%). 12,585 new boats were registered in 2016/17, mainly motorboats (+11.15%). The number of registered sailboats remained stable (+0.31%). ➔



TAILORED BEST
MARINE SYSTEMS SINCE 1952

nanni >> >>

RANGE OF MARINE ENGINES FROM 10 TO 2000 HP & GENERATORS FROM 6 TO 500 KW



STATS & FACTS

COMPILED BY ARLENE SLOAN (from Fédération des Industries Nautiques figures)

Key statistics for the French boating industry

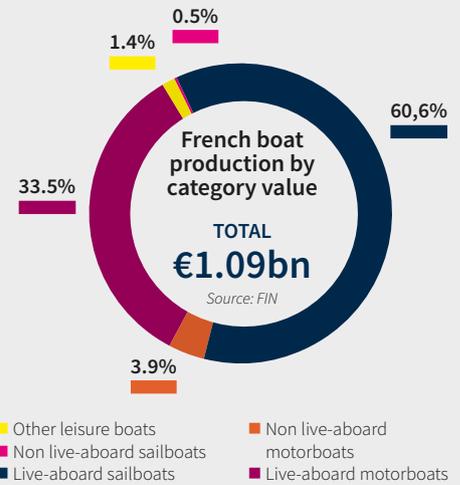
€4.8bn of total turnover (+5%)
5,470 companies
41,460 employees
€1.09m boat production turnover (+12%)
52,990 boats produced (+4%)
3,450 sailboats (0%); 11,190 motorboats (+5%)
75% industry turnover from exports (+15%)

Facilities

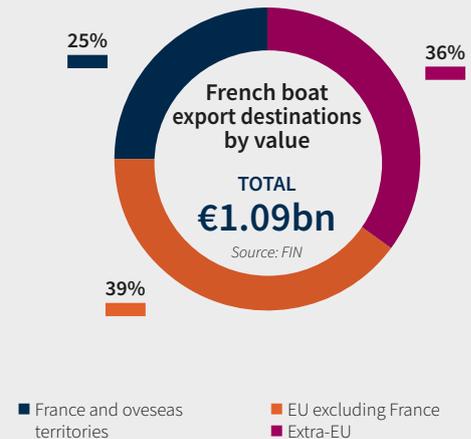
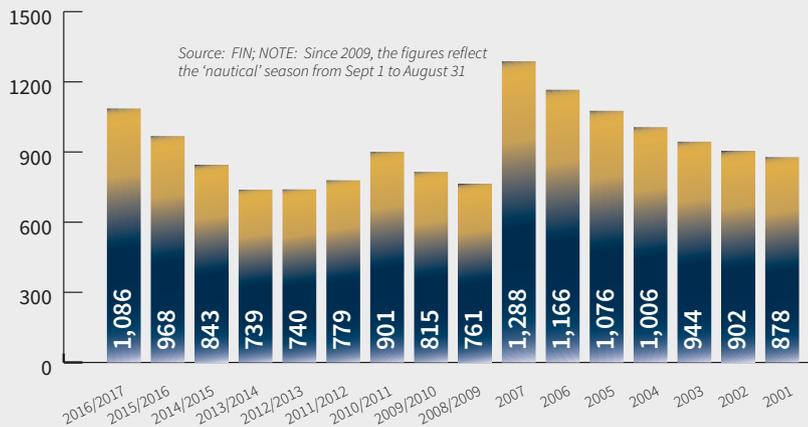
More than **400** marinas
252,000 berths
 Nearly **40** dry ports
 with more than **11,000** spaces

Participation

9 million occasional practitioners
4 million regular boaters
12,585 new boat registrations:
76% motorboats; 58% boats <6m
61,780 pre-owned boat sales:
76% of motorboats; 59% of boats <6m
 More than **1,000** sailing schools
 More than **200** motorboat schools



Evolution of Boat Production Turnover (€ mil)



French yards remain dominant, responsible for 47.1% of new boats entering the domestic fleet, with Italy and the US following at 11.6% and 11.2% respectively. All other countries account for less than 10% of new boats.

The rise in the sale of new boats has seen a contraction in the second-hand market. 61,783 transactions took place in 2016/17, a decrease of 1.4%, mainly in the sailboat sector. All size ranges were impacted. 80% of the ownership changes involved motorboats, and 61% of these were units of less than 6m.

With 61,000 pre-owned vessels, including 49,000 motorboats, compared with almost 12,000 new boat registrations, the second-hand market remains significant and presents a unique problem – or opportunity to be grasped, as an increasing number of boats near their ‘end of life’. “We are launching a national decommissioning infrastructure in 2019. It is the first in the world with 25 to 30 centres, because in the next five years, we will have to dismantle 20,000 to 25,000 boats,” says FIN.

CHANGING MARKET

While the general market is now seeing an upward trend, the nature of that market is evolving. Boat-owning ‘baby boomers’ are giving way to a new younger generation less dedicated to spending extended periods on the water, and less wedded to the desire for ownership. Coupled to this development in online usage and the ‘Uber-isation’ of daily life, the impact is already being felt in the marine segment. Fleeing the constraints of ownership, new generations of users have mostly resorted to renting, turning to rental platforms on the internet, boat clubs and rental timeshare schemes.

This rapidly growing internet rental sector (with a fleet of owner-owned and professional rental companies) has seen the emergence of many start-ups. One of the best known is Click & Boat, which launched in 2013. Describing itself as the ‘Airbnb for boats’, it raised another €4m of funds at the beginning of the year. More than 300,000 boaters have sailed through the platform since its inception.

LOÏC BONNET | FOUNDER
DREAM YACHT CHARTER

We bought them [SamBoat] to save time and to create an undisputed world champion in online leasing

In this niche, there is also SamBoat, Ocean Serenity, Boaterfly, vogavecmoi and more.

But it's not just start-ups that are looking to cash-in on an emerging trend. Established players have also been making their moves, none more established, or potentially more significant than Group Beneteau. In March last year, the French giant set out its stall to capture the next generation of boater with its new Band of Boats platform. Spearheading its internet strategy, this new nautical platform is both boat community hub, marketplace for new and used boats from dealers and private sellers, and a portal for boat rental from professional sellers.

To accelerate its digital transformation, one of the main axis of its ‘Transform to Perform’ strategic plan, Group Beneteau took control in November of Digital Nautic and its site HeyCaptain. This day-rental site for sailing and motorboats is already used by more than 250 professional rental companies in France, Italy, Spain and Portugal. Founded in 2014 in Nantes, Digital Nautic supports professionals in the digital transition by developing online solutions to improve their level of service (booking system, automation of contracts, collection of customer reviews, sale of additional insurance, secure payments etc.)

The acquisition of Digital Nautic strengthens the digital skills of the Band of Boats team by integrating the two co-founders of Digital Nautic into

the marketing and IT development management functions, expanding the rental offer by adding the day-long rental of motorboats and sailing to the already-available offer of weekly rental of sailboats, and accelerating the development of the new Band of Boats brand in Europe.

Joining the race is Dream Yacht Charter, which has also been establishing strategic partnerships. With a fleet of more than 1,000 yachts across 35 countries and 53 bases, Dream Yacht Charter claims to be the market leader in boat rental/catamaran cruising. It has just swallowed up the internet platform SamBoat, a Bordeaux start-up peer-to-peer boat rental specialist. The acquisition was carried out with the support of the Nextstage fund, which also supports the yard Fountaine-Pajot. “We bought them to save time and to create an undisputed world champion in online leasing,” says Loïc Bonnet, the group’s founder.

DREAM DEAL

With this in mind, Bonnet took advantage of the Paris Boat Show in early December to announce the purchase by Dream Yacht of the Boat Club de France. Boat Club de France’s 11 French bases will integrate with those of the Dream Boat Club, founded last year.

“The Dream Yacht brand is a great accelerator for the Boat Club,” said Bruno Voisard, founder of the Boat Club de France. “We are creating a unique Boat Club.” In order to supply boats to the ever-growing Dream Boat Club, Bonnet has also formalised a cooperation agreement with Zodiac who will now be its exclusive supplier of semi-rigid and inflatable boats. Zodiac will also benefit from the distribution network. With a website registering one million unique visitors per year, Zodiac’s traffic could help raise the profile of the SamBoat site that connects private boaters.

Dream Yachts has all the cards to become a heavyweight in this burgeoning sector. If it plays them right, it could be a significant competitor to Group Beneteau. Either way, with a new growth platform established, the biggest winner could be the boating industry at large. **IBI**



TAILORED BEST
MARINE SYSTEMS SINCE 1952

nanni >> >>

RANGE OF MARINE ENGINES
FROM 10 TO 2000 HP
& GENERATORS FROM 6 TO 500 KW



Mia, great meeting you last night. Want to join me for dinner on my boat?



✓ 12 sec ago

It has a Seakeeper, right?



✓ 4 sec ago



**ONCE YOU FEEL IT,
YOU'LL NEVER BOAT WITHOUT IT.**

SCHEDULE A DEMO RIDE TODAY

seakeeper.com



Full speed ahead

NOW IN FULL GROWTH MODE, FRENCH BUILDERS ARE INVESTING IN PRODUCT AND TECHNOLOGY, WHILE STRATEGIC ACQUISITIONS AND MERGERS ARE CHANGING THE FACE OF THE SECTOR

WORDS: OLIVIER VOITURIEZ

France's Group Beneteau registered sales up a significant 8.5% to €1.28bn in 2018, capping off a year that has seen some substantial investments by the group both in terms of acquisitions and new product development. It acquired Slovenian sailboat builder Seascope and the Polish group Delphia Yachts toward the end of last year and has spent something like €60m-€80m in new model development over the past 10 years.

"We emerged from the crisis without any debt and, in a global yachting market up 4% this year, Beneteau posted sales growth of 9% in motorboating and sailing," says Hervé Gastinel, chairman of the Board of Group Beneteau.

"The Group, today world leader, is unique in its kind. There is indeed no other yard that looks like us, covering virtually all segments: sailing, motor, 5m to 35m, present on all continents, in full transformation under the leadership of Hervé Gastinel, still predominantly family-owned, and already in full generational recovery," congratulated Annette Roux, receiving in October the Grand Prix of the Economy 2018 from French newspaper *Les Echos*. At the helm of the Beneteau shipyard since 1964, this iconic boating figure has largely contributed to the creation of this international group, which has 28 plants worldwide and employs 7,400 employees, including more than 5,000 in production.

The objectives remain ambitious, as reinforced by Hervé Gastinel to the magazine *Investir*: "In the medium term, it is a question of multiplying by two by 2020 our current operating margin compared to that of 2016 – that is to increase it to 8.5-9%. We also want a growth of our sales twice as strong as that of the market and, finally, a generation of cumulative free cash



flow between €200m and €250m" – a development in line with the "Transform to Perform" strategy plan focusing on industrial, technical, commercial and digital innovation that was launched by Hervé

Gastinel when he arrived to head up the Group in 2017. 2018 also saw the unveiling of a new Group Beneteau brand – Excess Catamarans. Oriented to a younger, sportier clientele than Lagoon (world number one in the cat market), the Excess range should in the next two and a half years offer five models from 11m-15m. The first two models, Excess 12 and Excess 15, will officially launch in September at

the Cannes Yachting Festival.

But it's not all been plain sailing. Tensions within the family were exposed in early November when it was announced that Beneteau would be parting company with Carla Demaria, founder of the

▲ Lagoon's new 46. The builder is world number one in the global catamaran market

“Tensions within the family were exposed in November when it announced it would be parting company with Carla Demaria”



TAILORED BEST
MARINE SYSTEMS SINCE 1952





RANGE OF MARINE ENGINES
FROM 10 TO 2000 HP
& GENERATORS FROM 6 TO 500 KW

HERVÉ GASTINEL | CHAIRMAN
GROUP BENETEAU

In the medium term, it is a question of multiplying by two by 2020 our current operating margin compared to that of 2016



▲ Fountaine-Pajot's new MY44 cat

Group's Italian subsidiary Monte Carlo Yachts. Demaria was replaced by Christophe Caudrelier, Chief Financial Officer and member of the Management Board of the Beneteau Group, who was appointed on November 21 as president of Monte Carlo Yachts. The management team of Monte Carlo Yachts, led by Fabrizio Iarrera, has been confirmed in its missions, which "enjoys the full confidence of the controlling shareholder." Monte Carlo Yachts will present three new models in 2019.

To develop the international presence of Prestige Yachts, which in just 20 years has become one of the world leaders in the 40ft-75ft motoryacht market, Erwin Bamps, formerly of UAE-superyacht builder Majestic Yachts, has taken over the general management of the brand from Jean-Paul Chapeleau, CEO of Jeanneau-Prestige. Bamps' mission is to develop Prestige in the Middle East and Asia, while continuing to consolidate its luxury positioning in all markets.

FOUNTAINE IN GROWTH

Fountaine-Pajot, France's second biggest player, is also in excellent health. The La Rochelle shipyard acquired sailboat builder Dufour Yachts (also in La Rochelle) for €30m in April last year, a deal carried out with the support of the Nexstage fund.

Fountaine-Pajot has also partnered with Nexstage to acquire a 51% stake in Dream Yachts Charter, which claims to be the world leader in boat rental. With a turnover of €110m in 2017, and a growth of about 20% expected in 2018, Dream Yacht Charter manages more than 1,000 boats, with a presence in 27 countries and more than 50 rental bases throughout the world. Dream Yacht is also the largest buyer in the world (and the biggest Beneteau

customer), with about 240 new boats bought each year.

According to the Federation of Nautical Industries, French shipyards delivered 718 catamarans last year, worth in total €333m, 35% more than the previous year. These multihulls now account for a quarter of French pleasure boat production. Riding on this buoyant market, Fountaine-Pajot published for the fiscal year 2017/18 (from September 1, 2017 to August 31, 2018), a turnover on a like-for-like basis up 34% to €106m (excluding the integration of Dufour Yachts), and total sales up 74% to €137.6m (including four months of Dufour Yachts' activity). This dynamic is driven both by the launch of two new models (the Saona 47 sailing catamaran and the MY 44 motor catamaran) and the improvement of industrial processes, which has accelerated the pace of production and deliveries of boats. The project also consolidates its international expansion (87% of export sales), with double-digit growth across all markets. The geographical distribution of sales is as follows: 28.4% in Europe, 23.5% in North America, 18% ROW and 17.1% for the Caribbean zone. France is up 82.9% and accounts for 13.1% of sales. Sales of Dufour monohull sailboats are mainly oriented towards Europe (58% of sales) and in particular in France (26%). Fountaine-Pajot, which anticipates a new year of growth, continues its strategy of renewal and range extension, both in sailing and power.

Still in the world of multihulls, located in La Rochelle, Neel Trimarans has just bought one of its main subcontractors, the TechniYachtsPinta yard. With 70 employees, Neel Trimarans achieved a turnover of €4m in 2017 – a result that should be doubled in 2018. The acquisition

TAILORED BEST
MARINE SYSTEMS SINCE 1952

nanni >> >>

RANGE OF MARINE ENGINES FROM 10 TO 2000 HP & GENERATORS FROM 6 TO 500 KW

Troubleshooting... Anywhere, Anytime.



Thanks to AIRMAR's award-winning TDT1000 and SensorCheck™, the guessing game is over.

- Easily test transducers onboard or in the shop
- Quickly compare a transducer's current acoustic performance to its original factory-approved setting with a simple In Range or Out of Range result
- For use with conventional and Chirp-ready transducers with operating frequencies from 25 kHz to 500 kHz
- Instantly save and email test results, giving the tester and customer the ability to document and track transducer performance over time



sales@airmar-emea.com

+33 (0) 2 23 52 06 48

A WIDE RANGE OF POWERFUL DIESEL ENGINES TO SUIT EVERY BOAT ...



Craftsman
MARINE



CRAFTED WITH CRAFTSMAN MARINE

For more information www.craftsmanmarine.com

Roodberg®

The Original



“The easiest way out!”



www.roodberg.com

Y.M.M.®
GENUINE



Marine Spare Parts



YAMAMOTOR INTERNATIONAL CO.,LTD.

Tel: +886-4-22703923 Fax: +886-4-22775482

E-mail: tedliao7@ms10.hinet.net

www.yamamotor.com.tw



**Advertise in IBI magazine
to reach boatbuilders
and equipment manufacturers
around the world.**

Advertising in IBI works

CONTACT

Philippa Drysdale

Marketing Director | IBI

T: +44 (0) 751 112 1833

philippa@ibiplus.co.uk

www.ibinews.com

IBI
INTERNATIONAL BOAT INDUSTRY

BOATBUILDERS | FRANCE

of TechniYachtsPinta, which has a site of 2500m², allows Neel Trimarans to develop its industrial footprint, in order to have sufficient production capacity to respond to strong sales growth. This summer, Neel Trimaran had doubled its own production site, from 1,000m² to 2,000m².

Catana Group (with Catana and Bali catamaran brands), considered the world's number four in the recreational catamaran market, also reported a strong increase in its sales and results. The 2017/18 turnover is €54.4m, compared to €43m the previous year. The sustained sales momentum of the two brands is revealed in strong growth in new boat sales of 30%, which amounted to €40m versus €30.6m in 2016/17.

With its multihulls brands (Outremer, Gunboat, bought in 2016) and monohulls (Garcia, Allures, Alumarine), the Grand Large Yachting Group is also benefitting from the industry's revived fortunes. Founded in 2003 by Stéphan Constance and Xavier Desmarests, the multi-brand group was expected to reach €40m turnover in 2018, with around 40 boats sold. The company employs 250 employees and a 100 temporary workers between Normandy and La Grande-Motte, where its construction sites are located. It was at the Outremer yard at La Grande Motte (Mediterranean coast) that the manufacture of US luxury catamarans brand Gun Boat was repatriated, the commercial activity remaining in the United States (North Carolina).

CONSOLIDATION

Another notable consolidation over the past 12 months has been the merger between Rhéa Marine and Groupe Experton-Révollier. A specialist in steel processing, Experton entered the boat sector with the successive buyouts of the Wauquiez and Latitude 46 shipyards in 2011 and 2015 respectively, pulling together a stable of premium brands. The purchase of Rhéa Marine, which operates in the high-end motorboat market, completes the portfolio.

NOT ALL PLAIN SAILING

One of the few negative headlines in the year was news the demise of sailing shipyard Wrighton Bi-Loup, its partners having decided to liquidate the activity of the company. Breton shipyard Plasmor, builder of canoe-kayaks and small sailboats, was another firm to enter liquidation. The fate of B2 Marine, manufacturer of Blue Djinn and Cap-Ferret ranges (4.5m-7.5m), was more positive, however. After experiencing serious difficulties in 2015/16, the company founded in 1986 by Bernard Badets is once again firing on all cylinders. The shipyard is moving to a new factory in Latresne, near Bordeaux, where all of its sail and motor ranges will be completed. Since its founding more than 30 years ago, B2 Marine has built more than 10,000 units.



▲ Zodiac's Dominique Heber-Suffrin

It's also good news for RIB and inflatables manufacturer Zodiac, which having entered receivership back in 2015 is back and in expansion mode. A strategic plan launched in 2015 by Dominique Heber-Suffrin, its new CEO and owner, is bearing fruit. Turnover slumped to €10m in 2015 but should reach €50m for 2018. 85% of its sales are from export, with the lion's share of those (45%) going to the US.

Last year the French firm teamed up with German firm Torqeedo to launch a 100% electric tender, the Avon eJET 450, at the Cannes Yachting Festival 2018. **IBI**

PLASTIMO LIFERAFTS

PREMIUM QUALITY PROVIDES UNIQUE WARRANTY

Building on a unique 40-year expertise as liferaft designer and manufacturer, Plastimo confidently commit themselves:

- Design by our R & D team, fully dedicated to your safety.
- Exclusive and patented construction technology.
- Production in our Plastimo factories, ISO9001 certified.



With such quality features now extended over a longer liferaft lifetime...

No doubt, a Plastimo liferaft is your best investment and safest choice!

NEW

18-year* manufacturer's Warranty

RETROACTIVE TO ALL OUR LIFERAFTS MANUFACTURED SINCE 2013.



Photo: B. Leglavin ©

*Provided servicing is conducted at the required intervals.

PLASTIMO
happy boating to you!

Keeping up with change

A BUOYANT BOATBUILDING SECTOR IS PROVIDING RICH PICKINGS FOR EQUIPMENT MANUFACTURERS, WHILE INCREASING CONSOLIDATION AND TECHNOLOGY ADVANCES ARE SHAPING THE NEW BUSINESS LANDSCAPE

WORDS: OLIVIER VOITURIEZ



▲ Last year, carbon mast manufacturer Lorimar was acquired by the Wichard Group

France's equipment and services sector has enjoyed another solid, if unremarkable year, with growth of around 2.8%, according to the nautical association Fédération des Industries Nautique (FIN), lagging behind the more robust rebound being experienced by the boatbuilding sector, which registered an increase of 11.5% over the same period. This sector, with its overall turnover of €3bn and its workforce of more than 26,000, remains by far the most important activity in the French market, and being now in rude health has inevitably had a positive impact on an equipment industry experiencing the dual forces of greater consolidation and a digital revolution that is driving new product development.

▼ Work underway at furling system specialists Facnor



ALLIANCE MARINE

Active in both manufacturing and distribution, Alliance Marine continues its positive growth curve. "The Group is doing very well," confirmed its head, Jean-Paul Roche, with 2018 turnover at €170m, up 25% on the previous years. This was thanks, in part, to two recent acquisitions. 2018 saw it acquire Italy's second largest distributor, Forniture Nautiche Italiane, and also the 3SI Group, which includes the Ocean Safety, Typhoon and ISP brands, in the UK.

The Group now employs 700 people, including the 250 employees of 3SI in England. "The acquisition of 3SI at the end of September from the fund August Investment is a very important step for us," said Roche. "Of the €35m turnover that 3SI makes, 60% is in the UK, the rest for export. Luckily, few sales are made in France or in Europe, which is reassuring in the context of Brexit." Another positive – what Roche describes as the "beautiful ranges" produced by the British firms, 40% of which are targeted at the commercial marine sector.

“It reinforces the fundamentals of Alliance Marine since its inception: to have a 70/30 split between our leisure boating and professional activities”

"It reinforces the fundamentals of Alliance Marine since its inception: to have a 70/30 split between our leisure boating and professional activities," assured Jean-Paul Roche, whose mission he said was to secure the group by tapping into various market segments, increasing

its geographical distribution, while developing proprietary products and keeping tight control of production. "Let's not forget Lehman Brothers. An OEM market can collapse," he said, adding that exposure to less cyclical markets such as fishing, military or superyacht sectors that could offset declines in leisure, was key.

Though equipment makers have seen a boost in business from the flourishing OEM sector, the



TAILORED BEST
MARINE SYSTEMS SINCE 1952





RANGE OF MARINE ENGINES
FROM 10 TO 2000 HP
& GENERATORS FROM 6 TO 500 KW

aftermarket appears softer, with growth modest – estimated at between 0 and 2%, according to Roche. “A chaotic market, and it is not the social events of this winter that will change the situation,” he laments, referring to the ‘gilets jaunes’ or ‘yellow vest’ protests. He notes a general sluggishness of activity in France that’s mirrored to some extent by its markets in Italy and Germany. Alliance acquired Bukh-Bremen in Germany two years ago, and according to Roche, that business is also experiencing only modest growth.

As for its other businesses with the Group – VDM/Reya continues to modernise, while Kent Marine was reported to have had a very good year. The company in Saint-Herblain (near Nantes) is in the process of moving to new premises that will bring all of its personnel and stock under one roof. “The move reassures the teams, as it shows that we are investing.”

POSITIVE PLASTIMO

2018 was a positive year for Plastimo, confirmed director of communication, Cathy Millien. “We are developing more and more new products, particularly clothing. As with our security products, our design office partners up with external experts, designers and stylists, to develop innovative and attractive ranges. They’re good mid-range products, excellent value for money, that strengthen the legitimacy of Plastimo in the clothing sector,” she told *IBI*. Approximately 40% of Plastimo’s business (proprietary products) is for export.

On the distribution side, Interemer (the purchasing centre for the Accastillage Diffusion distribution network) suffered a little more than the others due to bad weather.

Jean-Paul Roche remains optimistic about the stability of the markets. “What is happening in the marine market has happened with more mature markets, such as the automotive sector from 1985 to 2000. We’ve seen more consolidation and ‘Europeanisation’ of manufacturers and distribution. Alliance Marine anticipated this consolidation.”

Digitalisation and the move online is also playing its part in changing the equipment and distribution landscape. “From customer care and accounting, to marketing, everything has to be digitalised. It’s easy to say, but it takes a lot of time, and requires huge investments,” explains Jean-Paul Roche. With an estimated cost of €2m, the digitalisation of the group is underway.

The other major networks of equipment specialists, such as BigShip and Uship, are also embracing online, with internet sales boosting the bottom line and piling more pressure on smaller shops that are caught in a vicious circle of less sales, resulting in less cash and dwindling reserves of stock, putting pressure on sales again.

DISTRIBUTION

With 135 independent sales outlets in France and around the world, Uship is the leading network for hardware distribution. It has a storage facility and a logistics platform measuring some 3,500m² in Landevant, Brittany, managing more than 10,000 items. Turnover in 2018 was €11.5m, on par with the previous year. “These last months have been complicated in France by the social movements of the yellow vests that have disrupted supply chains,” CEO Stephan Serra told *IBI*. “But the good results of the boat shows, in particular that of Düsseldorf, and the performances of shipyards give me optimism,” he adds. ➔

CLION-MARINE

**A NEW GENERATION
HIGH QUALITY
AIRCONDITIONING
SYSTEMS BASED ON
INVERTER TECHNOLOGY**

CLION-MARINE
KEEPING YOU COOL

WWW.CLION-MARINE.COM

EQUIPMENT | FRANCE

The almost total coverage of the French market by its network has required Serra to forge partnerships abroad – four new locations in Spain, one in Madagascar and another in Saint-Pierre and Miquelon have just been signed.

For the Uship CEO, if there is consolidation with the market, it is more at the equipment manufacturing level, as witnessed by the aggressive acquisition policy of Alliance Marine, than within the distribution chain. That network is still very regional. As for digital, he says it's an area where distributors need to be present. Uship has recently revamped its online presence with a new website. "A customer must be able to buy at the time he wants on our site, and be delivered to his house or at the point of sale, so says to the principle of Click and Collect," claims Serra. However, the Uship CEO sees digital much more as a support, an additional service rather than the end goal, given the size limitations of the leisure marine market. "Making huge discounts on our site does not mean we will do much more volume. We are not a mass-market, we are a niche-market," he maintains.

Another major equipment player is the Wichard Group. Founded in 1919 in Thiers, in the centre of France, Wichard is an industrial group supplying marine fittings to both leisure and commercial sectors and counts Profurl, Facnor, Sparcraft among its subsidiaries. With six production sites (five in France and one in the USA), the group, which employs 250 people, realised a turnover approaching €40m last year and business is said to be booming, driven in part by strategic acquisitions. In April last year, the group bought the Breton manufacturer of carbon masts Lorima, which employs 40 people, and most recently, just before Christmas, Wichard announced the acquisition of Péguet. Based in the French Alps, Péguet manufactures quick links used on anchor chains. It employs 40 people and has an annual turnover of around €4.5m.

“ Making huge discounts on our site does not mean we will do much more volume. We are not a mass-market, we are a niche market ”



▲ Plastimo is developing its clothing line

"From 2002, the support of our financial partners allowed us to acquire the companies that we coveted: Profurl, then the group Losange with Facnor and Sparcraft," explains Wichard director Jean-Claude Ibos. Though the financial partner might have changed with the arrival in late 2017 of NAXICAP (Natexis and Banque Populaire), Jean-Claude Ibos remains on the look out for more

potential acquisitions. "We are very present in the world of sailing, and in the industry. We are looking for complementary functions to what we already do. We want to strengthen ourselves in these worlds, to reach a critical size, with a company that resembles us," says Ibos, emphasising that the advantage of having a solid financial partner makes it possible to move quickly when the opportunity arises. "But without rushing," he adds. "If the opportunity does not come, we will wait." In the meantime, the group's strategic focus remains on optimising and developing its industrial processes and 'Made in France'

products, increasing margins and ratcheting up innovation.

ENGINES

Three manufacturers are competing for the French outboard market: Japanese firms Yamaha and Suzuki and Mercury Marine in the US, each one with about a quarter of the overall market share. For Suzuki, which claims to have gained 10% market share in five years, France is its second largest market after the US. "We've sold 17,000 engines a year for the last three years, that compares to around 12,000 units during the crisis," said Guillaume Vuillardot, director of marine activity for Suzuki. As far as the inboard market is concerned, major player Yanmar has revised its network in France, taking over direct distribution, after a long collaboration with Fenwick.

EXPANDING NETWORKS

French engine mariniser Nanni has announced a new strategic partnership with Swedish engine manufacturer Scania. The two companies have decided to join forces to improve opportunities for marine recreational and commercial applications. This agreement strengthens the Nanni product base, with an increased maximum power output now reaching 1,200 hp, targeting vessels ranging from 50ft-80ft. The Franco-Italian engine manufacturer is pursuing the development of its international network, with the signing of a partnership in Latin America. Fibrecon Marine, based in Lima, Iquitos and Piura, Peru, will be responsible for importing Nanni engines into the country, as well as developing the brand in Ecuador, Chile, Panama and Argentina.

For more on Nanni, see IBI's engine report on p62. **IBI**



▲ Above: Alliance Marine's Jean-Paul Roche. Left: Uship's CEO Stephan Serra

TAILORED BEST
MARINE SYSTEMS SINCE 1952

nanni >> >> >>

RANGE OF MARINE ENGINES FROM 10 TO 2000 HP & GENERATORS FROM 6 TO 500 KW

Because connections matter...

Captains trust KVH & TracPhone® worldwide

"I have logged more than 300,000 ocean miles in my career, always with KVH products on board and KVH support on call. The clients I represent also demand the best and fair value. That's why KVH and its systems and services are a perfect match for us. The new TracPhone V7HTS delivers great data speed and we enjoy outstanding TV entertainment thanks to TracVision®. Through it all, KVH and its team has kept its personal connection, outstanding support attitude, and innovative technologies, making our choice of KVH a win-win for all!"

– **Captain Tim Laughridge**
MY Lady Victoria

MY Lady Victoria –
With V7HTS displayed in optional matching TracVision HD11 size dome.



Winner of NMEA
2018 Product of
Excellence Award



Bring streaming fast speeds onboard with KVH's **TracPhone V7HTS** with speeds as fast as 10/3 Mbps (down/up)* – kvh.com/hts

Visit us at **METSTRADE**
Amsterdam
13-15 November 2018
Stand: 01.153

WHAT'S NEW? EVERYTHING!



High-speed 10/3 Mbps (down/up)* data channel
plus a FREE unlimited use data channel



Affordable hybrid
airtime plans



Next-generation
HTS network



Expanded global
coverage



Good for now, but can it last?

DESPITE A WORSENING MACRO-ECONOMIC PICTURE, THE ITALIAN MARINE INDUSTRY HAS ENTERED 2019 IN A CAUTIOUSLY OPTIMISTIC MOOD OFF THE BACK OF RISING SALES BOTH AT HOME AND ABROAD

WORDS: ED SLACK



GENOA – BUILDING ON SUCCESS

The 2019 edition of the Genoa International Boat Show will take place in Genoa from September 19-24. Last year's event registered 174,610 visitors, with 951 exhibitors and 1,100 boats on display. The organisers have endeavoured to present a more specialised event in recent years adapting the layout into specific 'zones'. The 58th Genoa International Boat Show was divided into a Tech Trade Show for components and accessories, a Sailing Show (Sailing World), a Show for the outboard world (Boat Discovery) and a Show area for Yachts and Superyachts.

At the time of going to press 96% of exhibitors that were present in 2018 had already confirmed they would be back again this year. In addition, the Italian Ministry for Economic Development has also officially confirmed their support, through the Italian Trade Agency, in relation to incoming missions for international buyers and journalists.

On paper, at least, 2018 was a good year for the Italian leisure marine sector and despite a worsening macroeconomic picture and the potential for an escalation in trade tariffs, 2019 is shaping up to be another positive year. According to trade association UCINA's preliminary figures, delivered at its general assembly in Rome at the end of 2018, the Italian boating industry grew by 9.5% in 2018, with 63% of businesses expecting another increase in turnover for 2019. Some 14% expect an increase over 10%; 14% between 5%-10%; and 35% up to 5%. The growth is being registered across all sectors – motor, sail, superyachts and RIBs.

UCINA expects the boatbuilding sector to register an increase of around 10.4% and the equipment sector (accessories and motors) 7.8% in 2018.

The figures show a continuation of the positive trajectory the Italian industry has been on since 2014, with total sales up 12.8% rising from €3.44bn in 2016 to €3.88bn in 2017.

“The Italian boating industry has recorded a significant and consolidated recovery: starting from the lows of 2013, it registered an increase of 60% in just four years, a performance that perhaps no other industrial sector in Italy has been able to generate,” said UCINA president Carla Demaria.

Despite the final 2018 data not being available until March, UCINA told *IBI* that exports, as usual, were leading the market, with over 80% of boat production sold abroad. “Looking at the tendencies of the boat purchase leasing contracts (the most common financial contract for Italian buyers) the domestic market, after an outstanding 58% increase in 2017, has confirmed a good performance for the first eight months of 2018 both in number of new contracts and in overall value of the domestic sales,” Demaria added.

“The traditional markets – Europe and North America – are performing quite well in all the segments. The Gulf countries and some South Asian areas are showing a growing interest in the larger ➔

The very first figures of the 59th Genoa Boat Show:

19-24 SEPTEMBER 2019

S⁵⁹ salonenautico



STATS & FACTS

COMPILED BY ARLENE SLOAN (Source:UCINA, IBI estimates)

Key statistics for the Italian boating industry

€3.9bn TOTAL INDUSTRY TURNOVER (+13%)

725 boatbuilders; 6,100 employees

€2.16bn boat production turnover (+13%)

2,000 inboard boats produced (est.)

€1.9bn in boat exports (87% of turnover; +13%)

379 superyachts on order (+7%)

37m avg. superyacht length

€773m equipment production turnover (+9%)

€400m in equipment exports (+7%)

BOAT PARK: 576,000

101,000 registered boats (-1%)

80.3% motorboats | 19.5% sailboats | 0.2% superyachts
54% boats < 10m

936 new boat registrations (+38%)

475,000 unregistered boats (est.)

7,821 boats per km/coastline

BOATING FACILITIES: 778

85 marinas

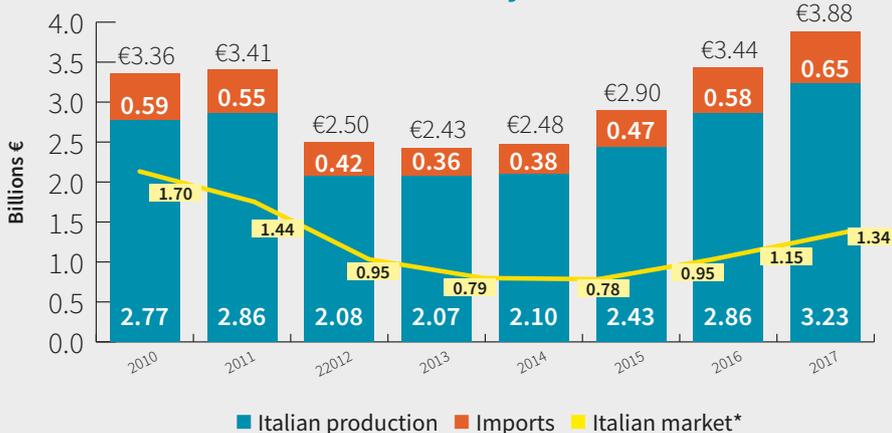
459 multi-purpose ports/docks

234 berthing points

159,300 berths

3 boats per berth

Total industry turnover



Italy's Top Boat Export Markets

COUNTRY	€ MIL
US	298.6
Malta	247.0
Cayman Islands	176.6
France	130.8
British Virgin Islands	127.7
Turkey	70.7
Hong Kong	54.8
UK	51.0
Cyprus	32.7
Marshall Islands	30.7
Germany	28.1
Spain	27.0
Japan	26.6
Jamaica	25.6
Singapore	25.3

67% - €2.16bn

Boatbuilding

2% - €72m

Engines

7% - €221m

Yards (refit, repair, etc)

24% - €773m

Equipment

89.2% - €1.9bn

Inboards

0.2% - €4m

Small boats*

6% - €130m

Sailboats

3.7% - €81m

RIBs/inflatable

1.2% - €23m

Outboards*

*Inboard boats include sterndrive and jet drives

*Small boats generally include all boats <2.5m, dinghies and racing sailboats, boards, canoes, kayaks, paddle and other sports boats

SEATEC 2019

Five specific business clusters will shape this year's Seatec show, the exhibition for boat technology, components, design and subcontracting organised by IMM CarraraFiere and dedicated to the Italian and southern European markets. Running from April 3-5 in Carrara, Italy, the organisers have identified five key business themes around which to anchor the event – Delivery (trade and logistics); Marina (particularly the opportunities for apps and internet to emphasize the products/services provided and simplify the management and user contacts); Refit & Repair; Building (the construction phases of a yacht: from design, to construction, to launching); and Sustainability – companies identified as “eco-sustainable” will be flagged up at the show.

Alongside the Business Clusters there will be the familiar showroom of products as well as the conference workshop and packed schedule of B2B meetings between suppliers and buyers with over 100 delegates expected from 25 countries across Europe, the Americas and Asia.



ALL EYES ON VENICE – NEW BOAT SHOW LAUNCHED

A new Venice Boat Show has been announced and will take place in the Arsenale, in the nautical heart of the historic city, from June 18-23. The announcement was made at the Düsseldorf boat show in a joint press conference that included representatives from three Venetian marinas, the mayor of Venice, Luigi Brugnaro, and Ferretti Group CEO Alberto Galassi.

The new show will be situated in the Arsenale, which features a 40,000m² water basin with 500m of wharfs and piers; up to 100 moorings and 100 ground standings. There's 5,000m² of indoor and a further 5,000m² of outdoor exhibition spaces. The announcement follows a failed attempt to launch a show in the city back in 2016 – plans that ultimately unravelled because of timing issues with ExpoVenice. The city is now actively looking to promote itself as a leisure destination for big superyachts. Venice is under increasing pressure from tourism with calls now for a more selective approach to its tourist initiatives – quality, not quantity appears to be the new mantra.

segment,” she added, noting that there was also potential for growth in the domestic market for mid-range motoryachts – a sector that pretty much vanished from 2008-2015.

The topline numbers reflect a market that's found its swagger again – but could the industry be finally hitting its stride just as the headwinds build again? At the beginning of the year Italy slipped into recession for the third time in a decade, while the economic fortunes of the eurozone's primary engines – Germany and France – also took a turn for the worse. Coupled with fears over the impact of Brexit and economic slowdowns in China and the US, it's little wonder the mood at Boot Düsseldorf was wary.

“For now there is no sign of a trade war impact in our sales, but we are certainly concerned by the escalation of the trade dispute between the US and the EU, which is now directly involving our sector with the inclusion of recreational boats in the EU counter-measures,” Carla Demaria told IBI, adding: “The main concerns we have to face are linked to the weak economic growth in Italy, if compared to the EU average, and to the continuing lack of consumer confidence. We will see how the macroeconomic context evolves.”

CONSUMER CONFIDENCE

They were sentiments echoed by fellow Italian trade association Nautica Italiana. “Quite frankly the risk of political instability and economic uncertainty are the two major issues of concern despite global market growth,” Lamberto Tacoli, president of Nautica Italiana, told IBI. “The small boat segment has suffered the economic recession immensely and, unfortunately, many smaller manufacturers struggled and eventually closed. Though domestic demand is back, and the outlook in 2019 remains positive, the market – as well as its manufacturers and service operators – still need time to build up confidence and create sales.”

Tacoli agreed that the impact of trade tariffs had so far been limited, but he added that there was a growing sense of “shared apprehension” about the possible export-related repercussions. “Considering the recent political upheavals in Italy,” Tacoli noted, “the government has been quick to pick up the issues regarding the sector and understanding the economic significance of the Italian boating industry. At present, though, we need a more prompt and proactive approach to the legislative system because the process is still too slow – especially in a moment of steady market recovery were operators need quick and conclusive answers.”

For a full review of how Italy's boatbuilders and equipment manufacturers are performing and their outlooks for 2019 and beyond, read on... **IBI**

Opacmare presents SAFE



RIDE POSITION

SEE US DUBAI INTERNATIONAL BOAT SHOW (STAND E 128)



We Create Winners.



LOW POSITION



We Create Winners.



HIGH POSITION



We Create Winners.

www.opacmare.it

Opacmare s.r.l. via Luigi Einaudi, 150 - 154
10040 Rivalta (Torino) Italy
tel. +39 011 90 45 441


opacmare
Supplier to the best shipyards

Italian yacht builders maintain steady recovery

WITH THE COUNTRY'S ECONOMIC FORECASTS LOOKING GLOOMY, ONE MIGHT IMAGINE A SUBDUED MARINE SECTOR. BUT ITALY'S BUILDERS ARE HAVING NONE OF IT, WITH MANY LOOKING TO INVEST TO BUILD ON GROWTH IN 2019

WORDS: DAVID ROBINSON



▼ Mangusta presented its new GranSport line in February. This is the GS 33

The Italian marine leisure industry has been pursuing a strong recovery path over the past few years and it looks set to continue through 2019. That is the good news.

The not so good news as this IBI report goes to press is that Italy's economic and fiscal performance appears set on a course where recovery may become a necessity. The country's manufacturing sector contracted at its fastest rate for six years in January 2019 and Italy's recent poor level of economic results means that it is in recession.

The European Commission has reduced Italy's GDP forecast to just 0.2% for 2019 from 1.2% previously, which is the country's lowest level for five years. What impact this

may have on the country's marine leisure industry only time will show.

In complete contrast to this weakening economic position, Italy's marine leisure industry incorporating the boat and yacht builders; marinas, marine equipment and

systems manufacturers and other related services, look set to be on a continuing growth path.

The latest statistics from UCINA (Italian marine leisure industry association) highlight a strong position with a 9.5% growth initially estimated for

the industry in 2018. The growth for the shipyard sector was even higher at 10.4%. Also, over 60% of members interviewed are expecting increases in their turnover in 2019.

“ In complete contrast to the weakening economic position, Italy's marine leisure industry looks set to be on a continuing growth path ”

The boatbuilding sector, according to UCINA's market research department, accounted for 58% of the turnover total with a value of €2.26bn. This comprised €2.16bn of Italian production and €91.8m of imports. Of the Italian production, €1.8bn or 86.7% was exported leaving €287.9m (14.3%) for the domestic market.

Read on for a full breakdown of business at the leading boatbuilders in the Italian boatbuilding sector:

ABSOLUTE

While still strong and active, the momentum of development at Absolute, one of Italy's leading motor yacht builders, took on a more sedate pace in 2018, following its 'Global Project' the previous year which saw it launch in parallel an aggressive new product development programme and a major factory expansion.

This considerable investment saw three new models launched in 2017 including the Navetta 73, Absolute's current flagship. Since then the introduction of new models has eased though it started 2019 with the unveiling of its new 62 Fly model at Boot Düsseldorf. Also planned for this year, is the new Navetta 68 which will fit between the Navetta 58 and Navetta 73 and will most likely get its launch at Cannes.

The expansion of the factory, which was doubled in size, increased both the company's build capacity and the size of yachts it can construct. Absolute also continues to expand its global dealer network across Europe, the Americas and Asia, to maintain sales and participate in some 40 plus shows each year.

The very first figures of the 59th Genoa Boat Show:

19-24 SEPTEMBER 2019

S₅₉ salonenautico

ADVANCED ITALIAN YACHTS

This builder of high-performance sailing yachts debuted the first of its A80 models, the Jikan, at the 2018 Genoa Boat Show. A second model of this size, the Apsaras, successfully completed the 2018 Sydney-Hobart Race. The company is now working on developing its A100 model, its largest to date. The A80 is designed by Reichel-Pugh and Nauta Design,

AMER YACHTS

The luxury yacht arm of the Permare Group, Amer Yachts has started work on the second 29.6m Amer Cento model following the launch of the Amer 94 at the Cannes Yachting Festival in 2018. The hull arrived in January 2019 and this new build will be shown at Cannes and Genoa later this year.

The Amer Twin 94, billed as a 'sustainable superyacht' won the Environmental Initiative award at the IBI METSTRADE Boat Builder Awards 2018. The first Twin 94 equipped with two Volvo Penta IPS 1350, has been built to reduce its environmental impact. The selection of the engines and variable speed generators contribute to reduced fuel consumption. The boat makes extensive use of recycled and recyclable fabrics; uses cork for decking instead of teak; and does away with traditional antifouling for submarine film.

The design's flexible hull offers notable fuel saving in displacement speed at 9kts while still being capable of a maximum speed of 28kts.

Amer Yachts was formed as a division of the Permare Group in 2000 and the size range of models built by the company runs from 26m (86ft) up to 36m (120ft). The group, in addition to Amer, also includes Sanremo Ship in Portosole and Cantieri del Mediterraneo in Bussana.

ANVERA YACHTS

A brand marketed by LG srl, Anvera Yachts produce innovative carbonfibre tender-style maxi RIB craft designed by Aldo Drudi. LG was formed by Luca Ferrari in 2002 along with Giancarlo Galeone and Gilberto Grassi. The experience within the company which is applied to the Anvera models includes past designs for Ferretti Group plus the Team Offshore Italia from 1989 to 1997.

Anvera launched its first model the Anvera 55 in 2015 and this was followed by the Anvera 48 in 2018 at the Cannes, Monaco and Genoa shows. The all carbon Anvera designs include one of the best

power-weight ratios producing a boat of distinctive character and one that is gaining popularity.

Both the Anvera 48 and Anvera 55 are designed for high performance on a quality carbon hull and the Mercury engines produces speeds up to 50 knots.

ARCADIA YACHTS

As Arcadia Yachts moves towards the end of its first decade, it is seeing the success of having steadily built up an innovative and functional range of models which are

gaining increasing popularity. Arcadia starts 2019 with 10 hulls worth more than €40m being built in the renovated production site.

The company has taken the decision to build on spec in order to considerably reduce delivery times for owners. Following the expansion of the shipyard in 2018 this action allowed Arcadia to double the space dedicated to after-sales activities, which are a major added-value in the market of luxury yachting - owners can rely directly on the shipyard for wintering and maintenance operations. According to the yard



THE AVANT-GARDE OF STABILIZATION.



OUR LEADING TECHNOLOGY MEANS OPTIMAL COMFORT FOR YOU

CMC Marine's line-up includes the Stabilis Electra™ HS, SR and LR models.

Comfort isn't just a concept, it's mainly what you feel.

CMC Marine has a solution for this, designing stabilizers that are perfectly matched to your expectations.



cmcmarine.com



The very first figures of the 59th Genoa Boat Show:



SEPTEMBER 2019

currently 50% of the ARCADIA yachts that sail in the western Med use the facilities. Following its investments Arcadia sees this percentage rising significantly.

Expansion of the production space from 36,000m² to 47,000m² was achieved last years through the purchase of a 21% of Marina di Torre Annunziata srl, a production site with a haulage and launching dock.

During the same period, Arcadia reorganised the production layout, which now allows to have at the same time up to seven yachts in the hull-fitting phase and four in the lamination phase. There are currently two A85s, two A105s, one A115 and three SHERPA yachts under construction. Two SHERPA XL units are also in the pipe, the first one of which will be premiered at Cannes 2019. Even with all these builds only 60% of Arcadia's production capacity is being used.

"In less than 10 year's activity, approximately 30 Arcadia Yachts' vessels have been delivered to their owners," said Ugo Pellegrino, director of the Italian shipyard. "Over the next few years, we will concentrate on the new Range and on improved distribution capacity on the one hand, and on a new production strategy on the other. In addition to making the production site more efficient in terms of delivery times, the new strategy will also allow us to meet our owners' customisation requests better."

CANTIERI AUSTIN PARKER

Cantieri Austin Parker has for the past 20 plus years been an established player in the small boat market in Italy. It currently has a range of seven models from 11m (36ft) to 22m (72ft) but it plans to enter the lower end of the superyacht market in the future. Austin Parker's dealer network concentrates on the European and US markets.

One of the company's projects is the new AP74 Fly which is the first model in a new yacht line between 22.5m (74ft) and 32m (104ft). The AP74 Fly has two engines 2x1400 HP and is also available in a version with engine displacement 2 x 800hp. Work on this project continues but no launch date has yet been confirmed.

In addition to the AP74 Fly, the company



▲ Benetti's latest gigayacht, FB272, was launched in February, two months after the launch of gigayacht FB277

has two projects on its books – the AP35 and AP 60 Sportsfly.

AZIMUT BENETTI GROUP

As the world's largest superyacht builder the Azimut Benetti Group maintained its top position at the world orderbook listing for the 19th year with 97 yachts over 24m (78f.5ft) in build. This was a 26% increase over 2018. In particular, through the latter part of 2018 and into 2019, the launches will take place of three superyachts over 100m (328ft) built by Benetti. One of this trio is the largest hybrid yacht yet built.

Over the last couple of years, the group has been working through a transformation programme in association with the Boston Consulting Group which aimed to strengthen its branding; management team, financial performance and operational efficiency.

In respect of the group's financial success it closed fiscal 2017/18 with a production value totalling €850m which was 18% up on the previous year. A total of 261 boats were sold with sales in excess of 24m rising 20%. The 2017-18 fiscal year saw an overall improved performance with an emphasis on growth. The adjusted EBITDA was €50m. Over the past five years, the production value has increased by 40% from €611m in 2013/14.

In terms of global sales, the Americas accounted for 38%, Europe 33%, the Middle East 11% and Asia Pacific 13%. The group remains the only international builder still

active in Brazil but with sales of 36 yachts, an increase of 24% this operation is proving a success.

Little indication has yet been given about the progress of the 2018-19 fiscal year but the figures will probably be presented at the 2019 Cannes Yachting Festival. Corporate changes through fiscal 2017-18 involved the acquisition of the 17% stake in Fraser Yachts, the world's top brokerage house, previously held by V Ships.

In regard to management changes Franco Fusignani was made CEO of Benetti, a promotion from his role as manager of the Benetti Business Operations Line. Christos Ramnialis was appointed vice president of Development of the Benetti Business Line, answering to the CEO, with the responsibility to develop new markets; stimulate the launch of new, innovative products, and strengthen the brand. After 25 years as the head of Benetti, Vincenzo Poerio departed to focus on the family firm.

The Benetti team will see Fusignani overseeing a new cycle of development which, already over the last nautical year, has increased its revenue from €320m to €370m growing an additional 16% and registering a new positive phase.

A key part of Azimut Benetti maintaining its lead position is the group's large investment programme, which is being boosted to €122m for the 2019-2021 period from the €104m invested from 2016-18. This is a 17% growth between the two periods. The latter included a €32m spend on ➔

BOATBUILDERS | ITALY

production capacity and €72m on renewing the product range.

Regarding the €122m, Azimut-Benetti plans to invest €28m in production capacity and the remaining €94m on the development of 10 Azimut Yachts and seven Benetti models to renew the range. In regard to Azimut model successes this was visible in particular with the Azimut Grande range and the 35m (122ft) and 27m (88ft) models especially, with more than 10 and 20 units sold respectively since their market debut. Regarding Benetti, this arm of the group saw 14 yachts sold in the first half of the fiscal year.

In respect of the group's marina operations, these reported a good performance and will shortly be joined by a facility in La Valletta, Malta. A new company will also be established at the site under Maltese law to finance the purchase of Azimut and Benetti yachts through local leasing contracts.

Summing up his views, Paolo Vitelli, owner of Azimut Benetti commented at the Cannes show: "As our 50th anniversary in business approaches, I am very proud of our achievements and now more than ever I think that the complementary nature of Azimut Yachts and Benetti is a key asset."

He added: "In parallel, Azimut will continue to grow and consolidate its positioning, ensuring that the group's overall range continues to be the broadest and most comprehensive in the world. I am also delighted with the excellent performance reported by the other companies in the Group (Fraser, Lusben, Yachtique and the Marinas), which contribute to making us a uniquely distinctive player on the market."

In respect of the Azimut and Benetti model ranges, the former has launched 10 new models over the past two years while Benetti has launched six new models. The group's large investment in carbonfibre over recent years is a consistent and ongoing part of product development investment.

During the Cannes and Monaco shows last year Benetti launched the three core superyacht ranges that it will be focusing on. These are the Oasis 135, Diamond 145 and four BNow model series.

The Oasis 135 was designed by RWD

and is based on a new concept that offers a contemporary take on the use of indoor and outdoor spaces. So far, one Oasis 135 is in build having been ordered by Seaset, the fractional superyacht business in which Azimut Benetti has a 50% stake. The Oasis 135 is the latest new model in Benetti's Class product line.

The Diamond 145 is the flagship of the Class product line. This 44m (145ft) displacement yacht draws on the core features of the Benetti Displacement Class and at least one of this model is in build in Viareggio.

The four BNow models are Custom yachts, again designed in collaboration with RWD, created to offer a modern onboard lifestyle by connecting indoor and outdoor spaces. Benetti's advanced construction technology ensures short delivery times. They come in sizes of 50m (164ft), 55m (181ft), 63m (207ft) and 68m (223ft).

BAGLIETTO/CCN

The publically-listed Italian Gavio Group owns two Italian brands namely Baglietto and Cerri Cantieri Navali (CCN), and the US brand Bertram Yachts. While the two Italian brands are both operating profitably, Bertram is expected to move into profit this year.

At its large waterfront shipyard in La Spezia, Baglietto is currently working on five projects. These include two displacement superyachts designed by Francesco Paszkowski Design comprising a sold 55m (180ft) unit due for completion later this year and a 43.65m (143ft) Fast Line HT model due to be completed in 2020 building on spec. The third by this designer is an on-spec build – a T-Line 48m (160ft) that is a sister to Silver Fox and due for completion in 2020.

Two others with exterior designs by Horacio Bozzo, are a 54m (177ft) and a 40m (131ft), due to be delivered in 2020. Both have been sold.

The La Spezia yard is already well

equipped with six build sheds and a large 120m (394ft) dock. Further investment is planned which will see part of this dock covered and a further build shed added.

At the Monaco show last year two new designs were launched – a 62m (203ft) design by Paszkowski and an innovative explorer superyacht of 43m (141ft) designed by the Milan-based design studio of Santa Marina Magnolfi.

At the time Baglietto CEO, Michele Gavino said: "Baglietto is aiming at

offering the market an increasingly complete range, capable of meeting the most diverse wishes and requirements of its owners."

At the CCN yard in Marina di Carrara four yachts are currently in build comprising a sold 39.80m Panam 40 to a Paszkowski design; a 37.3m (123ft) DOM 123 building on spec to a design by Steano Vafiadis, a sold 31m (101ft) CCN 31 to a Guido de Groot design and a 26.3m (86ft) Flying Sport by the Cerri Design Office which is available for sale.

Earlier this year CCN delivered the 28m (92ft) M/Y *Freedom* which was the third model of the Fuoriserie range, CCN's line of fully-custom projects. At MYS 2018 CCN sold a Panam 40 model which will be built in La Spezia and delivered to a European client in 2020. This new yacht will have a top speed of 31kts.

Gavino has strong hopes for Baglietto in 2019 and these include strengthening the brand's presence in the US – it presented its latest delivery, *Silver Fox*, at the Miami show in February.

In early 2019 Baglietto announced it had been credited with ISO 9001:2015 related to an integrated System of Corporate Management for Quality.

CANADOS

Canados is working on at least two projects at its Ostia plant near Rome. For delivery this year is a 37m Canados 120 of which this is number 21 of the series. The second is an Oceanic 140 Fast expedition ➔

“ I am very proud of our achievements and now more than ever I think the complementary nature of Azimut Yachts and Benetti is a key asset ”



Marine Air Conditioning Systems

Feel good climate on board with Webasto chilled water systems



BlueCool V-Series



BlueCool A-Series



BlueCool MyTouch

For more Information visit our website:
webasto-marine.com

Webasto
Feel the Drive



CHOOSE TO BE UNIQUE

WWW.BESENZONI.COM

Besenzoni SP 602 combines distinctive design and innovative materials. Let yourself be amazed by its customizable LED colors and unrivalled glass or plexiglass steps. Ladder SP 602 Beyond comparison.



model being built on spec which is set to be delivered in Spring 2020. The company delivered a 27m Canados 888 Evo yacht named Ursus last September.

CANTIERE DELLE MARCHE (CDM)

Ancona-based Cantiere delle Marche (CdM) is experiencing its busiest period since it was formed in 2010 with 10 projects in various stages of build. These range in size from 31m (102ft) to 43m. CdM's success is not only reflected in its volume of orders but also in its financial performance.

The company has expanded its Ancona facility from four to six sheds with the latest extension a 61m (200ft) build hall.

Three yachts were delivered in 2017 and among those completed in 2018 were its largest build to date, the 42.8m (140.5ft) K42 project called *Audace* which involved Floating Life in the project. Among deliveries this year is the 37.5m (123ft) Acciaio 123 named *Astrum*. During 2020, CdM is set to make four deliveries in the 39m-40m range.

The company's orderbook now extends into 2021 with two projects at least due to be completed that year. These are both Darwin class models – a Darwin 112 and a Darwin 102.

CANTIERI DI PISA

The established Italian yacht brand Canteri di Pisa has survived its latest troubles caused as a result of its parent, Mondomarine, going bankrupt. This resulted in the shipyard being in limbo for well over a year, but has now been rescued following its purchase by a company called Sea-Finance.

The owner of the online yacht charter platform Yotha, Philippe Bacou, is one of a group of investors that have acquired Cantieri di Pisa. The company has a new management team led by Simone Marconcini who has experience with Mondomarine, Logica Yachts and Nautor's Swan.

The objective is to return Cantieri di Pisa to being a leading Italian brand and their first task was to get the shipyard operational. There are three Akhir yachts in yard which it is planned to finish and sell and discussions with potential buyers are underway. The company has also been awarded a refit on an Akhir 85.

The three models left in the yard include an Akhir 118 and two Akhir 108s all designed by Carlo Galezzi. The 118 and one 108 are only in the initial stages of construction but

the other 108 is nearing completion.

Once the yard is fully operational a new business plan is being put together which will see a revamped range including Akhir being redesigned and re-engineered to help the brand make a strong comeback.

CANTIERI CAPELLI

Formed in 1974, Canteri Capelli is based in northern Italy at Spinadesco, near Cremona. It markets a comprehensive series of small sports and day boats and RIBs and there are around 50 different models in its various ranges. At Boot Dusseldorf it launched the Tempest BR65 model its largest RIB to date.

CETERA YACHTS

Cetera Yachts made its debut as a new Italian brand at Boot Düsseldorf 2019. The brand launched what it calls its 'Multispace Yacht', involving a reworking of the yacht's internal space. Cetera has been set up by Salvatore Serio, previously majority shareholder of the Dufour Yachts group.

Serio has been joined by Paolo Francia, owner of CorseT that specialises in the production of prototypes and moulds for the marine industry; yacht designer and naval architect Francesco Guida, and Fiat Mare where the boats will be assembled. The Cetera name derives from an ancient Roman vessel, based in Baia, where Fiat Mare is located.

At Düsseldorf the 19m (62ft) Cetera 60 was introduced as the first model of the new brand with plans for a smaller and a larger model. The Cetera 60 includes a new layout across three decks with a technical deck at the base of the yacht, a central living space deck and a flybridge. Construction is due to start next month, with its debut scheduled for Cannes in September.

The Cetera 60 will be built in compliance with RINA regulations. The yacht has a standard planing hull and it will be powered by twin Volvo IPS 600 engines, giving it a speed of 23kt. There will be an option for IPS 800 engines.

The innovation of the Cetera 60 lies in its deck layout. The lower or technical deck comprises the engine room, the hydraulic and tank compartments, an en-suite crew cabin for two or possibly a fourth cabin, the chain locker and generator compartment.

CODECASA

As one of the longest established (dating from 1825) and best known Italian yacht brands, Codecasa currently has four

TRANSFLUID
industrial & marine

Hybrid & Electric
Propulsion



Sail green, sail silent
and
save money



drive with us

TRANSFLUID S.p.A.
via G. Rossa, 4 - 21013 • Gallarate (VA) Italy
Ph. +39 0331 28421
info@transfluid.it • www.transfluid.eu

BOATBUILDERS | ITALY

projects in build. Two of these – yard No C122, a 43m Vintage series model and the 65m(213ft) yard no F74 – are due to be delivered this year. Two 55m yachts – yard no C123 and yard no F74 – are set to be delivered in Summer 2020 and 2021 respectively.

COMITTI GROUP

Como-based Comitti Group is a builder semi-custom full wood runabouts and wood and GRP composite runabouts. The company attend Boot Düsseldorf and indicated that at least one new model was in development. Comitti's current model range includes full wooden boats in 7m (22ft) and 7.6m (25ft) sizes while the mixed wood-composite range has five models between 7m (22ft) and 10.4m (34ft).

CRANCHI

2019 will be a special year for the Italian production builder Cranchi as it will see the introduction of its new flagship model, the Settantotto (Seventy-eight). This is now in construction and should be unveiled at Cannes.

At Boot Düsseldorf the success of Cranchi's T36 Crossover model was recognised by it winning the European Powerboat of the Year 2019 in the category under 45ft.

"This recognition of the T36 Crossover comes at just the right time," said Guido Cranchi, CEO of Cranchi Yachts. "This yacht has in fact inaugurated a new phase of renewal of our range. The T36 Crossover, as well as the two E26s that we presented in the summer or the seventy-eight that will debut at the beginning of the next season, shine for their quality and originality. They are models that offer the market something new; boats that conquer the experts and the nautical enthusiasts also thanks to the extraordinary work on design that our shipyard is conducting together with Christian Grande."

The E26 Classic, one of the new models under 30 feet that Cranchi introduced in 2018, was on show at Düsseldorf. The E26 is being produced in two different models the E26 Classic and the E26 Rider. The Classic has an inboard engine and the rider an outboard.

DOMINATOR ILUMEN

Dominator Ilumen, the Liechtenstein-headquartered superyacht brand, is expanding and currently working on three new projects to expand its model range. It is also enlarging its international office network.

The Austrian-owned, Italy-based company, which assembles its new-builds in Fano, launched two 28m (92ft) models in 2018, including the Cadet V which was exhibited at both Cannes and Monaco yacht shows.

In addition to Cadet V and Zalanka, the second and third 28m superyachts completed in the past few months, Dominator has another two in this series which are set to be delivered in 2019 or 2020.

As a builder of fully customised superyachts, the three 28m yachts delivered so far are entirely different and bespoke.

To expand the range, Dominator is currently working on three new projects – a 24m (79ft), a 32m (105ft) and a 38m (125ft). The owner of 28m *Kalliente* has since commissioned a 38m model, so has returned the yacht to the yard to sell on. Work on the 38m project is progressing and delivery is set for 2020.

Dominator managing partner Angela Pernsteiner explained to *IBI*: "The 24m is a concept with work progressing with construction planned. We are hoping to avoid having to do tank tests for this model as we are using the 28m hull form and reducing it. It is possible this will be debuted at Cannes or Monaco 2019."

The Fano shipyard has 10 build slots to assemble yachts up to a maximum of 38m. GRP work is carried out on another site.

In May this year, Dominator opened an office at Porto Montenegro as a communications, promotion and sales centre and it has since opened an office in Dubai so giving the brand a presence in the Middle East.

Dominator Ilumen will be participating

in the Dubai International Boat Show and exhibiting the MY *Hanaa*. The company see its presence in the Middle East as a key development in expanding its international network.

DREAMLINE YACHTS

At the 2018 Cannes Yachting Festival Deamline Yachts promoted the idea of a rebirth for the brand through new products, expanded production capacity and a strengthened brand image. The core DNA values of the brand are being retained but enhanced.

Dreamline used Cannes to hold the worldwide premiere of the Dreamline 35 a new superyacht designed by Enrico Gobbi and Arrabito Naval Architects in association with the Dreamline Technical Office.

In regard to production capacity dreamline has opened a new 4,000m² area which is being used to produce fibreglass. This follows just two years after a new 8,000m² shed was opened in Fano.

For product development the company is to expand the range with a new entry model

of 21m (68ft) plus larger superyachts up to 40m. In respect of the brand image this is also being reworked.

At Cannes, Paolo Bencivenni commented: "This was a positive year (2018) for the company, above all for the excellent order portfolio. Since the foundation the shipyard, it can boast

seven boats launched and eight others in production."

DYNAMIQ YACHTS

While Monaco headquartered, Dynamiq builds its yachts in Italy at Massa. To date in its short existence the company has built and delivered two GTT (Gran Turismo Transatlantic)-styled yachts namely the 38.6m (126ft) Jetsetter sold to a UK buyer, while the GTT115 still awaits a buyer.

The Dynamiq are all-aluminium yachts which combine the 20kt-plus top speeds of sport cruisers with the ultimate comfort and 3,000-mile range of displacement ➔

“ The owner of then 28m Kalliente has since commissioned a 38m model, so has returned the yacht to the yard to sell on ”

Your lighthouse
in the boating sea



NAUTICAL ACCESSORIES

GROW YOUR BUSINESS WITH IBI



An advertisement campaign in **IBI promotes your company** to key decision-makers in the international leisure marine industry, **generating new business** from boatbuilders, distributors and trade buyers **in 120 countries worldwide**.



FOR FURTHER INFORMATION PLEASE CONTACT
Philippa Drysdale | Marketing Director | IBI
T: +44 (0) 751 112 1833 | philippa@ibiplus.co.uk



REFLECTING YOUR SPIRIT

Challenger PRO is the enamel with a shine like no other. The choice for those who truly appreciate how to make a yacht's unique essence stand out from the crowd. The ultra-high-gloss finish delivers total protection from UV rays and atmospheric agents to ensure that its beauty endures for years to come, for a look as alluring and dazzling as the seas you will navigate.

Challenger PRO is the topcoat that not only brings out the best in your yacht, but reflects your true spirit.

Discover a world of colours at
www.boeroyachtcoatings.com



MADE IN ITALY SINCE 1831

YachtCoatings

BOATBUILDERS | ITALY

vessels, hence the GTT. They are designed by Studio F. A. Porsche. The Dynamiq range includes the GTT100, GTT115, GTT135 and GTT165.

The company's build facility is located in Massa. The modern and high-tech facility is well fitted out for building the full range of Dynamiq superyachts up to 45m with various powertrain options including hybrid technology.

Having sold a 41m Dynamiq 135, this is the third model in build and it is due to be delivered in the summer of 2020. The purchaser is an experienced European yachtsman. The GTT 135 will have a fast displacement hull from Van Oossanen Naval Architects, and includes aluminium, Sealium alloy and carbonfibre.

At Boot Düsseldorf Dynamiq announced that it has now formed Dynamiq Sale & Charter as an expansion of its activities. Sergei Dobroserdov, Dynamiq's CEO, commented: "Dynamiq draws on a modern business model that is not restricted by industry stereotypes and provides a wider range of client-driven services."

"It works perfectly for both sales and charter clients," he adds, "as they can benefit from our knowledge of every nut and bolt that goes into building a superyacht, which means we are well placed to recommend the right pre-owned or charter vessel."

ELEVA YACHTS

Formed a few years ago as a new brand of Carbon Line, Eleva Yachts has so far produced two models, the Eleva 50 fast cruiser and, to be ready for the 2019 season, the Eleva 42. Both sailing yachts are designed for high performance, maximum safety and good stability. The 42 is being produced in two versions – Ocean and Mediterraneo.

The yachts are designed by Ceccarelli Yacht Design. Carbon Line, based in Fano is a leading company in luxury yacht manufacturing. Formed in 2013 it has become a leader in the supply of composite materials and it is operating out of three facilities. Its customer base includes the likes of Ferretti, Riva, Custom Line and Azimut Benetti. Its quick growth reflects the fast-developing use of carbon in many yacht models.



▼ It was a big year for with the launch of its new flagship 140 and this, the Pershing 8X

FERRETTI GROUP – (FERRETTI YACHTS/ RIVA/ITAMA/MOCHI/PERSHING/CRN/ CUSTOM LINE/WALLY)

The most significant happening for the Ferretti Group is that it is in the process of acquiring the Wally brand. At Boot Düsseldorf Ferretti CEO Alberto Galassi spoke of having a licence to buy Wally once further negotiations were completed. They have already taken some 15 months.

Ferretti has big plans to develop Wally with an investment over three years of €84m of which €70m will be spent in the first two years. This will include establishing a dedicated shipyard either in the Adriatic or Tyrrhenian Sea plus new product development.

The first project between the two companies will be a restyled 14.5m 48 Wallytender that will include all the distinctive Wally hallmarks. The Wally tender will have a full cabin for two people with en-suite facilities, making the craft an ideal day or weekend cruiser. It will be propelled by a twin Volvo IPS 650 engines, giving a speed of 38kt. The new tender will be premiered at Cannes in September.

Galassi spoke of the Wally brand filling a gap in the Ferretti portfolio of products. He announced that Wally founder Luca Bassani approached Ferretti in respect of the purchase and that Ferretti Group COO, Stefano di Vivo, has been appointed managing director of Wally.

The group's financial performance

continues to grow. In terms of Ferretti's projected financial performance for the 2018 fiscal year, CEO Alberto Galassi was unable to give confirmed figures in Boot Düsseldorf but presented graphics suggesting what is to come. In terms of turnover the graphics suggest a result in the order of €650m compared with €606m in 2017 and €548m in 2016.

With regards to the serial order intake, the graphic suggested an estimate of well over €500m compared with €392m last year and €401m in 2016. Galassi said that €30m is spent on R&D each year.

The group appears set on a course to achieve a larger production value for 2018 with €420m being estimated as the value for the first eight months of year, an increase of 22%. The total for 2017 was €623m so a significant rise for 2018 is anticipated.

There is no slowing in the pace of new models as the group continues to introduce 15 or more new vessels a year which it has done consistently over the past three years. At Düsseldorf it was showing the all-carbonfibre Pershing 8x along with seven other models.

2018 was described as being 'Pershing's year' with the launch in February of the Pershing 140, the new flagship of that brand. The 140 is the first all-aluminium yacht from Pershing. The second 140 hull is in build and will be launched in September.

For Custom Line the launch of the Navetta 30 was described 'as the launch ➡

The very first figures of the 59th Genoa Boat Show:

19-24 SEPTEMBER 2019

S₅₉ salonenautico



All the products are made and distributed by MZ Electronic S.r.l.

YOUR PARTNER FOR ANCHORING

Born from Orvea know how, that manufactures since 1947 a complete range of anchor windlasses, capstans, chain stoppers and electronic accessories.

www.italwinch.com



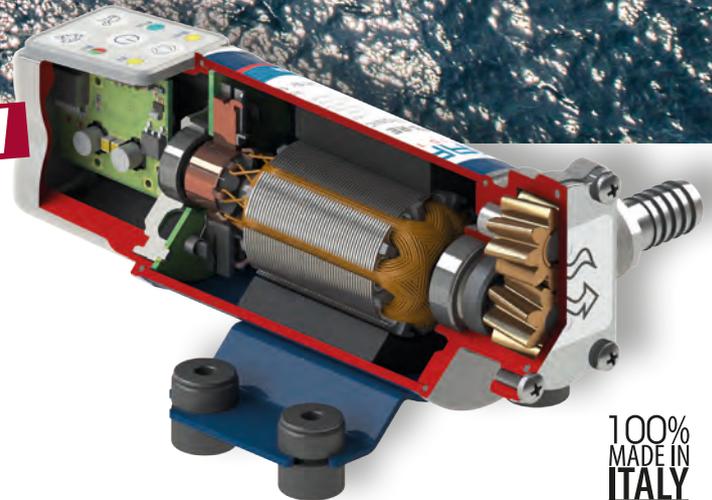
We are proud to inform you about MZ Electronic takeover of Officina Navale Nanni S.r.l. (O.N.N.). O.N.N. was born in 1950 in Viareggio; it is specialized in creating vertical and horizontal windlasses, chain stoppers, capstans and deck equipments for boats up to 90 meters (diameter of the chain 32 mm with stud-link). All the products support electric, hydraulic and pneumatic supplies and can be certified with the most important naval registers (RINA, BV, LR, RMRS, ABS, etc.).

The factory has a big experience in carrying out custom products, in order to meet any need encountered during planning stage.



SAIL SAFELY.
OUR TECHNOLOGY
AT YOUR SERVICE.

NEW



100%
MADE IN
ITALY

Since 1970 MARCO S.p.A. is world leader in the production of electric pumps and acoustic devices used by major and international OEMs and Aftermarket players.

MARCO pumps offer the best solution for any type of **water, diesel and oil transfer** applications. Chosen by the best international boat builders including Ferretti Group, Azimut Yachts, Oyster Yachts and Solaris Yachts.

The new electronic pump **UP8-RE** is engineered for professional operations of oil change, lubrication and cooling.

The integrated **Smart Keypad** ensures the fine tuning of the flow rate according to fluid viscosity, the reversibility of the flow direction and the digital control of all functions to guarantee maximum versatility of application.



Download the
full catalogue

Proudly Made in Italy.

MARCO
MARINE TECH

www.marco.it info@marco.it

of a new era' with the displacement range of Custom Line being further developed including a new hull. "It is a 30m yacht but it is still within the rules of a 24m." It complies with both RINA and MCA rules. A new Custom Line 106 model was announced with the first hull being launched in mid-February.

For Ferretti Yachts a new 720 model was announced which maintains the contemporary style of this brand and linked with design by Filippo Salvetti. Mention was also made of the CRN 79m (260ft) which will be in the water in March. The new Andrea Varicello-designed 70m (230ft) contract signed in December 2017, and is due to be completed in 2021. This was designed in association with Alessandro Nazareth who produced the concept, the external lines and interior partitioning.

The new Riva 90 Argo was also officially presented: the 90-foot project born from the collaboration with Officina Italiana Design, the studio founded by the designers Mauro Micheli and Sergio Beretta, joins the latest generation of Riva flybridges, alongside the Riva 100 Corsaro and Riva 110 DolceVita.

At Cannes there were five new premiers out of a fleet of 25 yachts on show between 8 and 42m. The five were the Ferretti Yachts 670; Custom Line 120, Custom Line Navetta 42, Riva 110' DolceVita and the Riva 66 Ribelle.

With the growth of Ferretti Group's superyacht models reference was made to the large investment in Ferretti Group's Ancona facilities, where four new sheds have been added and six others have been extended by 25%. At Cannes it was stated that three new shipyards were being sought to keep pace with the order intake. One of these three may have been the new Wally yard.

In regard to Ancona, the shipyard now has 80,000m² of which 25,000m² is covered. There is a 250,000m² marina and three large quays over 300m (987ft). Ten new sheds have been constructed at the yard while one more was upgraded in 2017-18. One 120m (394ft) long launch ramp has been installed and a new 3,500 tonne capacity synchrolift is scheduled to be operating by 2021.

Another key development at Ferretti Group is its expanding involvement with the superyacht sector. Traditionally this has primarily involved just CRN but now it includes additionally Riva, Pershing and Custom Line.

The total investments in superyacht models since 2015 by Ferretti Group amounts to €153.5m, including an estimated €54.5m in 2018. The investment in superyachts over 30m (98.5ft) is also rising steadily. In 2015 the group invested just €5.2m in such yachts but this rose to €13.1m in 2016; €18.7m in 2017 and it is forecast to reach €19m this year.

Aligned to this will be a significant increase in superyachts built. In the 2016-18 three-year period six semi-custom superyachts over 30m in composite were designed and engineered. For 2019-21, this figure is also six but deliveries across the period will jump from 38 to 59. Looking at full custom projects over 30m and in steel and aluminium or all aluminium, the number increases from two in 2016-18 to seven in 2019-21. This equates to a 55% rise for the 2016-18 period and a 250% increase in 2019-21.

FILIPETTI YACHTS

Filipetti Yachts celebrates its 10th anniversary this year. As part of the celebration the company had a global premiere at the Miami Show of its new Filipetti Sport 55 model. This latest model has an exterior design by Davide Cipriani and the Filipetti design team.

The S55 has three cabins and it is the smallest of the Sports services alongside the S65 and S75. With the twin Volvo Penta IPS 1200 propulsion it will achieve 37 knots which rises to 47 knots with the twin MAN V8 1200 + ASD power combination.

The S55 is the latest new model since the launch of the Navetta 26 named MY Maxima about a year ago. This yacht had interior and exterior décor in collaboration with studio, Hot Lab Yacht & Design.

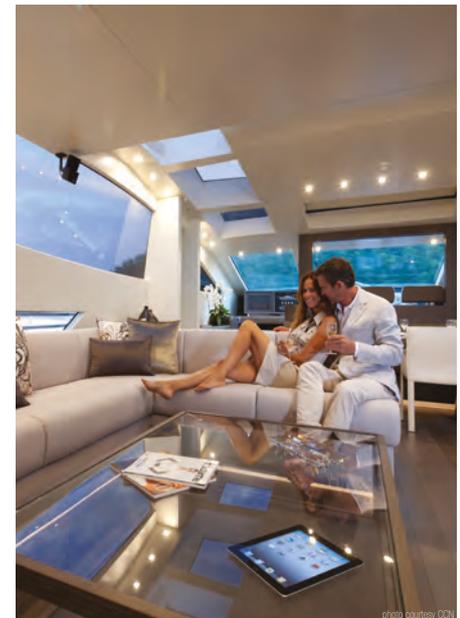
FINCANTIERI

In 2018 Fincantieri Yachts, a small part of the huge Italian state-owned global Fincantieri shipbuilding group, launched the Griffin superyacht series which came in four sizes of 66m (216ft); 77m (252ft), 88m (288ft) and 99m (324ft). As yet no orders are known to have been signed but talks are being held with potential purchasers.

FIPA GROUP – AB YACHTS/ MAIORA/CBI NAVI

The scale of activity by the Fipa Group and its three brands is much reduced compared with the past especially now that much of its build space in Massa and Viareggio ➔

Achieves 22°C
whatever
the weather
outside



VECO S.p.A. Gussano, Italy
+39 0362 35321 | info@veco.net | veco.net

BOATBUILDERS | ITALY

has been acquired by Sanlorenzo.

A notable over the past year has been the launch by CBI Navi of the 39.6m explorer yacht *Stella di Mare*. Under yard number CBN45 this superyacht has been completed for a European customer. This project was originally placed with Mondomarine in 2015 but when that yard ran into trouble it was transferred to CBI.

**GRAND SOLEIL YACHTS/
CANTIERE DEL PARDO**

The early part of 2019 has a focus on new developments for Grand Soleil.

At Boot Düsseldorf the company showed off a previously unreleased version of its 16m (52ft) Long Cruise model. This was followed shortly after by the technical launch in Ancona of its 24.5m (80ft) GS Custom 80 yacht *Essentia*, the first hull of this new line for the company. The GS80 is a full carbon craft which was built after two years of research and development.

At the 2018 Cannes show Grand Soleil had held the global launch of its full carbon GS48 model. Some weeks after the show a corporate move within the company saw the acquisition through a management buyout of Cantiere del Pardo. Fabio Planamente and Luigi Servidati as CEO and chairman of Grand Soleil respectively, had become the majority shareholders of Cantiere del Pardo.

As part of this transaction, a €5m increase in share capital will support the future activities of both companies to expand the shipyard capacity and further develop both brands.

HERON YACHTS

Heron Yachts, based close to Rome, is a new brand that over the past three years has built a capacity to build craft between 10m (33ft) and 21.5m (70ft). The company is developing a series of innovative sporty cruisers providing a mix of performance and comfort matching speed with low fuel consumption.

Its first model was the 17.9m Heron 56 motor yacht, designed by naval architect Massimo Picco of Picco Yacht Design. Its unique hull guarantees minimal drag, limited fuel consumption and excellent performance levels with moderately

powered engines. The Heron 56 is equipped with two 435hp Volvo Penta IPS600 engines for a top speed of 32.5kt.

The Heron 38 was the brand's second model designed by the same team. A further larger model is being planned.

INVICTUS YACHT

The consistent story of new models and increased build capacity continues at Invictus Yacht. In just over four years since this brand launched, its southern Italian shipyard's strategic capacity to manage production on a semi-industrial scale allows it to build approximately 300 units per year. The Borgia facility is now up to 18,000m² of which 7,000m² is undercover.

In terms of new models, the GT320 had its world premiere at Cannes 2018 as a comfortable day/weekend cruiser. It comes with single or twin engines giving various power options. This is the third model in Invictus's popular GT range.

In total, Invictus now offers 13 models comprising the T and X series. The T range includes the GT and TT series; both of which are characterised by the iconic reverse bow. The X range with its CX, FX, SX and HX series, is designed for owners who love the sea and enjoy relaxing.

At Boot Düsseldorf 2019 it was

announced that another new model, the CX270, would be globally launched at Cannes in September. The shipyard is also working to present an electric boat plus a new model that will complete the T series and be its flagship.

In terms of sales Invictus has focused on European markets and some others like Australia but kept away from the US until it feels ready to take on that market. The best way to enter that market is currently being reviewed.

In another development Atelier Invictus has been formed to increase the customisation possibilities to a higher level by offering its customers a network of specialised craftsmen and highly-qualified suppliers.

ITALIA YACHTS

In 2018 Italia Yachts expanded its product portfolio with launch of its new 11.98 model line, a 12m (39ft) family of vessels developed to comply with ORC and IRC rules. Specifically designed to be flexible for those that want a mix of racing and cruising features, the 11.98 family combines the latest in hydrodynamics research with clean design, easy handling and a luxurious and efficient layout.

The 11.98 Series will be available in two



▲ Shaking on the deal: David Walters Yachts now represents Italia Yachts in the US

The very first figures of the 59th Genoa Boat Show: **19-24 SEPTEMBER 2019** **Salon nautico**

models, the 'Fuoriserie' and the 'Bellissima'. The 'Fuoriserie' line has been engineered with the demands and needs of the pure racer in mind, while the 'Bellissima' features a more elegant and comfortable interior more suited to those who want to cruise without compromising performance.

Later in the year Italia Yachts set up Squadra Corse as a new specialised department dedicated to all those owners who wish to race with their IY boats. The department is led by a technical team who can best advise owners on rules and regulations, manoeuvres, sails and appendages to achieve the ideal boat's setup.

Italia Yachts is also working to expand its international market presence where 35% of its sales occur in such markets as the US and Australia. By 2022, the shipyard aims at refining its product portfolio to having eight different models from 34ft-55ft as opposed to nine currently of which five are in its Blue Water and four in its sports range.

ITALIAN SEA GROUP

The Italian Sea Group (ISG) which includes Admiral Yachts, Tecnomar, NCA (Nuovi Cantieri Apuania) and Celi Services, is one of the largest conglomerates in the Italian boating industry. Based at Marina di Carrara it has the ability to construct, repair and refit yachts up to 150m (495ft). Its facilities include a 200m dry dock; a 100,000m² site and 11 production areas.

During 2018, ISG started accepting cryptocurrencies for payments for yachts after ISG set up a partnership with Aditus, the world's first luxury access platform for 'crypto-affluent' people. Under this partnership, firstly, Aditus Pay will be the exclusive crypto-payment gateway for the Italian Sea Group Asia. This allows crypto-users to purchase Tecnomar and Admiral yachts using Aditus tokens as well as other crypto-currencies like Bitcoin, Litecoin etc.

The Tecnomar Eco 120 Ice White Special Edition will be released at the Cannes Boat Show in September 2019 following the earlier launch of Tecnomar's Evo range of fast yachts. Two of these semi-custom, all-aluminium yachts of this series have been built for Chinese clients with the

first delivered in July 2018 and the second scheduled for completion in December 2019. Both Tecnomar and Admiral yachts are looking to grow their business in Asia hence the formation of TISG Asia.

Among the yachts in build is a Galileo 62 superyacht which Admiral is building on spec and scheduled for delivery in 2022.

At MYS 2018 Admiral announced the sale of a new 55m superyacht *S-Force*. It is due to be delivered in early 2020 for a buyer introduced through IYC. This model features exterior styling by Gian Marco Campanino from Admiral.

Prior to MYS 2018 a contract was signed for Admiral to build a 46m. Admiral has started this yacht, which is due to be delivered in May 2020. Admiral also signed to build a 75m superyacht with a steel hull and aluminium superstructure. Delivery is set for 2021.

During 2018 the full-displacement custom 73.2m superyacht *Planet Nine*, the largest so far built by Admiral was delivered. She is an ice-classed explorer yacht and was built on spec but has since been sold. She was built to LR class.

MANGUSTA, OVERMARINE GROUP

Overmarine Group's Mangusta brand has had a busy year with new orders and deliveries.

At the 2019 Miami Show, Mangusta introduced the latest model in its Gransport Line, the Mangusta Gransport 33. This 33.3m (109ft) yacht is already in build with delivery set for 2020. It is constructed to RINA class the exterior design is from AM Yacht Design and the interior and naval architecture handled by Mangusta.

Just after MYS 2018 the company announced that it had sold the third Mangusta Oceano 42 which it had launched some three months earlier. This is a tri-deck superyacht built with a steel hull and aluminium superstructure. AM Yacht Design provided the exterior design.

Through the early summer Mangusta had a busy time with the launch at the end of April of the 54m *El Leon* which was the first superyacht in Overmarine's new Gransport fast displacement line of aluminium models.

Maurizio Balducci, Overmarine →

“ ISG is accepting cryptocurrencies for payments after it set up a partnership with Aditus, an access platform for 'crypto-affluent' people ”

INNOVATION AT THE HIGHEST LEVEL

FRIGOMAR BLDC INVERTER IS NOW **SMALLER, LIGHTER AND MORE POWERFUL**



SELF-CONTAINED INVERTER BLDC from 7.000 to 27.000 BTU/h



CHILLER INVERTER BLDC Monophase from 42.000 to 70.000 Threephase up to 182.000 BTU/h



View complete datasheets on our website

MADE IN ITALY



FRIGOMAR
MARINE REFRIGERATION & AIR CONDITIONING SYSTEMS

www.frigomar.com

ON MARINE AIR CONDITIONING SYSTEMS

Group CEO, said at the launch: “In the automotive sector the definition of GranSport is synonym with high performance and optimal comfort. These principles have been the key starting point for the creation of the new line.” The Mangusta GranSport line is designed by Alberto Mancini.

In April Overmarine also sold a 28.72m Mangusta 94 to a US owner. This was the eighth Mangusta Maxi Open model sold and the seventh model in the series was launched the same month also for a US buyer. Winch Design participated in the latter with a custom interior design.

MCY- MONTE CARLO YACHTS

In 2018 Monte Carlo Yachts (MCY) celebrated its 10th anniversary and a first decade of notable activity which saw a run of new models.

Perhaps the most unexpected event for MCY in 2018 was the removal by Groupe Beneteau of Carla Demaria as president of the brand. This was down to a number of disagreements of the direction of the company and she has since joined Sanlorenzo.

MCY started the year with the first of three new launches - the new MCY 70 which is the first of a new generation called the MCY Collection. This new series of yachts will feature even larger interior volumes, wider views, increased brightness, and expanded customization options made possible by the company's revolutionary naval architecture and production processes.

The other two models MCY will present in 2019 are the MCY 66 and MCY 76. The new MCY 76 is an evolution of the company's very first yacht. The MCY 66 will also naturally evolve from the previous model and feature updated design and enlarged interior and exterior spaces.

During 2018 and going forward, MCY continues to expand its global dealer network and maintain a strong marketing activity through exhibiting in several international shows.

NEREA YACHTS

Nerea Yachts' is a new Italian brand launched at Boot Düsseldorf 2019. It has

produced its first model, the NY24 which is described as a 'new, all-Italian stylish day cruiser' which also has potential as a high-class tender for superyachts. Nerea Yachts is a company based on the established design skills of Dario Messina, who has been operating in the boatbuilding industry for 20 years.

The NY24 is seen as a first step following research based on the love for the sea, Italian style and the desire to create a boat as if it was a work of art. Signed by the Italian designers Alessio Battistini and Davide Bernardini of ideae ITALIA, the NY24 is day cruiser born from a creative idea and built with the collaboration of an experienced technical team.

The NY24 was moulded and built in the Nerea Yacht facilities on the Adriatic coast, near Fano. Messina has set up a “boat boutique”, a nautical laboratory where every new craft is made-to-measure.

OCEAN KING

Based at Choggia near Venice, Ocean King Yachts launched its new Ocean Queen 150 model in January 2019. This is a custom yacht with a focus on pleasure rather than its supposed explorer capability. The Ocean Queen 150 is a sub-500 GT steel/aluminium tri-deck motoryacht. Negotiations with a number of potential buyers are in progress and it is anticipated at least one contract may be signed in the next few months.

The Ocean Queen 150 has been developed in conjunction with Venetian studio, Watermark Design. The design also includes input from Ocean King clients.

OTAM YACHTS

Otam Yachts is busy with a number of contracts including its 26m Otam 85GTS fast planning yacht which is now well advanced at its Genoa shipyard. Construction remains on track for the scheduled delivery to happen in the summer 2019 season. The yacht will make her international debut at the 2019 boat shows.

The all-new project, which was sold in May this year, features interior and exterior design detailing by French architect Joseph Dirand. The Otam 85GTS will have the performance to go with its sporty styling, with a twin 2,600hp MTU 16V set-up for a

top speed of 45kt and cruising at 38kt.

Also in build is an 80HT which is due to be delivered in April 2020. The yacht is powered by twin MTU main engines (2,600hp each) coupled to Arneson drives for a top speed of 47kt and a cruising speed of 40kt. Among its many bespoke features developed by the yard in association with long-standing partner, Umberto Tagliavini and the Marine Design & Services team, this latest project incorporates several firsts for Otam.

PALUMBO GROUP – COLUMBUS YACHTS AND ISA/MONDOMARINE

Through 2018 and into 2019, the Palumbo Group was consistently busy with superyacht orders and increasing the capacity at its yacht facilities. The Palumbo Superyachts Division now includes the Isa Yachts, Columbus, Extra and Mondomarine brands; the Palumbo Superyachts Refit section formed by five shipyards (Ancona, Malta, Marseilles, Naples and Savona) today is the largest superyacht maintenance and repair network in the Mediterranean.

In regard to increasing capacity, early in 2019 the new €6m, 3,300 tonne capacity synchrolift became operational at the Palumbo shipyard in Ancona which it now its main yacht building centre for both the Columbus and ISA brands.

This new “Ship Lift Platform 3300”, means the yard is now capable of handling mega yachts up to 3300 tons and 110m in length. Technically, the whole system consists of an 81m long and 19m wide steel platform, supported by 14 large winches allowing to lift/ launch mega yachts with a maximum draft of 6m. The synchrolift will be inaugurated on the occasion of the launch of the Columbus 80m *Dragon*, scheduled for mid-March 2019.

In addition, the Ancona synchrolift a new 420 tonne travel-lift was installed at the Malta yard of Palumbo Superyachts.

In November 2018, Palumbo fully took over the Mondomarine shipyard at Savona have had an involvement there since early in 2018. The was acquired for an undisclosed sum and Palumbo has been granted a 20-year state property concession. International designers have now been hired by Palumbo Superyachts to design

MC²X

Anti-roll Gyro Stabilizers



MC²X gyro stabilizers are effective and guarantee high performances both at high speed and at anchor. MC²X are compact, quickly reach stabilization and are easy to install. They do not require water cooling and as a consequence no seacocks, no pressure pumps.

Thanks to the touch remote panel, the user can activate the gyro (ON/OFF) and monitor its functions, as well as be informed when maintenance is required, thanks to the warning displayed.

The stabilizing performances of MC²X can be recorded using MC² Mobile app suitable for both iOS and Android systems.

MC²X series includes 10 models:

3k - 5k - 7k - 13k - 16k - 19k - 25k - 30k - 40k - 56k

Output torque from 3000 to 55882 N·m (Newton meter)

Come see us!



 **QUICK**® SPA
www.quickitaly.com

WORLD-CLASS NAUTICAL EQUIPMENT



 **bamar**®
S I N C E 1 9 7 7

 **DAME**
SPECIAL MENTION
2018

BWS Motorized furler for removable stays to be fitted on bowsprits

bamar.it - Follow us  

BOATBUILDERS | ITALY

the new Mondomarine yacht projects while preserving the company's core values.

As to yacht building, in January ISA Yachts launched the first superyacht in the Alloy 43m at Ancona. Named *Agora III* and built entirely in aluminium, she features exterior and interior style by Luca Dini and naval architecture by Francesco Rogantin. She will be delivered later this year.

In September Palumbo Superyachts sold an 26.5m (86ft) EXTRA by ISA Yachts to a repeat client. This yacht makes the 4th new build yacht of the EXTRA range sold by Palumbo in just six months following the sales of Extra 126ft, 93ft and 76ft.

In spring 2019, the 79.5m (261ft) Columbus 80 superyacht commissioned in 2016 will be delivered. The yacht was contracted by "an experienced owner".

Also in build is a 49.5m (163ft) Columbus S50 which is due for delivery in summer 2020. This was sold to a repeat client.

PERINI NAVI

The leading Italian yacht builder introduced its new Heritage motor yacht line at MYS 2018. This series has three models to start with - the 55m Heritage, 65m Heritage and 75m Heritage. Created through collaboration with Zuccon International Project, the new range is based on the yard's sailing history and traditional styling.

The Heritage family has a special focus given to the outdoor spaces.

In regard to yachts in build the new Perini Navi's custom 56m Voyager motoryacht arrived at La Spezia from the Perini yard in Turkey in December 2018. This yacht is due to be delivered next year to its Asian owner. The yacht has been designed by Perini working with Philippe Briand and his Vitruvius brand of explorer-ready yachts.

The second E-volution 42m sailing yacht was sold in November. This was sold a few months after the first to an experienced European owner with delivered said to be in 2021.

ROSSETTI SUPERYACHTS

Following its launch as a new brand of the Rosetti Marino Group in 2017 just over a year later having issued several concept designs, Rosetti Superyachts announced

its first order. This was for a 38m (125ft) explorer yacht with delivery due within two years. The order was placed by a European client and the new yacht includes a hull and exterior designed by the Italian designer Hydro Tec.

The two latest concepts unveiled in mid-January 2019 involving collaboration with Italian designer, Giovanni Ceccarelli, comprised two tri-deck models of 35m and 50m.

During 2018 work continued on upgrading the shipyard in Ravenna for superyacht construction.

ROSSINAVI

In the last quarter of 2018 Rossinavi introduced a new 49m concept called Project Blue Runner 49. This new design includes naval architecture by Arrabito Naval Architects, and it has an inverted bow design and an aluminium hull. The new concept will reportedly offer accommodation for up to ten guests in five staterooms.

As to yachts in build in July the builder completed the 49m (160ft) *Flying Dagger*. Launched in April this fully custom superyacht combines exterior design from Enrico Gobbi with an interior by the rome-based studio of Lazzarini Pickering Architetti.

Prior to the launch of *Flying Dagger*, Rossinavi held the launch at its Pisa yard of the 63m waterjet driven *Utopia IV*. Built for an American owner, the *Utopia IV* is one of the biggest yachts built by Rossinavi to date. She is a full-aluminium, semi-displacement yacht built for speed and comfort. Her top speed is 28 knots generated by the four Rolls Royce Kamewa water jets.

In March 2018 Rossinavi made known that it had sold a 48.8-metre superyacht project: Vector 50. This was for a US client and the sale was arranged through the Superyacht Division of Allied Marine. Delivery is due in 2020.

SANLORENZO

Sanlorenzo started 2019 with the same flurry of developments that it had posted through 2018 its 60th anniversary. A new development plan; an increasingly strong fiscal performance, new models,



▲ Sanlorenzo's SX76 made its US debut

potential acquisitions and new executive appointments were all part of this plan.

A key development was that Sanlorenzo was now back as a totally Italian owned company with owner Massimo Perotti having bought the stakes of Chinese and Italian companies in 2018. He now owns 96% of the company and the management have the other 4%.

Sanlorenzo's 2018 turnover of €380m, a rise of 27% over 2017 is anticipated to increase to €460m in 2019, a further 20% jump. This forecast is based on an order backlog of over €500m extending into 2019, 2020 and beyond. By the end of 2019, Sanlorenzo will have put €100m into facilities, product development and R&D and branding during the 2017-19 period.

In respect of facilities, this has seen expansion and upgrades in La Spezia, Massa and Viareggio including the purchase of sheds from the Fipa group.

Product development includes new models for both the Sanlorenzo Yacht and Superyacht divisions and a new Sports Line to be developed over the next two years. This SL Sport Coupe series will have models of 13m (42ft), 16m (52ft) and 19m (62ft). The first model of the Sanlorenzo Open Coupé line is already in preparation.

Following the acquisition of BlueGame in 2018, new models, namely the BG50, BG60 and BG70 are planned. Sanlorenzo sees that the launch of this new SL model range and the new BlueGame models will be accelerated by acquisitions, allowing diversification and expansion of the group's product offerings.

With an interest in providing a global

BOATBUILDERS | ITALY



▲ Sanlorenzo has big plans for Bluegame

proposal to the customer, the creation of a business unit dedicated to new innovative initiatives borrowed from more advanced sectors is also planned.

The Sanlorenzo Academy, aimed at developing works for the shipyards and crew for the yachts, is also being expanded. A dedicated building has now been acquired and the number of students will increase from 60 in 2018 to 120-150 with six different courses being offered.

Management appointments include Carla Demaria being made CEO of BlueGame as well as being responsible for new business development and Ferruccio Rossi, former managing director, assuming the position of CEO of Sanlorenzo Spa. He is also appointed president of Sanlorenzo Superyachts, the company division dedicated to metal models over 40m.

SESSA MARINE

Sessa Marine maintains an ongoing product development programme across its three brands. In 2018 several new models were launched for the Key Largo, Cruiser and Yacht ranges.

Across those three ranges of open and fly boats, from 18ft-68ft, more than 20,000 boats have been produced. They are sold through a global dealer network, assisted by a 'Service Point' network extending throughout the Mediterranean, the Middle East and the Americas.

SOLARIS YACHTS

Having invested a substantial amount in tripling the size of its build facility, this is

now fully operational and supporting the further expansion of the Solaris brand. The company is building around 35 yachts a year of which some 80% are sold in Europe and the rest across the world.

Its model ranges which currently includes high performance sailing yachts at the sizes of 37ft, 47ft, 50ft, 55ft, 58ft, 68ft and 72ft. A new 44ft model has been added and three Solaris Maxi yachts are planned; the series includes three models with the Solaris 64RS having been launched in December last. This will be followed in July this year with the Solaris 80RS and in 2020 with the Solaris 110 due to be launch in April next year.

SUNDECK YACHTS

Following the development of its new shipyard in Ravenna, Sundeck is now working through its planned range of seven models from 14m-38m. Founded in 2015, this year it will be working on the 21.5m (70ft) Sundeck 700 model which will be world premiered at Cannes in September.

Sundeck has had sales success with its Sundeck 430 and 580 models but it is waiting for a buyer before proceeding with its 38m design. This would have to be constructed in a different shipyard and it is currently looking at a number of options including ones in Croatia and the US.

TANKOA YACHTS

Following on from the positive reception that its 72m (236ft) superyacht *Solo* received at MYS 2018, Tankoa Yachts is in expansion mode. This involves a number of new projects in build; a new shipyard in La Spezia allow vessels of over 100m to be built and a new custom division formed.

As part of its expansion programme Tankoa are building a 50m Tankoa S502 Elettra hybrid yacht with work on this project already underway. This yacht is scheduled to be completed for May 2019. She will be similar to *Vertige* but be a full hybrid yacht and her foredeck will have a touch and go helipad.

In addition, Tankoa plans to build two more 50m yachts for delivery in 2020 number 3 and 4 in this series. Construction work on hull #3 is already well advanced at Tankoa's other metalwork facility in La

Spezia. Both 50-metre projects are sister-ships to S501 *Vertige*. This pair will be sub 500GT superyachts.

Hull #3 will be powered with conventional diesel propulsion, whereas #4 will come with a hybrid propulsion package. Hull #3 will be moved to the outfitting shed at its completion facility in Genoa in late December this year, where finishing works will start early January for a scheduled delivery in May 2020. Hull #4 will be delivered in November 2020. Both yachts have been started on spec using Tankoa's own capital.

In response to the arrival of more and more experienced clients with their own one-off designs, Tankoa has decided to create a dedicated full-custom business unit. The company has a acquired a new shipyard in la Spezia to support this expansion.

With a range of projects from 57m-90m on the drawing boards by designers from Italy and the Netherlands, Tankoa expects to announce its first contract for a full-custom, one-off yacht in the near future.

TECHNORIB

As the official licensee of the trademarks PIRELLI and P. for Speedboats, Technorib used Boot Düsseldorf to exhibit the complete Jet Tender line for the first time. Starting from the smallest model, the PIRELLI J29, which measures only 2.9m, and going up to the PIRELLI J45. The latter model was given a global launch at Cannes show last September.

VISMARA

While the name is quite well known Vismara has maintained a low profile over recent years, a policy which seems on course to change in 2019. A number of new models are being launch this year.

Significantly in 2018 Vismara completed one of its largest projects to date, the V100. This 30m sailing yacht, christened *Bebivi* was handed over to her owner last summer.

WIDER YACHTS

Following the delivery of the Wider 150 in October 2015 and the Wider 165 project now named MY *Cecilia* was completed in summer 2018. The company had previously been looking at a Wider 130 project but no mention has been made of this for some time.

Wider Yachts is now totally owned by the listed company Genting Hong Kong. **IBI**

“ In response to the arrival of more and more clients with their own one-off designs, Tankoa has decided to create a full-custom unit ”

Making the most of the good times

BUOYED BY THE RECOVERY OF THE ITALIAN YARDS AND A RESILIENT SUPERYACHT SECTOR, EQUIPMENT FIRMS HAD A GOOD 2018 AND MANY ARE PREDICTING FURTHER GAINS FOR THE YEAR AHEAD

WORDS: BELINDA SNELL



▲ Gianneschi Pumps & Blowers is well-known for its ultrafast self-priming pump with dual impeller system, Gigetta. Today Alessandro Gianneschi (pictured above) helps run the company that his father Luigi founded in the late 1970s

Italy's slide into recession in the second half of last year did little to dent the sense of optimism coming from its marine equipment and accessories firms. Buoyed by recovery at Italian yards and the resilience of its superyacht sector, most companies reported strong growth in 2018 and many expect further gains – albeit more subdued – in the year ahead.

The latest UCINA figures show that turnover in the Italian equipment sector reached €1.08bn in 2017 – a rise of 9.1% over the previous year. The value of production came to €772.8m (€372.8m from domestic sales and €400m from exports), while sales of imported products came to €305m.

But for how long will the good times last? As the European economy weakens by the day, the prospect of a 'no-deal' Brexit and a looming global trade war both weigh heavily on consumers, threatening to curtail spending going forward.

IBI spoke to a number of Italian suppliers to see how they are coping.

"2018 was our best year so far," says Sam Crockford at stabilisation specialist CMC Marine.

"Why? A big part of it is our technology. I wouldn't say we're unique in offering electrical solutions for stabilisers, thrusters and steering, but we're definitely the industry leader in terms of the technology."

Best known for its DAME Award-winning Stabilis Electra range of electric fin stabilisers, CMC Marine produces stabilising and control systems for yachts and superyachts from 20m-80m in length.

ELECTRICAL SOLUTIONS

"We've gained a strong reputation for reliability," Crockford adds. "Boatbuilders have seen the advantages of electrical versus hydraulic installations and we've been very integral with a lot of these builders that are focusing on hybrid or 'eco' yachts... electrical solutions really do make sense."

While Italy is a key market for CMC Marine (Azimut-Benetti, Ferretti and Sanlorenzo are among its biggest clients), last year the company established CMC Marine Ltd in the UK to focus directly on yards in northern European and the Middle East. A US subsidiary, Florida-based CMC Marine Inc, was also set up to focus primarily on servicing its fleet of

The very first figures of the 59th Genoa Boat Show:

19-24 SEPTEMBER 2019

59th salonenautico

yachts in that part of the world.

“We’ve had around eight years of continuous growth, averaging roughly 10% year-on-year,” Crockford says. “The Italian market remains very important and is in a very buoyant stage, but we’re increasing elsewhere too. We have a tremendous market share in our core market in Italy [around 67% of all 25m-plus yachts] and a strong presence globally, but we are working very hard to increase our visibility in the US, North European and other markets.”

As well as a shift towards electric drives, CMC Marine is also seeing more interest from larger yachts. “30m-50m used to be our core size, but it’s now upwards of 60m and even larger. For instance, we’re currently working on a 72m project with Rossi Navi and we’ve got projects with larger yachts than that.”

Caterina Cammaroto at furling systems specialist Bamar notes a similar trend. The company makes hydraulic and electric sail equipment for controlling onboard manoeuvres and is popular with OEMs worldwide. “The trend is towards electric,” she says. “Customers want reliable, motorised furling units for all their sails onboard.

“The size of boat that we are targeting is increasing too,” she adds. “We’re now getting requests for medium-sized boats of around 60ft to superyachts 80ft and above.”

Cammaroto told *IBI* that 2018 was an impressive year for the deck hardware manufacturer, with sales up 45% compared to 2017. “We went from around €2.1m to over €3m,” she says. “Demand for our products is mainly coming from boatbuilders, riggers and marine equipment distributors because our products require technical skills and knowledge to be sold and installed.” Customers, she adds, are increasingly asking for ‘push-button’ furling – a request that led to the development, last year, of Bamar’s BWS motorised furling unit for bowsprits. The product has since taken the market by storm, receiving a Special Mention at the 2018 DAME Design Awards in November.

INNOVATIVE DESIGN

“The BWS offers high-speed and torque furling, and brings a concept often seen in exotic one-off builds into more accessible widespread production use,” said the DAME jury. “It is small, easy to install and with great aesthetics too.”

Also picking up a Special Mention at last year’s DAME Awards was the MC²X 7k anti-roll gyro stabiliser from Quick SpA. The unit was praised by the jury for its many design details, including the user interface. “The MC²X 7k broadens the market for small craft stabilisation with a compact unit offering faster spool-up time that does not require separate cooling,” they said.

Michele Marzucco, president and CEO, told *IBI* that demand for stabilisers and linear lighting ➡

“Boatbuilders have seen the advantages of electrical versus hydraulic installations... electrical solutions really do make sense”



▲ Bamar’s BWS motorised furling unit received a Special Mention at last year’s DAME Awards

POSEIDON[®]
By Oceanic Systems

The Most Advanced Alarm, Monitoring and Control System Available Today.

Powered by the Poseidon System Unit

Oceanic SYSTEMS

www.osukl.com
sales@osukl.com
+44 (0)1425 610022



▲ Quick president and CEO, Michele Marzucco

▲ Quick SpA grew sales by 18.6% last year

is a growing trend. "In Europe, indirect lighting and linear lighting are becoming increasingly popular," he says. "Designers are also interested in our tuneable white light solutions, which enable adjustment of colour temperature and intensity depending on the weather and the ship owner's mood."

Quick made several additions to its marine lighting portfolio last year, including new anti-glare spotlights, a linear LED lighting range, and Ondaled – a flexible polyurethane bar that irradiates light through a resin-bound surface. Together with the MC²X 7k gyro stabiliser and a new retractable thruster (the BTR 140), the equipment firm grew sales by 18.6% in 2018 to €35m. Best-selling products included the entire MC²X anti-roll gyro stabiliser range – which was particularly strong in the US – as well as windlasses, capstans and anchoring equipment for superyachts.

While Quick is forecasting somewhat slower growth of around 12% in 2019, sales of its MC²X anti-roll gyro stabilisers are expected to climb by triple digits.

POSITIVE RESULTS

"We had very positive results both in Italy and foreign markets," says Giulia Formenti, sales director at climate control specialist Veco. The company produces Climma air-conditioning systems and Frigoboat refrigerators for yachts of all sizes – from small sailing boats up to the largest superyachts.

Veco launched several new products in 2018, culminating in another year of double-digit growth. One of the highlights was a new addition to its best-selling Climma DC series of variable speed chillers, the DC35. "The smallest in the range, the DC35 allows up to 35,000 Btu power and has the same unique

characteristics as its bigger brothers, the DC50 and DC65 – full variable speed, an 'eco mode' to improve efficiency, and a unique Climma water-cooled inverter," says Formenti. "This means minimal space is required for installation (and we all know how important space is on boats), no additional ventilation is needed, a higher engine room temperature is possible, and less energy is consumed due to water-cooling."

Formenti told *IBI* that while size has always been an important factor to consider in onboard equipment, when it comes to air-conditioning, energy consumption and efficiency are equally important. "Air-conditioning units are responsible for most of the consumption onboard, driving generator sizes and electrical balance. This is the reason why more efficient air-conditioning solutions are always interesting to our clients. It's also the reason why Veco SpA has invested a lot in the last four years into developing and improving its Climma variable speed chillers DC line."

Last year Veco also launched a modular version of the variable speed chiller that can reach up to 520,000 Btu under the same Climma controller with the Climma DC130 unit. The system comprises one to four independent modules that operate under the same controller, improving the overall efficiency of the system and allowing for unique control.



▲ Veco's best-selling touch-screen thermostat, the Climma C-Touch

UNIQUE TECHNOLOGY

"Since the DC range was launched, this line of new Climma variable speed chillers has been the best-selling due to the fact that it's a unique technology with huge advantages compared to the on-off chiller solutions," Formenti claims. "The demand of these Climma chillers starts from sailing boats, but it also comes from motoryachts up to 50m. We are now supplying a 520,000 Btu system for a 45m yacht which will be full variable speed, allowing the yard to reduce generator size thanks to the system's energy efficiency."

Other best-selling items, she says, include the new Climma C-Touch control panel for fancoils and small air-conditioning units, as well as the Frigoboat line of stainless steel MS cabinets.

MZ Electronic, owner of the Italwinch brand of anchor windlasses, is also reporting growth. "Business in 2018 was very good, thanks to the acquisition of the ONN windlass company," MZ sales manager Alessandro Fossati explains. "We increased turnover by more than 30%."

MZ Electronic expanded its product portfolio in 2017 when it took over *Officina Navale Nanni*

(ONN), a Viareggio-based maker of vertical and horizontal windlasses, chain stoppers, capstans and deck equipment more commonly found on large yachts. The acquisition, says Fosatti, was part of MZ's strategy to grow its presence in the lucrative superyacht market. It now counts Sanlorenzo, Perini Navi, Azimut-Benetti and Cantiere della Marche among its top list of clients.

"Our best-selling products are anchor windlasses for boats from 25m-50m," Fosatti told *IBI*. "Demand is coming from customers looking for high performance at the right price."

In 2018, MZ launched a new range of superyacht thrusters, renewed its battery charter line, and introduced new anchor windlasses, including the IK1 horizontal windlass for boats of up to 12m. The small, compact unit is made entirely from 316 AISI stainless steel.

ACQUISITION BY GROWTH

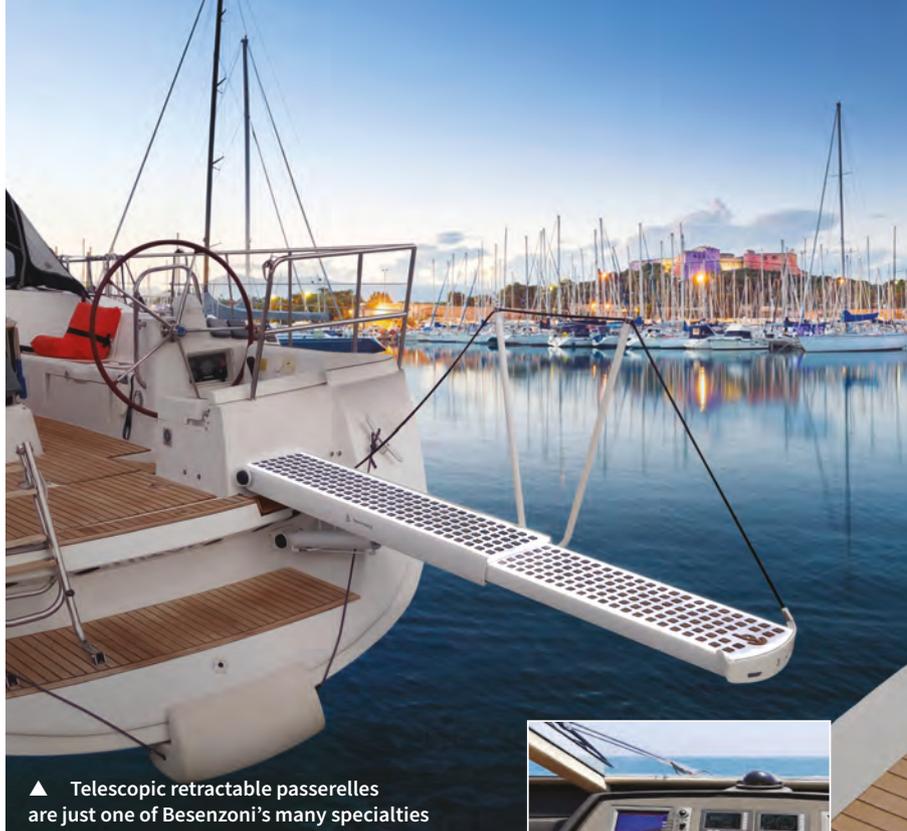
"Customers want more quality-made products," says Fosatti. "For this reason, we pay a lot of attention to our choice of materials."

Also built from 316 AISI stainless steel is the new NV-19 vertical axis windlass, which is aimed at superyachts and designed for hydraulic or three-phase electric motors. It is recommended for chains of up to 19mm diameter, meaning boats of around 50m in length.

Marine pumps specialist Marco SpA grew sales by 40% last year, with 24% growth registered in Italy. The company specialises in electronic pressure pumps for fresh water systems, oil and diesel pumps for professional operation, and signal horns that bear the coveted 'Made in Italy' marque.

Michele Bergamaschi, Marco's MD of sales, told *IBI*: "2018 was a very good year for both OEMs and the aftermarket, with sales to the marine sector up by around 40%."

In Italy, Marco supplies the likes of the Ferretti Group, Azimut Yachts, Solaris, Cantiere del ➔



▲ Telescopic retractable passerelles are just one of Besenzone's many specialties

BESENZONI: NEW YEAR, NEW BEGINNINGS

HAVING JUST SIGNED a collaboration agreement with world powerboat champion Fabio Buzzi and his FB Design firm, Bergamo-based Besenzone is looking forward to 2019 and what the future holds in store. Since the start of this year, the two companies have been working together to develop a new range of seating solutions for high-performance boats. It's a move that should bring benefits to all.

"We are extremely proud of our new partnership with a company of the calibre of FB Design," says CEO Giorgio Besenzone. "This prestigious agreement aims to satisfy the needs of our customers by providing them with highly innovative, premium-quality Italian products."

FB Design has a 40-year history of setting world records, with 52 world championships and 56 world speed records under its belt. Likewise, Besenzone is no stranger to awards, its P400 Matrix helm seat having been crowned winner of the prestigious DAME Design Awards in 2017.



▲ The Unica Matrix helm seat

UNICA: CUSTOMISATION IS KEY

Emboldened by the move, Fiorella Besenzone, marketing director at the family-run firm, told *IBI* that the company now has plans to expand its presence in the growing superyacht market. "One of our priorities for 2019 is to provide customers with completely bespoke products designed for individual boats, especially larger ones," she says.

Last year Besenzone created the Unica brand of 'unique' yacht accessories for exactly that reason – to better focus on the expanding market for bespoke superyachts. "Unica will enable us to meet all of our customers' requirements – from the design to the creation of tailor-made products – and to provide valuable support for onboard assembly and ongoing aftersales service worldwide," Besenzone explains.

Besenzone has also formed a partnership with Marine Leather, a specialist in luxury leather products. The company recently upholstered a Christian Grande-designed version of Besenzone's P400 Matrix helm seat with their exclusive custom-processed outdoor leather.

Fiorella Besenzone told *IBI* that sales have climbed by around 13% over the past four years. "We continue to grow in overseas markets, as well as the Italian market, which is finally beginning to respond positively once again," she says. Nevertheless, exports remain an important revenue stream going forward.

"Mainly we are looking at the US market and at Northern Europe where the superyacht shipyards are based," she says.



▲ The NV-19 vertical axis windlass from MZ Electronic

EQUIPMENT | ITALY

Pardo, Absolute and Cranchi, where its products are much in demand. Meanwhile, the company recently launched a new oil change pump with integrated Smart Keypad. "It's unique because you can manually adjust the speed of the motor to handle different fluid viscosity, you can reverse the pump flow direction, and it's universal voltage is 12/24V," Bergamaschi says.

Opacmare is forecasting moderate growth for 2019. "Our turnover reached €32.5m in 2018, a 4.8% increase over the previous year," says sales and marketing executive Cristina Moisa. It was a small increase, she adds, but one that allowed the company to focus on its production lines, improve the quality of products, shorten lead times, and boost response times for assistance. "It was an excellent year in which we reinforced the strength of the company," she says.

REINFORCING THE BUSINESS

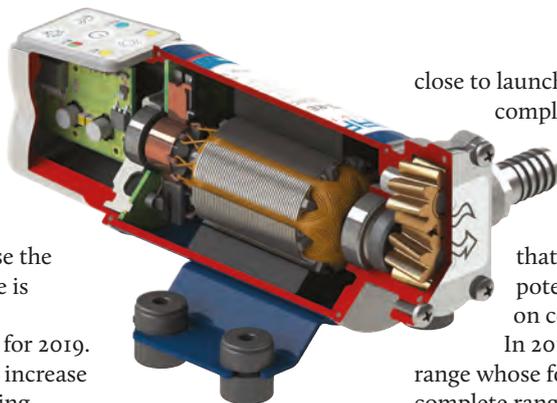
Opacmare produces more than 500 components and accessories for yachts and superyachts each year, backing them with sales and service in most places worldwide. Last year the company launched a new step ladder that disappears beneath the tender lift. It has a worldwide patent, and allows one to get off the boat when the platform is in the water, or to use the platform as a small beach. When the tender lift is in upwards position, the ladder is completely hidden.

"It doesn't take up any space, nor does it spoil the design of the boat," Moisa explains. "We also carried on renewing the design of our cranes, and introduced our first balcony-transformer that doubles the surface area of the balcony.

Moisa told *IBI* that Opacmare will continue to focus on improving the quality of its products in 2019. "The market of the future wants quick and precise deliveries, so there will be a need for big investment into refining the technology alongside quality," she says. "This small growth in 2018 and 2019 enabled us to make big investments in technology that will be launched between 2019 and 2020."

At paint and coatings specialist Boero, 2018 was dominated by the success of Italy's superyacht yards and the EU's new Biocidal Products Regulation (BPR) that came into force in January last year. Stefania Pongiluppi from the group's Yachting Business Unit told *IBI* that sales to superyachts climbed by over 20% last year and that all indicators point to more growth in 2019.

The focus this year, she says, will be on 'green' and sustainable products. "For example, we are



▲ The UP8-RE reversible electronic pump from Marco

close to launching a water-based antifouling and a completely reliable water-based underwater cycle product," she says. "We're also reviewing our approach to topcoats and colour. We've realised that we have a very high-quality top finish that has not yet reached its full market potential. Our focus for 2019 will be on colour."

In 2018, Boero launched a new antifouling range whose formulations are BPR compliant. It is a complete range of high-performance antifouling in different sizes and brilliant colours and each formula has been designed for a specific use, enabling Boero to meet the needs of small sailing enthusiasts as well as the large yacht and superyacht yards.

Also focused on superyachts is Gianneschi Pumps & Blowers, whose BMA self-priming centrifugal pumps are suitable for a wide range of applications. "We've had three years of strong growth, beginning in 2016," says business manager Alessandro Gianneschi. "We reached a good level of turnover in 2018... up by roughly 7% to €11m. If you include the service division, it's well over €12m."

SUPERYACHT FOCUS

One of the company's best-selling products, and one that Gianneschi is particularly proud of, is Gigetta – an ultrafast self-priming pump with dual impeller system. "2018 was a year of incredible success for this pump," says Gianneschi. "We have done more than 10 big projects, maybe 15, in Italy, Turkey, Greece and the Far East with this pump onboard."

Gianneschi also designs and manufactures bronze pumps that are suitable for air-conditioning and circulation systems. Its CB 22, for instance, is a centrifugal pump with open impeller designed for quiet operating with low power consumption. The unit has been making waves since its launch at the Ft Lauderdale Boat Show last November.

Osculati ended the 2017/18 boating season with strong results across all markets and product categories. The marine equipment and accessories distributor generated turnover of €66m for the year ended August 31, 2018, a 7% increase over the previous 12-month period. Sales were up by 6% in Italy, 9% in Europe and by 1% outside of Europe. Over the last five years, Osculati's group turnover has grown by 51%.

"We are proud to say that this is organic growth, done without any external acquisition," says executive director Alberto Osculati, adding that a strong start to the boat

▼ Opacmare and its patented lift system



The very first figures of the 59th Genoa Boat Show:

19-24 SEPTEMBER 2019

Salon nautico

show season led to a further 11% jump in sales during the last four months of 2018.

“OEMs are still running very well, producing boats that were ordered last season, and this will probably continue until the beginning of summer,” he says. “The boat show season started well in early September, despite losing some enthusiasm towards the end of the year.”

Osculati is one of Europe’s leading nautical accessories firms with around 22,000 items in its catalogue. The company is also a manufacturer, producing over 7,000 items that were developed by its in-house Design & Engineering team. Last year saw the launch of its ‘clever deck fillers’ made from composite and stainless steel, and a recess fit emergency ladder that complies with ISO 15085 standards.

INVESTING IN THE FUTURE

“The aftermarket is still OK,” says Osculati. “We’ll have to see whether the political situation will affect confidence. I personally don’t expect 2019 to be any better than 2018, which has been a very good year in general, but we obviously strive for the best. This year the major investments of Osculati will be, apart from products, in logistics and improvement of a new state-of-the-art B2B ecommerce system.”

Antonio Mancini, one half of mechanical and hydraulic steering systems specialist Mavimare & Mancini, told *IBI* that 2018 was a year of stability. At last year’s METSTRADE Show in Amsterdam, the company launched a new tilt mechanism for its mechanical helm and hydraulic helm pump, featuring a compact design for easy installation. Around 80% of MaviMare’s products are sold on the aftermarket, mostly for boats of up to 14m.

“Year after year, hydraulic steering systems are becoming more sought-after than their mechanical counterparts,” says Mancini. “Consumers today are more informed about the significant benefits of hydraulic steering systems in terms of safety and performance, so more and more people are asking for hydraulic steering for small engines like 40hp, 50hp and 60hp.”

Mavimare is largely export-focused, with sales outside of Italy accounting for around 80% of the business. Regions showing the most growth are South America and Asia (Thailand, Indonesia and Malaysia), as well as Australia.

“Our 2018 domestic sales were up 5% compared to the previous year, so things are going better year by year in Italy,” Mancini adds. “Let’s hope that with the new change in government, there will be no change in this trend.” **IBI**



▲ Osculati’s new range of ‘clever deck fillers’ are made of composite and stainless steel

TRANSFLUID GROWS ITS ‘GREEN’ CREDENTIALS



▲ Transfluid’s HTM700 hybrid module

POWER TRANSMISSION SPECIALIST Transfluid SpA boosted its ‘green credentials’ last year when it acquired IDTechnology, owner of the Bellmarine brand of electric drive systems from the Netherlands. The acquisition, says Transfluid’s Elisa Pavesi, helped lift turnover considerably and should provide a steady source of income going forward; the company now offers solutions that cover all the needs of electric and hybrid powertrains for boating and vessel applications.

“Bellmarine will benefit from Transfluid’s worldwide network of branches and distributors, and its expansion to new markets and territories,” Pavesi explains. “Transfluid, on the other hand, can now offer smaller, ‘pure electric’ propulsion systems along with its already well-established range of hybrid solutions.”

Transfluid has been producing power transmission equipment for 60 years, with a well-established network of subsidiaries and distributors across all continents. The company recently developed its range of hybrid and electric propulsion systems, and has started the design and production of permanent magnet electric machines too.

Bellmarine, which has a strong reputation for electric propulsion in northern Europe, will continue to operate from The Netherlands while maintaining its own distinct brand identity.

A PERFECT MATCH

The marriage between the two companies now enables them to propose electric and hybrid solutions suitable for any kind of marine, inland waters or off-shore applications as well as a range of propulsion power.

According to Pavesi, 2018 was a strong year for Transfluid. “Demand for hybrid technology in the pilot boat market seems to have taken off,” she says, citing the UK’s Port of London Authority and Southampton Harbour as two clients that recently took delivery of new pilot boats with Transfluid hybrid systems onboard. “This happened after another important customer chose a hybrid solution for two new vessels in Eastern Russia. We believe this is just the starting point for a great future market.”



▼ Earl Bentz and the launch of Caymas Boats at the end of November last year

Earl Bentz back in the boat business, again

EARL BENTZ ENTERED THE BOAT BUSINESS WORKING FOR HIS UNCLE'S DEALERSHIP AT AGE 14. TODAY, AT 66, HE'S DECIDED TO START HIS THIRD BOAT COMPANY, CAYMAS BOATS, FROM PART OF THE FACILITIES – AND WITH MANY EMPLOYEES – OF HIS FORMER TRITON BOATS IN TENNESSEE

WORDS: TONY ESPOSITO

Bentz was part of the legendary Mercury Racing factory team of the 1970's, started three different boat companies, and was president of the OMC Boat Group for nearly a decade. At the end of 2018 he announced a US\$30.2m investment in new brand Caymas Boats, to build fresh and saltwater fishing boats in GRP. The investment is expected to create 280 jobs over the next five year. Bentz spoke with *IBI* from his home in Nashville.

What's scarier, boat racing or starting a boat company in 2019?

"When you boat race, if you're afraid you don't have any business being in the cockpit of a boat. But I think that anybody who has ever started a business or built a business... there are always those doubts that keep you up late at night about hoping the economy will continue its momentum, hoping the dealers will have enough confidence in you and the boating

industry to want to stock your boats, and then hoping consumers will accept your product. It's gotten a little easier the past 40 years, I guess, because we've established our team and a good reputation for providing high-quality products, backed by high-quality service and doing what we say we are going to do.

"But, you know, it doesn't take a lot of brains to run a race boat at 140 or 150 miles per hour down the water and when you're

in your teens and 20s you really don't think about the consequences of what happens if you crash or it doesn't work. Obviously in a business when you have hundreds of people and families depending on you to make good decisions, I would say that's far more frightening than driving a race boat."

Will you begin building boats in your February/March time-frame?

"We are actually building the first 25ft center console as we speak. We're going to build the first boat and have it completed here in the next couple of weeks. We'll take it to the ocean and do our endurance testing for several weeks. So, the saltwater boats – the 25ft and 27ft bay boats – will be first, then the next boat in late spring will be a 33-footer set up with twins; March-April time-frame you'll start seeing some bass boats in the 18ft to 21ft range."

How many hulls are you looking to sell in the first year?

"I think that will depend – our building expansion will not be completed until around the middle of May. And in that facility, we should be able to produce 20 boats a week, and that's a combination of saltwater and bass boats. That will get us on par with where we'd like to be for the next 12 to 18 months. We're not looking to do a lot of numbers. If we can do between bass boats and saltwater, 2,000 or 2,500 boats per year, that's big enough. We are going to go bigger with the saltwater boats; fourth-quarter of next year I'd like to have something in the 40ft range with trips and quads [three and four outboards] and maybe come back and pick up a smaller bay boat in the 22ft-23ft range, so we'll let it play out, see how things progress and let the market tell us and our dealers tell us what needs they have and what we need to build to fulfill those needs."

What type of market research did you do?

"We talked to a lot of dealers in freshwater and saltwater. Before we started tooling any of the boats we flew around and visited with some dealers to get their feedback and see what their customers want. We're going to do some different versions of the bay boat, for instance. We're going to let the market tell us what to do first in order to fulfill the greatest needs. The main thing is to provide a dealer with a good quality

product, at an affordable price and back it with great service."

What's the story behind the name Caymus Boats?

"For many years I would go to the Cayman Islands scuba diving. The Caymus Festival is held in the Cayman Islands, it means 'to have a good time'. We're not sure if it's a little bit too nautical for bass boats; we've had some dealers say 'you need one name for saltwater one name for freshwater,' so, [Caymus Boats] is our holding company name and you may see a couple more names come down the path – one designated for saltwater, one for freshwater models."

What about levels of investment?

"Well, let's just say it's about three-times what it was 22 years ago, and it was expensive 22 years ago. We've tried to spend our money wisely."

“ I tried retirement and I will tell you, getting up and having nothing to do but fish, hunt and play golf is not everything it's built up to be ”

There are certain efficiencies moving back into your former facilities, one would imagine?

"Well, we moved into part of it. We ended up with what was our engineering building, but the main manufacturing facility is a wood working operation and we do not own that, but we are building a new facility literally right across the street. The engineering building is 23,000ft² and I can take a nine-iron and hit the new building, which will start off at 85,000ft² and we will grow; we have room for a quarter-million square feet of building as our business grows. So, between the two buildings we'll have little over 105,000ft² which is enough for a first-step and I'm hoping by next fall we'll be expanding."

You have nothing to prove, you've done this all before – a few times; why now?

"I sold my last company to Brunswick in

2005 and while I have remained active the past 13 years, you're not driving the ship anymore, you're riding."

"My wife and I have a home in Florida and fishing is one of my passions. We went down in January; we went out to dinner every night, I fished every day and when I wasn't fishing, I was quail hunting and when I wasn't quail hunting, I played golf. And I did this for three months. And I got up one morning and I said to my wife, 'I just can't do this. I'm miserable.' And she asked what I want to do and I said 'what I've done since I was 14 years old.' My friends are all in the boat business; my dealers and my customers. It's what I'm passionate about, it's what I love."

"She's been very supportive. She asked if I want all that stress and I reminded her that I kind of thrive on that stress. It's kind of what gets me out of bed early in the morning and it's just what I enjoy doing and she said, 'go for it.' So we looked for another company to possibly purchase and, again, my employees that I had at previous jobs – at Hydrosports and Stratos and Triton many of whom have worked for me for 35-plus years – were all located here in the Nashville community and part of my passion is the people I have worked with."

"So I got together with many of them, many of the old team, the engineering staff, sales & marketing customer service folks, manufacturing people – gel-coaters, laminators, final assembly people, right down to truck drivers and said, you know, if you guys would like to do it, I sure have an interest in doing it, but I won't do it without y'all's involvement. And all of them – to a man and to a woman – have said that we would love to come to work and support this effort. That's what made my decision to do it."

"Someone asked me just this week 'what's my exit strategy' and I guess it's the graveyard. I'm hoping when I'm 80 or 90 years old that I'm still able to be affiliated with this business. I tried retirement for three months and I will tell you, getting up and having nothing to do but fish, hunt and play golf is not everything that it is built up to be. And it is absolutely not the way I want to spend the next 30 years, if I have 30 years left in my life." **IBI**



▼ Connectivity is a major trend in both outboard and inboard engines. Mercury Marine's joystick control, for example, is seen as a major enabler for people who just want to get afloat with little skill or experience required

DRIVING TRENDS

AS CARS BECOME GREENER, MORE ELECTRIFIED AND EVEN SELF-PARKING, ARE BOAT OWNERS EXPECTING THE SAME AFLOAT?

JAKE KAVANAGH & CRAIG RITCHIE COMPARE INNOVATIONS ON EACH SIDE OF THE ATLANTIC

THIS TIME LAST year, we explored the world of marine propulsion and remarked that engines are getting leaner, greener, smarter and more compact. This year, if the recent Düsseldorf boat show is a guide, the general trend is towards greater use of electronic control, a big swing towards hybrids and ever-improving fuel efficiency.

In a world where 'technology creates technology', science is helping the marine sector catch up with the huge leaps being made in automotive. Even so, some commentators remark that marine is still between 10 to 15 years behind, although the gap is steadily closing.

But when it comes to the outboard motor sector, what a difference a decade makes. In the spring of 2009, as the world plunged headlong into the depths of a global financial crisis, plummeting sales left many in the boat industry with no alternative but to cut staff and slash production runs, while

other firms sadly closed their doors for good. Now, barely 10 years later, global economies have rebounded so quickly and so completely that boatbuilders have been left scrambling to fill mounting dealer orders. Beyond that, they're being challenged to do so in the face of persistent engine shortages, as outboard manufacturers also struggle to keep up with soaring order books.

"We've seen tremendous growth in the demand for outboard power, certainly in the 75hp and above segment," says Mercury Marine president, John Pfeifer. "What we have seen in terms of a compounding annual growth rate over the past five years may be unprecedented."

CLEANING UP THE AIR

A lot of pressure on the makers of internal combustion engines is coming from the latest tranche of emissions rules, especially in the US but also in emerging economies.

From 2020, sweeping new rules for the shipping industry are entering force that will drop the sulphur content in fuel from the current 5% to a mere 0.5%.

This will limit the type of heavy fuel oil available, so shipping companies are trying to reduce the amount of fuel they use with major engineering upgrades.

Many of these innovations are filtering down to the leisure user, most notably in hybrid and electric applications. The MTU hybrid system being fitted to a proposed new Sunseeker model, for example, cut its teeth in the world of shipping. When it comes to expensive port operations, the harnessing of electrical propulsion by busy tugs and smaller coastal craft quickly returns the outlay.

Whilst the stringent US Environmental Protection Agency (EPA) rules don't yet apply to leisure craft, the engine manufacturers have to supply compliant



◀ ▶
 Solutions used to improve efficiency in shipping are filtering down to the leisure sector. Here, a PBCF (Propeller Boss Cap Fin) device (left) has returned fuel savings of 5% across all speed bands. The same technology has been downsized to allow this Torqeedo to harvest 'swirl energy' for more range



engines for other off-road applications. By default, this gives the marine user the cleanest engines available.

KD Propulsions, a leading Dutch supplier of inboard and outboard engines to both private and commercial operators, was showcasing Mercury Marine's new small propane outboard at Düsseldorf this year. "It was well received," said KD Propulsions' CEO Niels Rozendal, who expects this engine to be available midway through 2019.

"This small engine is 30% cleaner than the equivalent gasoline versions and is setting a new trend in the transition period to the continued development of affordable hybrid, fully electric or even hydrogen-driven engines. Governments and the international market will determine where and when we need to be ready. For the time being, we are continuing the ongoing struggle around different emission standards around the world." ➔



▲ Mercury Marine reports "tremendous growth for outboard power in the 75hp segment and above." This triple 350hp Mercury Verado installation is now regarded as 'not untypical' in North America

sierra
 Marine Engine and Drive Parts

ENGINEERED TO REDUCE WATER INTRUSION

Discover Sierra's New Line of Marine Engine Starters
 sierramarine.com

Some environmentally-sensitive cruising areas may ban the use of the internal combustion engine altogether, as witnessed on most of Austria's lakes.

"There is a market reaction to calls for cleaner combustion engines or alternative propulsion systems," said Hans Jonker, sales director for Dutch-based Vetus. "However, we don't yet see a trend of boat owners switching to alternative systems. In a market that is still very price sensitive, they are only requested occasionally. However, customers for aftermarket and new-build Dutch sloops often investigate alternative solutions because of impending local legislation. The larger cities may force them to change, which will require zero emission electrical or hybrid propulsion. Therefore Vetus has started developing alternative propulsion systems, but it is a bit too premature to elaborate further. All our engines meet RCD 2 specifications which is what our market in general demands from us so far."

As outboard motors are dominating new engine sales, we'll start with them.



▲ As commercial shipping swings towards liquified natural gas (LNG) for low emissions, propane-powered outboards are also beginning to hit the mainstream. Complimenting existing offerings by Lehr and Tohatsu is Mercury's new 5hp unit, available from mid-2019



▲ Ever-larger boats are now using outboard power from the outset. This four-engine rig of Seven Marine engines shows how the engines can also be colour-matched to the boat for a striking effect

According to ICOMIA's Recreational Boating Industry Statistics 2017, the most recent data available on global marine markets, outboard engines represent the majority of marine engines sold worldwide and continue building share in virtually every market. Among its findings: the US remains the world's largest market for outboards, with the type now accounting for 88% of all engine sales there. Outboards continue to gain market share across Europe and in Russia, while already dominating sales in Canada, the Caribbean, Central America, South America, Africa, Australia and New Zealand. About the only flat spot is Japan, where outboard engine sales in 2017 were reported to have increased by just 0.5% over the previous year in a relatively static market.

The leap from production cuts to product shortages in less than a decade results from more than just a rapidly rebounding global economy. There are multiple factors, beginning with a significant shift in consumer preference away from inboard-powered cruisers and sterndrive-powered runabouts toward day boats like RIBs, centre consoles and pontoons that utilise outboard power.

"We're not seeing people go away on the boat for two or three weeks any more. Their lives are increasingly hectic, so they're using the boat more frequently, but for shorter periods," says Gus Blakely, vice president, division head, marine at Suzuki Motor of America Inc. "That has



▲ The outboard OEMs have struggled to keep up with demand, whilst the engines themselves have become increasingly more powerful and sophisticated

driven a strong move toward day boats, which tend to be outboard-powered. The technological advancements in outboards are helping, by offering greater reliability, lighter weight, better fuel economy and more interior space."

The appeal of technologically-advanced features such as automatic trim controls, joystick docking control and digital throttle and shift cannot be overstated. With less time to develop driving skills and compile practical experience on the water, consumer reliance on automatic controls grows exponentially. "More serious owners are replacing product at a faster rate, and when they buy new, they are wanting a feature-rich product," says Yamaha Motor Marine Group president, Ben Speciale. "These owners don't want technology for technology's sake. They want it to improve their experience and add real value."

Exactly what constitutes “real value” varies by segment, but among engine OEMs there is clear consensus that boaters today expect more features and electronic connectivity than ever before.

TREND 1: More demand, fewer shortages

Sales data over the past decade from industry trade associations like ICOMIA and NMMA, from independent industry analysts like Statistical Surveys Inc (SSI) and from boatbuilders themselves all anticipate demand for outboard engines to continue growing over the next several years. Forecasts vary, but most sources anticipate 2019 growth of somewhere around 3%.

Continued demand represents a ‘good news, bad news’ situation for outboard engine manufacturers as some builders still struggle to catch up with order backlogs. The impact of engine shortages on smaller, niche boatbuilders has been particularly difficult. Canadian manufacturer Rossiter Boats was actually driven into receivership last June after the company ran out of money and credit while awaiting engine deliveries.

“In 2018 we experienced some challenges supplying outboards as the marketplace has many years of pent-up demand for larger boats and the outboard motors that power them,” says Yamaha’s Ben Speciale. “We have worked tirelessly to close the gap. I’m pleased to say that we think we have caught

up to the demand for our larger outboards.”

The emergence of a new outboard-powered sport cruiser segment has further fuelled the demand for multiple large outboard engines – especially in the surging US market.

“We have been chasing demand,” admits Pfeifer. “It’s not just Mercury. A couple of our competitors have also been in the same situation because the market just continues to accelerate and we’re trying to put the investments in place to catch up. Over the past year in the US market, outboard units are up in the mid-single digit range and it’s right across the board, from the 2.5hp portables to 400hp-plus. The average horsepower continues to grow, so the dollars growth rate is higher than the unit growth rate. From that perspective it’s up considerably, not just mid-single digits. In Europe, it’s a similar story where growth is just below that mid-single digit range. Demand in developing markets is also strong, as these markets have always favoured outboard propulsion because they’re typically driven by commercial operations. They are also continuing to see increases in average horsepower and average unit price, because we’re seeing a continuing shift toward four-stroke power in those markets.”

Bottom line – demand for outboards will continue to rise worldwide, as manufacturers work overtime to meet delivery schedules.



▲ Yamaha says it has caught up with demand for its larger outboards



▲ Powerful twin or even triple installations of pontoon boats, combined with joystick docking capability for precision manoeuvres, is becoming increasingly popular, as evidenced by this Evinrude set-up

TREND 2: Horsepower continues creeping up

Large, high-horsepower outboards continue to lead the segment both in terms of year-on-year unit sales increases and year-over-year growth in dollars. But at the same time, the industry average horsepower is also creeping upward, as consumers migrate toward larger engines with more features.

“The high horsepower category has been on fire,” says Evinrude vice president of marketing and international development, Nando Zucchi. “Certainly a key driver of that is the saltwater market, where outboards are powering larger and heavier boats than ever before. But in North America we’re seeing the widespread adoption of large outboards everywhere, including the pontoon segment and that’s a high-volume category that’s still showing continued growth. Where in the past a typical pontoon boat would have a single 115 or 150 on it, today we’re seeing boats with twin 250s or even triple 300s. That market is robust – twin 300s on a pontoon boat is no longer an unusual installation for us.”

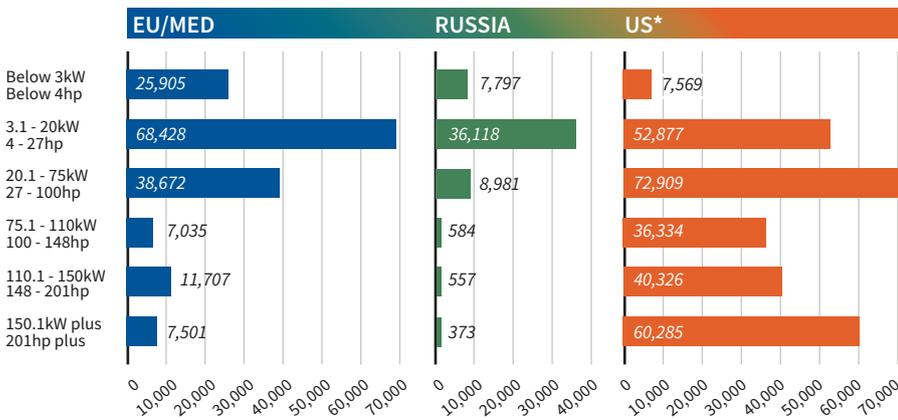
Zucchi notes that the appetite for more power is a worldwide phenomenon. “As I’ve travelled the globe over the



► Compounding supply issues is a simultaneous market shift toward multi-engine boats. The sight of RIBs and large centre consoles powered by multiple outboards has become commonplace



OUTBOARD MOTOR SALES FOR 2017 BY REGION AND POWER



*The raw US outboard engine data supplied by NMMA is grouped into dissimilar bands and is shown alongside the EU/MED and Russian data for comparison purposes only. The actual power-bands of the US as displayed above are: Below 4hp; 4-29.9hp; 30-99.9hp; 100-149.9hp; 150-199.9hp; 200hp and over

3 kW and below = 4 hp and below; 3.1-20 kW = 4-29.9 hp; 20.1-75 kW = 30-99.9 hp; 75.1-110 kW = 100-149.9 hp; 110.1-150 kW = 150-199.9 hp; 150.1 kW and over = 200 hp and over

Source: Icomia

last six months, it's clear that the market is migrating toward higher horsepower everywhere. In the US we see the big centre consoles with three or four huge engines on them, and in Europe we see big RIBs with three huge engines on them. There are some differences, obviously, but the big picture is the same everywhere."

Part of the reason large outboards continue to lead sales data is because boats themselves continue growing larger. "The demand for more power goes to the simple fact that boats are growing exponentially," notes Brian Davis, co-founder and vice president at Seven Marine. "Take a 42ft or 43ft boat, then move up to a 53ft boat and the weight is almost double. And then you go up to 65ft boat, and it's almost double the weight again. The boats are getting

much bigger and much more feature-rich as the market matures, which means they're also growing heavier and require much more power to move them. So, demand for large outboards is growing. The four-stroke outboard has proven to be reliable, quiet and smooth, and to deliver great performance. They give you more room inside the boat, and a better overall experience underway."

Bottom line – big power still rules, and horsepower will continue creeping upward as boats continue to grow larger, heavier, and more feature-rich.

TREND 3: The mid-market still represents the greatest volumes

Where big power remains a key driver of outboard sales, Nando Zucchi notes that "big power" is always a relative term. "It's exciting to walk down the docks at the Miami Boat Show and see these huge boats with a rack of 300s on the transom. But in terms of unit volumes, the 115 to 150 class is still the bread and butter," he says. "Is that big power? Yes, it is, because not long ago those same boats would more likely have had 75s or 90s on them. The trend is toward higher horsepower, and in every category."

Horsepower is also creeping upward for Souzhou Parsun Power Machine, which manufactures engines from 2.6hp-90hp under its Parsun branding and has plans to introduce a new 115hp model this year. "Our dollar sales are growing even faster than unit sales as we sell a greater volume of larger

models," says Tom Yang, vice president of sales and marketing. "Our T60A, T75/85/90 two-stroke and F40/50/60 horsepower four-stroke EFI models have been particularly strong sellers. We see North America as a key opportunity, as they have the largest demand for middle and large horsepower outboards. We also see Asia and Europe as representing key opportunities for growth, as we can better satisfy their demands for small and middle range units."

In spite of the focus cast on its recent V6 launches, the importance of the mid-market is not lost on Suzuki, which manufactures no less than six different outboard models between 90hp-150hp. "In terms of volumes that's still very much the core of the market," notes Gus Blakely. "It's a key focus for us, which is why we're bringing out a new 150A which is based on our benchmark 200 and inherits a lot of its key features, including a new block, Lean Burn technology, an oxygen sensor and multi-stage induction for better acceleration and improved fuel economy."

The growth of the mid-range is an apparent worldwide trend. Chinese manufacturer Hidea Outboards has announced plans to expand its mid-range product offering this year with an all-new 130hp model, the first in a series of new engines that will allow it to compete more aggressively with Japanese builders like Yamaha, Honda and Tohatsu. In Europe, Selva competes with three models between 60hp-150hp in its XSR four-stroke line.

"The 115hp to 150hp segment is the largest market segment worldwide," says Jonathan Wang, sales manager for Hidea. "The 130hp model will provide the foundation for new engines of 90hp, 100hp, 115hp and 130hp, with additional engines coming in 2020. Our new factory, opened in 2018, is equipped with intelligent production lines to allow an annual production capacity of 100,000 units. Introducing 100hp-plus engines is an important milestone for us, because again that 115hp-150hp range is the largest market."

But it's a segment that outboard manufacturers need to approach with care, since although consumers buying these engines may want the same features found in larger outboards, they can be far more price-sensitive. Mike Rickey, senior manager for marine at American Honda Motor Company Inc, says consumers shopping for mid-range outboards are willing to pay for features that provide real perceived value. "It's something we look at constantly," says



▲ Suzuki has no less than six models between 90hp-150hp, which it describes as 'very much the core of the market'

► Sophistication isn't just the domain of the large outboards. Garmin has just launched its new Reactor 40 'kicker' autopilot, designed to control small gasoline outboards of up to 20hp that are used for trolling

Rickey. "We work closely with our research and development people worldwide to try and determine what the customer is asking for, and then balance that with what we're offering in the market so that we don't deliver something that does everything, but costs twice as much as what the next guy is selling an engine for." Getting it right is key, he says, with the 150 representing "the sweet spot in the market, because it suits so many types of boats in so many segments."

Bottom line – while the large V6 and V8 powerplants may provide engine builders with the greatest profit margins, the big volumes still lie in the 115hp-150hp segments.

TREND 4: Connectivity has become key

Without question, connectivity is the new buzzword in marine power. Consumers expect their boats to operate like their cars, with all onboard systems working together harmoniously to provide a fully integrated user experience. More than that, they expect a unified ownership experience, so that a single call can take care of all their service needs just as it does for their SUV. As a result, the level of electronic sophistication in new outboards is growing very rapidly.

"To make connectivity applicable, it has to provide significant benefit to either the consumer, or the dealer. If it doesn't do that, then it's just kind of a gadget," says Mercury's John Pfeifer. "In terms of propulsion, the ability to harvest data for diagnostic purposes is huge. During an engine service, a technician plugs his laptop into the ECU and diagnoses how many hours have been run. They look at any error codes and what service work they need to do. That process might take 30 minutes. By comparison, on a connected system like Mercury's Vessel View Mobile a dealer can see all the data on the boat in real time and know exactly what they have to do before the customer even brings it in. When you multiply that time savings by 10 million or so boats in a given market, you can think about the productivity improvement it represents."

The added benefit, notes Pfeifer, is that the greater connectivity can extend the



SOLASJET S160
Waterjet Pump • Patent Pending • **New Release!**

for 100 ~ 300 Horsepower

Contact Solas at market@solas.com.tw for more details.

SOLAS
www.solas.com

▼ Honda has integrated additional technology from its automotive side into its updated V6 engines, with fly by wire available from mid-2019



◀ Honda Marine's Mike Rickey

is being introduced now, while the drive-by-wire version is being introduced in mid-to-late summer. In terms of something that's more directly consumer-facing, all of our stuff is NMEA 2000-compatible. If somebody upgrades their electronics to this new protocol, we're able to provide a more seamless experience, the kind the consumer is looking for."

Bottom line – consumers expect a complete ownership experience, onboard and off.

Outboard engine manufacturers face a challenging road ahead – meeting growing orders for more refined engines that boast greater user features, all while holding the line on pricing and fending off tougher competition every day. In other words, just another day at the office. Compared with the challenges they've overcome in the past 10 years, it's easy to understand why they're charging full speed ahead.

DIESEL OUTBOARDS MAKING AN IMPACT

Whilst the diesel engine has fallen out of favour with road users, high-performance technology has made the concept ideally suited for outboards.

The market for diesel outboards appears to be taking off, mainly because commercial users value the high torque, long range and low cost of overall ownership that a diesel engine provides. The military, most notably NATO, also operate a 'one fuel' policy where the low flammability of diesel prevents less risk in a war zone. In addition, diesel engines are more forgiving of low-quality fuel than highly-tuned petrol engines, so supplies are more readily available.

For leisure users, benefits also include much lower running costs and longer maintenance windows. For superyachts and cruise ships tasked with providing fast tenders for guests and crew, the ability to use diesel outboards means there are less costs due to fewer safety regulations.

Currently, there are three main players in the market, OXE, Neander Shark and COX. IBI was invited to tour UK-based Cox's new facility late last year, so we will be bringing you a more detailed feature on them in a later issue. We came away highly impressed with the sheer level of technical engineering that has gone into the powerhead and the support and manufacturing facilities that

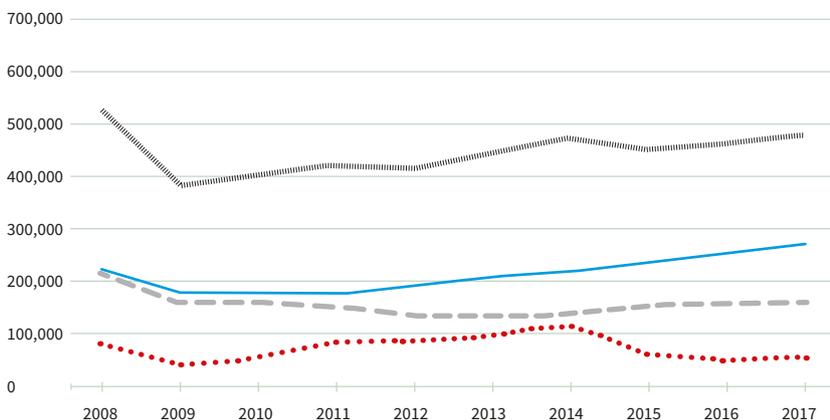
engine's life by promoting a more proactive service regime. The ability to prompt owners with a push notification that their engine is due for scheduled maintenance can prevent accidental damage and premature wear – just as messages on a modern car's dashboard.

"As with any product, increased feature-rich technology inevitably adds to the cost. But the more important point is, does it create real value for the consumer?" asks Yamaha's Ben Speciale. "Does it make the product easier to use, like our HelmMaster systems, or does it provide better overall performance or allow the product to do

things that it previously couldn't? Serious owners want technology to improve their experience and add real value by enabling the best boating experience without as much complexity."

As with automobiles, increased connectivity in outboards masks their greater sophistication by providing a simpler, more intuitive user experience. "We leverage our automotive platforms tremendously," says Honda's Mike Rickey. "We're just now launching an updated version of our V6 engines, which integrate additional technology from our automotive business. The mechanical side of those

OUTBOARD MOTOR SALES BY REGION



	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
EU/MED countries	225,145	163,049	166,974	157,142	139,377	133,701	139,960	154,709	158,262	159,249
Russia	81,863	41,691	59,340	85,993	88,189	101,327	115,319	62,245	50,011	54,410
United States	227,000	180,700	178,900	178,500	193,200	209,000	218,400	237,500	254,200	270,300
TOTAL	534,008	385,440	405,214	421,635	420,766	444,028	473,679	454,454	462,473	483,959

Source: Icomia

▼ Although diesel outboards like the Neander Shark Dtorque have been developed with the commercial user in mind, they are finding great favour with leisure users as well



are bringing it to market. Thanks to starting with a blank canvas, Cox is now building a semi-automated plant that will eventually produce around 2,000 outboards per year by July 2019.

SMALL BUT POWERFUL

At the small end of the outboard market is Neander Shark, developed from an idea in 2003 to create the world's first turbo-charged diesel motorcycle. The concept was then translated into a marine application and in 2009 Neander Shark GmbH was founded as a direct subsidiary of Neander Motors GmbH.

The company has so far successfully developed the Dtorque, which it claims delivers 50hp at the prop shaft from an 800cc twin cylinder powerhead. The real USP – reflected in the name – is the remarkable torque it delivers, said to be 111Nm at 2,500. This makes this modest horsepower ideal for a number of commercial applications. In addition, there is the low cost of ownership, with the expected lifespan more than double that of an equivalent four stroke gasoline outboard. Fuel consumption is also said to be much lower, typically burning less than 12 litres an hour at full throttle.

Dtorque's unique twin crankshaft design is also said to greatly reduce any vibration. Such has been the success of this engine that Yanmar has recently teamed up as the exclusive worldwide distributor whilst the Austrian manufacturer Steyr gained the contracts to build them from late 2017. A 100hp version is currently in development.



▲ Joel Reid is Cox's global sales manager

► A twin Cox CXO 300hp diesel outboard set-up. The company expects to be in full production by mid-2019



MODULAR TECHNOLOGY

The three diesel outboard manufacturers appear to have niched into horsepower bands, with no overlap. Further up the scale at 150-200hp is OXE, a Swedish-based company that has utilised proven automotive technology and harnessed the high torque with a clever belt system instead of metal drive shafts. In 2012, Cimco Marine was founded as the developer and manufacturer of the OXE drive system in cooperation with General Motors and Marine Diesel of Sweden.

The main focus is commercial and military, so the unit has been designed on a modular concept. This has allowed the developers to use existing technology with all the parts easy to access and able to be changed without having to disassemble the whole unit. The power is transferred from the horizontally-mounted engine to the gearbox via a primary belt. A secondary belt takes it to the propeller. The belt arrangement allows for fully scalable torque transfer, so the operator can customise the engine between either high speed for leisure or high torque for commercial without affecting the hydrodynamics.

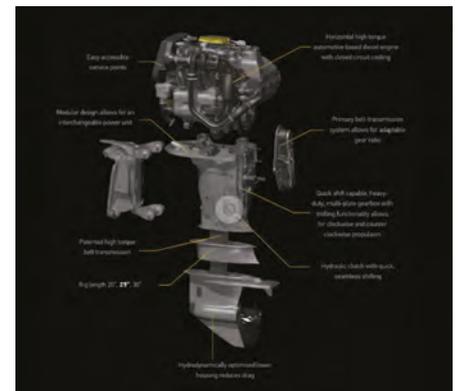
QUIET RUNNING

Positioned at the top end of the power band is UK-based Cox Powertrain, with its Formula 1 inspired diesel technology. Founded in 2008, Cox set about developing an advanced 300hp diesel outboard and launched the first production model at the 2018 Fort Lauderdale Boat Show. The CXO300 is once again based on proven technology, in this case 4 stroke V8 architecture. A great deal of effort has gone into making the powerhead as light and

compact as possible, providing a package half the volume of an equivalent inboard diesel but with comparable fuel efficiency. This is said to be 25% better than an equivalent gasoline outboard, with 100% more torque at the crankshaft. The engine is also remarkably quiet and smoke free, and on a par with the noise levels from a leading Japanese four-stroke engine of similar power. The design, choice of materials and innovation won the CXO300 the Italian ADI Industry award in October 2018.

“One of the things we realised very early on is that however reliable an engine may be, the customer wants to know he has full service back up,” said Joel Reid, Cox's global sales director. “We began to put an international dealer network into place before the engine was even finalised, so when we go into full production in July, we will have 40 distributors with 400 dealers covering 60 countries worldwide.” ➔

▼ The Swedish-based OXE engine was designed on a modular concept for easy access to components





INBOARDS

▲ Volvo's Easy Dock system made its first public demonstration at the Volvo Ocean Race stop-over at Gothenburg in late 2018. Coping with a crosswind whilst being watched by a large crowd and a cockpit full of press, the system worked flawlessly

GENERAL TRENDS

Whilst inboards are losing ground to outboards in the mid-range powerboat sector, the market remains robust within the markets for sailing yachts, motorboats and cabin cruisers. However, for many OEMs the largest part of the market remains retrofit and commercial. Many of the trends seen in the outboard sector are being replicated with inboards, although the high fuel prices in Europe are placing more emphasis on good fuel economy. Here is some of the feedback reported to *IBI* from key players in the inboard engine sector, both for diesel and gasoline.

TREND 1: Greater connectivity and self-docking

Exactly mirroring the outboard market, arguably one of the biggest ongoing trends is the gradual increase in connectivity between the engine and its ancillaries. This has been facilitated by the gradual move towards NMEA 2000 protocols, a data bus that is said to be able to handle 50 times the data of an equivalent NMEA 0183, the original worldwide standard.

With so much information flowing between engines and ancillaries and with modern multi-function touch screens now so versatile, designers are eagerly pushing the envelope of what the boat can do for the owner with very little skill required.

The most obvious advantage is using a joystick to work both drive and thrusters

in tandem to manoeuvre the vessel with absolute precision, but now there is the ability of the boat itself to take over if required and save you the trouble.

OEMs like Mercury have enhanced the inboard range with joystick piloting for multi-engine installations. Its Skyhook position holding programme has three new features, Heading Adjustment, BowHook and DriftHook, all of which allow the skipper to control a boat's orientation. Meanwhile, joystick control has also arrived for smaller sailing yachts, with Beneteau now offering its Dock And Go system on all boats above 40ft.

Volvo's EasyConnect allows all the engine data to be relayed onto a single multi-function display on the bridge. From here it can be used by its pioneering self-docking programme, where autonomous systems take over once the vessel is placed in the 'capture zone.'

In just the last few weeks, Raymarine has launched its own version of a self-docking programme called DockSense, which was on display at Boot Düsseldorf. The system is described as 'automating and simplifying docking by using FLIR machine vision camera technology and video analytics. DockSense integrates intelligence gathered from surrounding imagery with the vessel's propulsion and steering system to assist boat owners in tight quarters docking manoeuvres.'

KD Propulsions' Niels Rozendal has also noticed the big interest in systems

that can trim and handle the boat almost automatically, with very little input needed from the crew.

"Customers are entertained by all the advanced technical gadgets such as automatic trimming propulsions systems and engine power stabilizing software on load changing conditions," he observes. "Then there are the boat maneuvering and positioning systems with Joystick piloting for single and twin-engine installations in combination with a bow and stern thrusters (JPI). More valuable still is a pod drive for sensational maneuverability and focused power transmission. Linked engine integration with the use of wireless and fly-by-wire systems such as C-Zones, NMEA networks, mobile devices and large touch-glass navigation screens makes our wheelhouse a real spectacle and a pleasure to use. Supply and demand for connectivity and 'non-thinking' or 'zero effort' systems like these are booming."

TREND 2: Cleaner burn with common rail

The common rail injection system has become increasingly common in modern diesel engines. Electronic precision has delivered five main advantages, namely lower emissions, more power, less noise, fewer vibrations and better fuel efficiency. The main disadvantages are more expensive parts and maintenance than a simple indirect engine, but as more OEMs switch to common rail in response to tightening emission regulations, these costs are set to decrease.

▼ Austrian-based Steyr Motors has long been a trend-setter in three key areas: common rail injection, stylish engine design and built-in electric hybrid. This is a cutaway graphic of its SE series 4-cylinder engine showing the common rail system. Steyr also pioneered the serial hybrid, where a powerful electric motor is sandwiched between the block and the gearbox where it performs multiple roles





▲ Yanmar's Floris Lettinga

► Yanmar's 40hp 3JH40 is claimed to be the smallest common rail diesel inboard engine on the market

"Yanmar now offers a full line-up of new generation common rail marine diesel engines," said Floris Lettinga, Yanmar's marketing director. "This enables more operators to experience the significant efficiency and performance benefits associated with the most recent electronically-managed common rail fuel-injection technology. Recent introductions include the Yanmar 3JH40, the world's smallest common rail inboard marine diesel engine, which is attracting an extensive variety of new customers."

TREND 3: The integrated package

Another trend is for the OEM to offer a complete installation package, including all the peripherals, usually achieved by partnering with other OEMs to ensure fully-compatible products. This is becoming more of an issue as systems become increasingly interconnected, so customers are seeking a one-stop shop for everything, much as they do with an automotive dealer.

French-based Nanni provides this type of global service to mariners with its new Platinum range of engines. Based on a Scania block, the engine is marinized using upgraded Nanni components, where everything from the fuel filters to the thermostat in the gear box heat exchanger is Nanni branded.

"We have even changed our logo to reflect our one-stop-shop approach," said Nanni's COO Gregorio Passani. "When we developed the Platinum series, we looked at three key areas; the marinization

process itself, the manoeuvrability via an optional joystick control, and the navigation through a compatible Raymarine package. Everything is available through Nanni's global dealership."

Yanmar has also recognised the need to bring a full support package under one brand, including many of the ancillaries such as bow thrusters.

"Yanmar provides customers with the entire marine system by offering the whole propulsion and ancillary solution," Lettinga said. "Producing the most innovative marine diesel engines remains at the heart of its mission, with a range of additional equipment to suit a wide variety of marine consumers. For example, Yanmar owns Denmark-based Flexofold, a leading manufacturer of superior low-drag folding propellers and supplier of the world's only composite folding propeller. We also partner with VETUS, manufacturer of the BOW PRO series of bow thrusters."

TREND 4: More striking designs

Whilst the engine should hide away and be forgotten, there is a growing trend to make it attractive. Steyr famously recruited Christoph Aschaber from the Aberjung Design Agency to style the new SEC 4-cylinder engine range when launched in January 2018. Elsewhere other OEMs are adding significant design and branding tweaks to ensure that their engine stands out. "Owners do like to show off their engines," said Nanni's Passani. "This is why we have made the new Platinum series ➡

TORQUEEDO

New for 2019
Deep Blue
100 kW

- + 100 kW motor
- + 40 kWh battery with 31% more capacity
- + A fully integrated propulsion and energy management system

New for 2019
Ultra-silent
direct-drive
Travel 1103 C

- + Instantaneous throttle response
- + Silent direct-drive
- + 10% more power
- + Improved durability

www.torqeedo.com



MARINE ENGINES - GENERATORS - ACCESSORIES



115 GT/GTC*
112.40 kVA - 90.00 kW
1.500 r.p.m
50 Hz



SM-94
69.0 kW - 93.8 hp
2.500 r.p.m
N° Cylinder & Arrangement: 4 in-line

* All gen set models are available at 60 Hz and 1.800 r.p.m.

Selected products are approved by:



Engine base:



For more information:

info@solediesel.com

www.solediesel.com



Professional Manufacturer of LED Lighting and Marine Products

World Class Service

Your Best Choice



AAA World-Wide Enterprises Ltd.

www.aaaworld-wide.com

carol@aaaworld-wide.com

info@aaaworld-wide.com

Fax: +886-227520553(Taiwan)



NACRETM

CE RoHS



Engines don't just have to perform well, they have to look good too.

The powerful and lightweight V12 diesel from Diemax is painted a startling orange to compliment the glossy carbon fibre cowlings. These help to shave the weight to a mere 375kg for 600hp

look aesthetically pleasing. Touches such as polished chrome rocker covers can make a difference by endorsing a high-quality product."

Colour and presentation has also become a key selling point. Boaters have been known to buy an engine for the simple reason it has the same horsepower as their original and looks good.

The new V12 Diemax engines, for example, are painted bright orange, the colours of the national Dutch team. This colour scheme also offsets the black carbon fibre cowlings and rubber belts to create a striking looking engine.

TREND 5: Ease of service

Being able to access an engine for routine maintenance is a major concern for OEMs, especially as new apps allow an owner to see when the next service is due.

Vetus has taken the design

Modern apps such as Mercury's Vessel View Mobile encourage the owners to arrange routine servicing exactly when its needed, helping to prevent avoidable issues. OEMs are also aiming to place service items where they can be easily accessed

Sole has launched updated versions of its popular Mini-33, Mini 44 and Mini-55 with usability and maintenance in mind. The improvements include a bigger (120A) alternator, a front oil dipstick for easy access from a yachts companionway, and covers for the belts and relays to offer better protection, especially when the engine is running



aspect a stage further by adding some practicality to its new F-Line engines, especially for the owner who likes to work on the engine themselves.

"We have ensured that the F-Line has good service accessibility and easy maintenance, with a very sturdy top cover that can be stood on," said Hans Jonker. "The engine is often used as a step to enter the engine room and people do not always step on parts which are able to support their weight."

TREND 6: More compact footprint

With boatowners wanting as much useable volume as possible OEMs are continually looking to reduce the size of their engines for a greater power-to-weight ratio. Hyundai-Seasall has developed a new engine to complement its successful S270 series V6 engine as well as it's smaller R200 series 4-inline. The smallest U140 series engine's launch which was initially scheduled for late 2018 has been postponed until early 2020. This is due to the advent

of a new aluminium block base engine from parent company Hyundai-Kia Motors. "It would not make sense to launch a new engine with old technology when a more modern base engine will shortly become available," said Ted Fagerburg, director of international operations.

"There will be more OEM opportunities for our new small U-series engine once it becomes available. Distributors have been clamouring for it and we'll deliver when it's ready,

tested and qualified. While OEM business is important and appreciated, repowering has been our bread and butter and we anticipate that this will remain the case in the recreational segment."

Meanwhile, another relative newcomer, Dutch-based Diemax, has been successfully testing its new V12 engine ahead of full production later this year. Destined for commercial applications and to power high performance tenders, the company has used lightweight products such as carbon fibre, aluminium and titanium to create a 500-600hp diesel that weighs just 375kg.

TREND 7: Keeping abreast of commercial

Many companies that serve the leisure market are also very active in the commercial marine sector, where



Hyundai-SeasAll has delayed the launch of its new compact U140 series due to a new aluminium block being developed by the parent company. This will allow an even greater power-to-weight ratio

the demands are much greater and reliability is key.

A relatively new player is Hyundai-SeasAll.

"Recognising the reality of the strong penetration of outboard motors into traditional inboard and sterndrive markets, the company is placing more focus on its commercial engine range," Fagerburg told IBI. "The company has expanded its reach to five different base ratings (H380, H410, L500, L600 and L700) and a new medium speed 6 litre six-inline "G" series engine will make its debut later this year. This engine is destined to serve both the commercial and recreational markets."

The demands of commercial applications also lead to innovations that benefit the leisure user.

"Hyundai SeasAll has been quietly developing a new outboard-pod system based upon its S270 V6," Fagerburg explained. "This unit was initially designed for use in the Korean fishing boat market and is expected to go into serial production during the first half of 2019. Prototype and pre-production units are already running and firm orders have been placed for over 50 units. After an initial sales thrust in the Korean home market, the units will be evaluated as to their suitability for use in other areas and possibly for recreational use as well as in commercial applications."

Meanwhile, John Deere, famous for its agricultural engines, has designed its commercial marine engines to be able to be rebuilt in situ, minimising the need to disassemble the boat to lift the unit out.

The better way

A New Zealand R&D engine builder has developed a new marine diesel with an innovative hose-less design. Now, they're looking for investors to bring the engine to market



▲ MPT's 42ft, nine-tonne test boat



▲ The 'hoseless' D-Max 6600 diesel

IF THERE'S ONE thing that Clint Wishart can't abide, it's being let down by mechanical failures. That's why the Auckland, New Zealand-based entrepreneur founded Marine Propulsion Technologies Ltd in 2005, with a vision of developing a state-of-the-art marine diesel engine that provides unparalleled reliability and fuel economy while meeting stringent United States EPA Tier 3 and EU requirements.

Built with an eye to the lucrative 30ft-50ft powerboat market, the company's D-Max Marine 6600 diesel achieves that vision thanks to an innovative configuration that eliminates all hoses from the design. Built on the latest GM Duramax 6.6L long block, it features an innovative arrangement of internal passages for coolant and lubrication management, eliminating an average of 20 hoses and hose clamps per unit for substantially greater reliability. "Our approach was that it's pointless to design something for today, you have to design something for the next 20 years," says Wishart. "So we thought, what are the big problems people have today? A lot of the problems people have stem from the failure of various hoses. If you're up on the flybridge and

you're doing 25 knots and a hose clamp goes, you don't hear it and sometimes the alarms are just too late. You have no indication anything's wrong – at least until you fill half your engine bay full of water and damage your expensive boat engine. Hoses are the Achilles heel of any engine, so we started thinking, how do we just get rid of them altogether?"

The answer that MPT came up with was to re-route fluid passage through a series of neatly-formed manifolds and component castings. The result is a more compact installation with exterior hoses and fittings replaced by O-rings. Proven over years of automotive use, the O-rings represent a lighter, more durable and more cost-effective alternative to the traditional rubber hoses.

Designed from a clean sheet, the MPT D-Max Marine 6600 is said to weigh nearly 150kg less than competing engine designs, allowing it to achieve greater fuel efficiency and quieter operation. Further, it features an advanced computer using solid-state circuitry and with full satellite uplink capability for greater reliability and lower maintenance requirements.

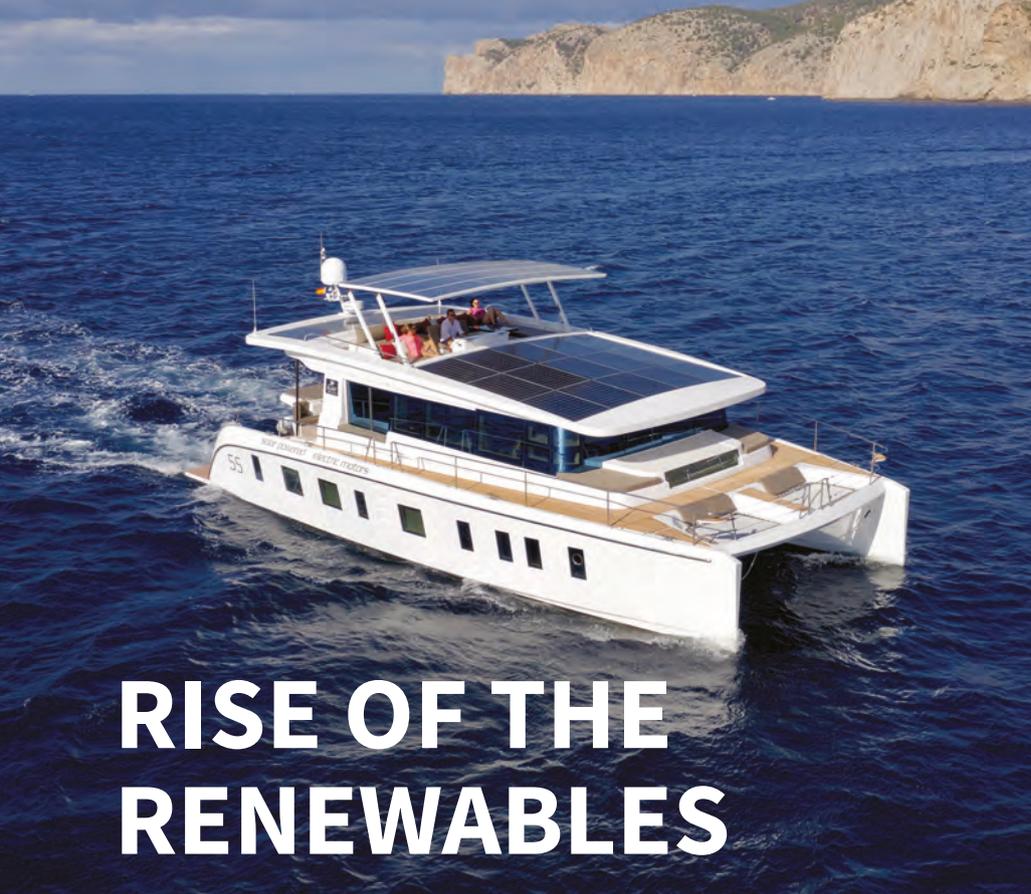
Wishart sees the primary market for the engine being boatbuilders producing recreational and

commercial craft in the 30ft-50ft range, as well as marine engine distributors serving the repower market, boating consumers, as well as the jet boat and military sectors. MPT has completed extensive on-water testing using a single 400hp D-Max 6600 to power a 42ft, nine-tonne test boat on a shaft V-drive.

The installation provides cruising speeds of 18 to 20 knots, and a top speed of 25 knots at wide-open throttle.

The company is currently seeking an investor to take the design forward. "We've got a lot more to offer, we believe, than other engines," says Wishart. "For example, we're the only 90-degree V8 that's narrower than a six-cylinder Volvo, a whole lot shorter and we're 150 kilograms lighter. We don't believe anyone else has a computer like ours. We've got patents for 10 countries in Europe, the US, Canada, New Zealand. Profit margins per engine are excellent. We have all tooling, machining jigs, computer files, patents, manufacturing facility and some distribution channels set up and complete."

Wishart may be reached via www.mptmarine.com.



RISE OF THE RENEWABLES

Working with conventional engines, but sometimes seeking to replace them, electric propulsion is gaining more of a market share, especially in the commercial, charter and large yacht sectors.

The ability to ghost the yacht silently in and out of harbor, to manoeuvre with absolute precision and to have a large battery bank to run hotel loads without using a generator has begun to capture buyer's imaginations.

"Sailors are already aware of the effectiveness of electric or hybrid systems," says Mike Gunning, sales director of US-based Electric Yacht. "You go into any marina parking lot that serves mainly sailboat owners and you will see a large percentage of electric and hybrid cars."



▲ The introduction of fully autonomous battery-powered ships such as the Yara Birkeland in 2019 is expected to take 100,000 trucks off Norway's roads. The power and control technology is also being utilised by leisure vessel designers

▲ Electric power has begun to make inroads into the charter market. This is Burma Boating's S55 solar-powered yacht, operating off the coast of Myanmar. A vast array of solar panels provides enough power for 40m² of aircon and two 30kW electric motors

Electric boating, particularly hybrid where the electric motor doubles as a mechanically-spun generator, is now experiencing more take-up in the leisure sector but has historically been more prevalent in working boats. Thanks to long working hours and high-energy demands, fuel-saving technology has the chance to properly pay back the investment. Now, with the rise of autonomous ships, the technology continues to move forwards, particularly in Norway. Here the authorities are keen to get more than 100,000 trucks off their coastal roads, so are investing in battery powered 'robot' ships instead. Proving trials have already started, with the 79.5m Yara Birkeland running off 9MWh of lithium ion batteries. These will be recharged in port by plugging into Norway's extensive hydro-electric grid. This same technology is filtering down to other commercial and leisure activities, particularly on the inland waterways where access to mains recharging is much easier.

"We're seeing a gradual rise in the market share for diesel-electric hybrid drives," said Graeme Hawksley of the UK's specialist installer Hybrid Marine. "For example, we have just taken a big order for a fleet of



▲ Natalia is an electrically-powered hybrid that recently won an award from UK travel writers for the peaceful experience it provides guests as it cruises the French canals

tourist boats to cruise around Auxerre in France. Our first boat, the Natalia, has just won a major award from the British Guild of Travel Writers. Electric drive is whisper quiet, so it really enhances the passenger's experience, but the diesel engine can replace the depleted batteries in off-grid locations when the guests have gone ashore."

Niclas Swaner, sales director of Norwegian-based Greenstar Marine agrees that silent motoring is a major selling point. His company claims over 400 successful electric drive installations to date, both inboard and outboard.

"When it comes to customer feedback, the most common reaction is that boating is more trouble free," Swaner told *IBI*.

"Sailboat owners in particular highlight ➔



▲ Range and performance are constantly being improved as the automotive EV market develops new technology. This boat is being powered by Torqeedo's Deep Blue inboard system, with the latest automotive batteries



◀ The Prop-ele outboard targets the sizeable US market for electric trolling motors. It provides 200W of power

silent, fume-free motoring with instant power and torque and no clunky gear shifting.”

Whilst the low cost of fuel in the US has made use of electric propulsion fairly rare, in Europe it is a different story. The ongoing battle to reduce pollution in cities has led to big advances in hybrid technology.

Cummins, for example has been particularly active in developing electric engines for trucks, where the challenges are arguably much greater. The company delivered its AEOS concept of heavy truck in 2017 and pledged to bring to market an all-electric power train for buses and trucks by 2019.

“Electrification does not spell the end of diesel or other forms of energy any time soon,” writes Blair Claflin, Cummins’s director of sustainability communications.

“Diesel is the most energy-dense liquid-fuel available. Over the last 25 years, advances in engines, emissions control technology and cleaner diesel fuels have led to a 95% reduction in NOx, the major contributor to smog. When



▲ The price of lithium ion leisure batteries, initially around £5,000, has tumbled. This new Lifos battery offers an equivalent useable power of a 120Ah lead acid battery due to its deep cycling ability and for 77% less weight. The battery can also cycle for a claimed 2,740 times, making the £699 price tag work out at just 25 pence a cycle

power solutions are economically viable, Cummins will bring them to its customers. We will continue to do the same with electrification.”

Jennifer Humphreys for Volvo Penta agrees. “We see the future of boating as hybrid and electric,” she told *IBI*. “We’re currently investigating the commercial needs for our marine segments and will leverage the knowledge within the Volvo Group. For instance, Volvo Buses is a world leader in the area of electro-mobility, with a number of fully electric and hybrid vehicles

already in operation. Our focus is on the fit between technology and customer needs, not the technological solution in itself.”

Here are some of the trends being seen in alternative fuel technology:

TREND 1: More powerful drives

With so many high-performance electric motors now available from the automotive industry, it is inevitable that they will begin finding their way into the marine sector especially where there is a synergy within the same OEM. Volvo, Cummins, Steyr, Nanni and MTU are prime examples. Another leading marine pioneer has been Austrian-based Torqeedo, which was recently bought by the German giant Deutz. Noted for its innovative approach and lightweight solutions, Torqeedo is actively developing some new and very powerful drives based on induction motors, both inboard and outboard. Some startling performance has been obtained from its range of Blue Sea installations.

Likewise, another Austrian company Aquawatt is also developing its range of inboard and outboard motors. For the yachtsman, there is an increasing choice of electric pods and saildrives, including the e-Motion rudder drive available on Hanse yachts, and the drop-down rim drive on the WiDa (pronounced ‘Wonder’).

Other players are also entering the marine market, such as the Washington-based PropEle, which specialises in portable electric motors. The demand for small ‘trolling’ motors in the US leisure fishing sector is quite sizeable. The Propele’s

► Torqeedo has developed its most powerful Lithium Ion battery to date in co-operation with BMW. The BMW i high capacity battery has been adapted to work with inboard, outboard and hybrid systems of up to 160hp, and is said to give the highest energy density currently available in boating





▲ The Arcoa Z project has flexible, ultra-thin solar panels set into the sails to provide power for electric propulsion

brushless motor proves 200 watts of power, harnessed by a high-aspect ratio and slow-turning propeller.

“It is very easy to spend a lot of money on an electric motor,” Hawksley advises. “We used to harness the highly-efficient Lynch motors, but as they are air-cooled they were susceptible to a salty environment. We have since switched to brushless, sealed motors that are liquid cooled. They are made in the US by a well-known OEM and deliver around 91% efficiency. There are motors out there that offer 96% efficiency, but you are paying an extra £10,000 for that advantage. This doesn’t make much sense for marine applications, where a hull usually has the space for more battery capacity instead.”

TREND 2: Better battery technology

An electric motor is only as good as its battery and once again it is a combination of the automotive and personal electronics markets that is driving technology forward.

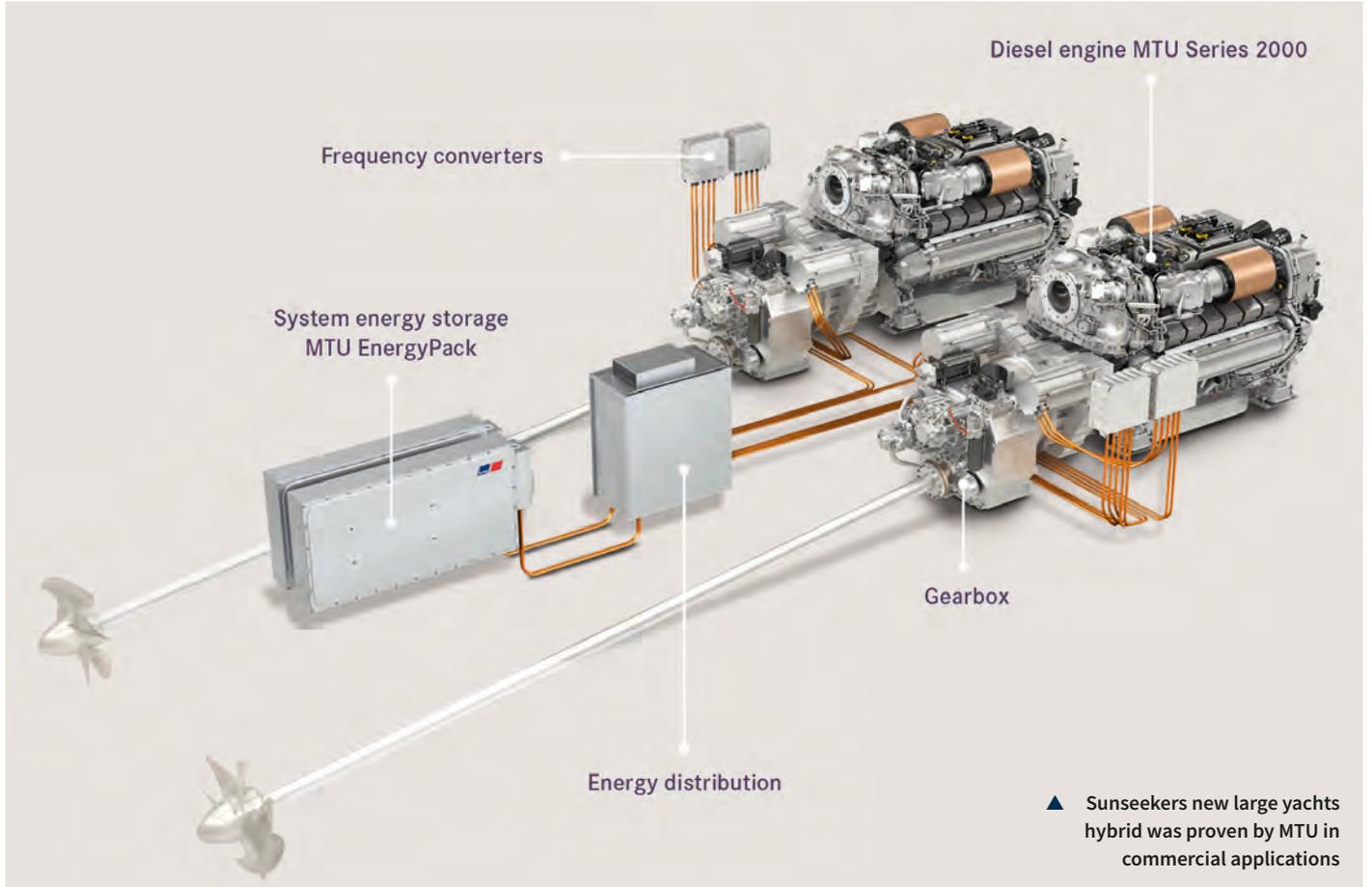
Portable devices are 15 times more powerful than previous generations, but their batteries have only kept up by a third.

As such, scientists are working hard to increase range and duration and minimize recharge times, particularly when it comes to vehicles that have traditionally been powered by diesel engines.

“The problem is that 1 litre of diesel has the energy density of 12 kilowatt-hours (kWh) of electricity,” Hawksley explained. “In a diesel engine, only about 4kWh is actually harnessed as propulsion. The rest is lost as heat and gas. For battery designers, getting even slightly close to that 4kWh figure without a massive weight penalty remains the goal.”

For many years, the way around the weight problem was to use lithium-ion, which has the added advantage of being able to deep-cycle without damage. Lithium ion batteries remain expensive in the short term, partly due to the raw materials, but also the electronics needed to balance the charge in each cell. Long-term, the investment pays back in the number of charge cycles, some 2,000 or so, compared with as few as 500 for lead acid.

Mastervolt pioneered the marine ➔



▲ Sunseekers new large yachts hybrid was proven by MTU in commercial applications

Lithium Ion battery, now in its second generation, but recent breakthroughs by scientists include the Lithium-air battery, that uses oxygen as one of the reagents. The claim is a battery that can be made for a fifth of the price of lithium and at a fifth of the weight, but could also make phones, cars and boats operate five times longer. Other research is exploring formulations such as gold 'nanowires', sodium-ion, and a relatively new discovery called Graphene. This is a sheet of carbon atoms arranged in a lattice pattern and described as a 'wonder material'.

Graphene has already been used in composite boatbuilding and Samsung has used it to greatly enhance existing battery technology. The results include experimental batteries that can recharge in just 12 minutes with an additional 45% of capacity.

Looking ahead, the huge rise in the popularity of electric cars, especially in cities, is driving big investments in research.

A recent report from Bloomberg NEF suggests that electric buses and cars accounted for 44 gigawatt hours (GWh) of lithium-ion demand in 2017, worth around US\$23bn in battery sales. By 2030, that is predicted to rise to 1,500GWh, and US\$84bn. Forward-looking governments are helping by backing research into denser energy storage. One of these is Japan's Lithium Ion Battery Technology and Evaluation Centre (LIBTEC), a consortium of 25 companies including Toyota, Nissan

and Panasonic. LIBTEC is being assisted by a US\$90m government grant in a bid to greatly improve Lithium formulations.

TREND 3: Improving renewables

In March 2017 researchers from Kaneko in Japan set a new efficiency record for solar panels, beating Panasonic's 2015 record by 4% to reach a new high of 26.6%. The Kaneko team layered silicon inside individual cells to minimise the band gaps where electrons can't exist and the sun's energy is wasted.

Boat owners, particularly voyaging yachtsmen, are adding solar and wind powered regenerators to their decks as a matter of course, with solar becoming cheaper due to economies of scale.

CASE HISTORY

SUNSEEKER'S NEW HYBRID

As visitors to the recent Boot Düsseldorf would have seen, Rolls-Royce and Sunseeker International will be presenting a brand-new hybrid model to the world in 2020. Rolls-Royce control systems are already leading the drive towards remotely-controlled and fully autonomous ships, so are the ideal partners for this type of venture.

The new model will be powered by a pair of MTU 12-cylinder 2000 diesel engines delivering 1,974hp apiece. The hybrid system has already been proven in commercial shipping applications and will be integrated from the outset. It can also be expanded on

a modular basis. The installation will allow a large yacht to operate in six different modes, including up to 40 minutes of displacement speed propulsion from each pair of MTU batteries installed. Sunseeker says the project is a response to customer feedback.

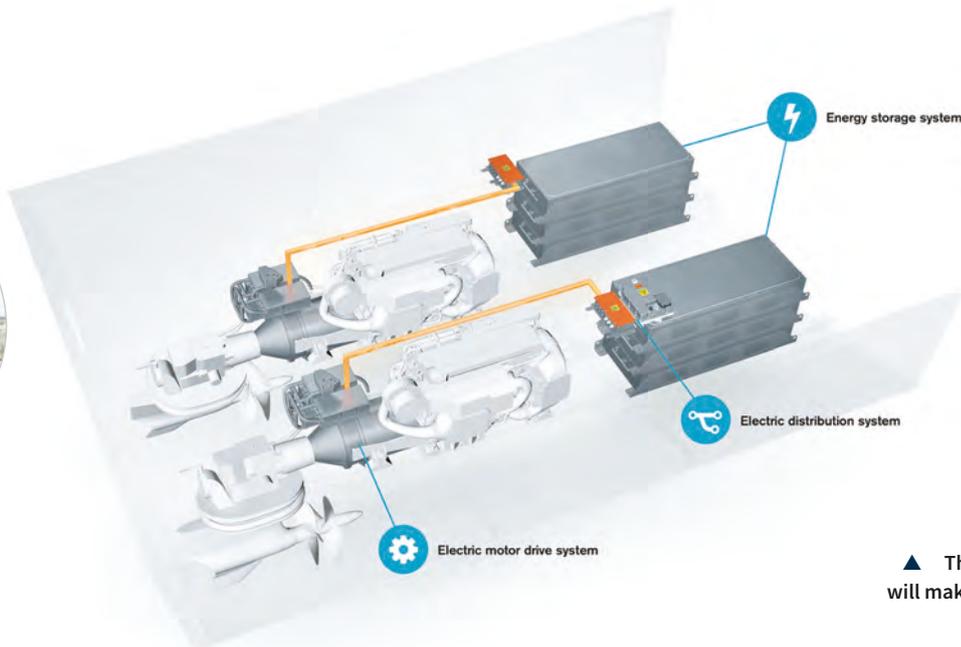
"The way owners are using their boats continues to evolve," said Sean Robertson, sales director at Sunseeker International. "Efficiency and noise reduction are now as important as features and volume, which all contribute to their ultimate purchase decision. This latest hybrid technology will allow owners a choice of multiple operating modes from all-electric with zero emissions through to use of the twin 12-cylinder diesel engines delivering efficient class-leading performance."

Knut Müller, head of marine and government business at MTU, said: "High performance levels, efficiency, environmental compatibility and the flexibility of the propulsion system are of great interest today when operating a yacht. We believe that the focus in the future yacht industry will be more and more on smart and innovative system solutions rather than just focussing on the power output level."

TREND 4: More hybrid options

The hybrid is now well established in the automotive industry, and increasingly popular on the inland waterways of Europe. Liveaboards, often young people priced out of the property market, can generate all the power they need from a

▼ Niklas Thulin,
Volvo Penta's director of
electromobility



▲ The new hybrid drive will make full use of Volvo's versatile IPS drives



► Oceanvolt won the DAME award in 2017 for a software-controlled auto-pitching propeller to maximise the energy recovered when under sail

canal boat's engine as they cruise, and power silently and fume free in and out of locks.

Steyr pioneered the serial hybrid, with the electric motor sandwiched between the engine and gearbox, and work continues with the next generation. "There will be an announcement in the spring," Steyr's Wolfgang Feichtner said, enigmatically. Meanwhile, other companies such as Nanni, Beta and Yanmar are harnessing electric motors to offer a hybrid installation on their smaller engines.

"Yanmar already indicated its long-term commitment to electric and hybrid technology by showcasing the Yanmar Concept Electric Jet Propulsion Unit at last year's Fort Lauderdale Boat Show," Floris Lettinga said. "After completing initial feasibility experiments, YANMAR will continue to perform engineering studies in effort to advance the field and eventually provide the best electric solution for all marine applications."

The challenge, as always, remains storing power, rather than how to use it.

"Whilst battery technology has advanced greatly, for many boaters the ordinary deep-cycle lead acid type still proves the most effective," said Graeme Hawksley. "The energy density hasn't really improved in 50 years, but the battery is very simple and easy to install. A large bank also doubles as ballast, especially on canal boats and barges. Hybrid is expensive at the outset but does pay back over the years."

TREND 5: More efficient hydro regeneration

The ability to generate energy from the freewheeling main propeller under sail has always struggled with efficiency issues as the blades are usually configured for forward drive and simply don't spin fast enough.

However, US-based Oceanvolt won a Dame category in 2017 with its new Servoprop drive, which features a variable pitch propeller. The software-controlled blades can be rotated through 180 degrees, with claims of 30% more efficiency in forward drive, 100% in reverse and 300% in regeneration mode under sail. The drive is said to provide more than 1kW when

sailing at 5-6 knots, and is suitable for monohulls of up to 50ft, multihulls to 60ft, and for use purely as a generator up to 100ft.

Other solutions have come from a collaboration between Beneteau and ZF, and with Moonwave catamaras and Torqeedo. In each case, the saildrive rotates through 180 degrees so the propeller faces forwards, maximizing the regeneration capability. The higher torque of electric motors allows bigger propellers to be used, and these provide a greater blade area for regeneration.

TREND 6: Better connectivity

The ebb and flow of energy through a system can now be closely monitored and recorded, looking for efficiency gains and allowing for more automation. Being able to monitor remaining charge remotely also allows the boat owner to plan their trips accordingly.

"We hear the same experiences expressed by electric car owners," Greenstar Marine's Swaner said. "Initial concerns about range are met by adapting the usage. For sailors with the eco charge system there is less concern. Customers who are out for weeks without a shore power connection often carry a small generator for range extending."

Greenstar, which supplies both inboard and outboard solutions, has introduced connectivity into its P and L line of inboard all-electric drives.

"The launch of our two new product lines is built upon our experience of adding the latest techniques from the automotive industry," Swaner said. "Both will be connected which enables charge and range data to be remotely monitored. GreenStar Marine will be able to update software remotely so that owners have the best performing system. We have also developed the Eco-charge function which enables the batteries to be recharged during sailing."

CASE HISTORY

VOLVO'S NEW HYBRID DRIVE WITH SELF-DOCKING

Volvo announced a spate of innovations to journalists in Gothenburg late last year, including a demonstration of a self-docking boat and an overview of a proposed new hybrid drive system. The self-docking worked flawlessly, if a little

slowly due to the cautious nature of the prototype and the need to engage and disengage powerful diesels via slip clutches. The plan will be to harness the new electric motors for docking via IPS drives.

Volvo is working hard to optimise its interconnected technology via its Easy Connect electronics package. The ultimate objective is to have a boat that provides an extended electric drive, smooth auto-docking with zero emissions and auto-charging from the main engines when underway.

"A hybrid provides a flexible solution, one that maintains the high efficiency offered by the IPS system and adds the ability to run in zero emission environments," says Niklas Thulin, Volvo Penta's director of electromobility.

"With full torque from the electric motor available instantly, the boat will maintain the responsiveness and controllability that IPS is famous for in electric-only mode, as well as offering the ability to run at 10 to 12 knots."

Battery options and engine sizes can be perfectly matched to the users needs and rigorous trials are now being conducted at Volvo's test centre in Gothenburg. Customer input is also being used to bring a commercial model to market by 2021 and leisure model soon afterwards.

CONCLUSIONS

With so much investment in clean burning, common rail and electronically controlled thermal engines it will be a while before the industry goes fully electric, but in the medium-term hybrid is certainly catching on, mainly because it enhances the peace of being afloat.

Niels Rozendal of Dutch-based KD Propulsions can see the attractions, but also the pitfalls. "Are Dutch pleasure boat users ready for electric sailing?" he asks. "Yes, and they have been for a long time. Is the business community ready? No. So what stops us from a massive take-up? In the first place the price of a good application, plus the fairly limited range and the lack of fast charging points on the water. In some cases there are extra costs for reliable systems to keep your powerpack cool and the discharge rate steady. Hybrid looks for now to be the key to success, especially whilst being coupled to the continuing development of better and cleaner combustion engines. These engines will not be superseded quickly." **IBI**

▼ Gyroscopic stabilisers lend themselves to large yachts of all shapes and sizes. In two recent installations, the Rossi 50m in the foreground received a GM150 unit and the larger Rossi 63m now has a GM300



THE ACTIVELY-DRIVEN GYROSCOPE

GYROMARINE REGARDS THE ACTIVELY-DRIVEN GYROSCOPE AS THE BEST SOLUTION FOR STABILISING LARGE YACHTS. CTO TONY ELMS EXPLAINS THE CONCEPT OF THIS SINGLE PRODUCT BUSINESS

WORDS: TONY ELMS, EDITED BY JAKE KAVANAGH

THE PROLIFERATION OF alternate stabiliser concepts entering the yacht market at all scales shows an increasing recognition of the need to reduce discomfort from motion afloat. The industry has realised that the spectre of seasickness may well be putting some potential new clients off owning a yacht.

The market for passenger vessels has always been at the cutting edge of stabilisation, with the yacht market developing some unique solutions for time spent at anchor. Passenger ferries traditionally only needed stabilisation underway, although increasingly large cruise ships are now anchoring off their tourist destinations. As such, there is now a convergence of demands between the pleasure and commercial sectors, with increasing operations at low or zero speed during station keeping and interaction with other vessels. With a background in commercial marine operations, Italian firm GyroMarine believes that an actively-

“ Few companies can overhaul and balance a turbine from a major power station in-house... these high-precision skills are needed ”

driven gyroscope – one that can be controlled and ‘actuated’ whilst it is engaged – is by far the best solution, especially for larger vessels of all types.

HARNESSING THE GYRO

GyroMarine is the culmination of a long-standing relationship between a ship motion company, a mechanical design office and a mechanical manufacturer that have come together under a single entity.

Europe is the dominant sector for large yachts and Italy is the epicentre of activity. From Italy, GyroMarine can readily reach and support all European customers.

“We based our company in Tuscany where the manufacturing capability already exists,” explains technical director Tony Elms. “GyroMarine’s sister companies, OMP and Tecno, have specific experience in the engineering and manufacture of large rotating equipment for the power generating and chemical

industries. There are few companies that can overhaul and balance a turbine from a major power station in-house and these same high-precision skills are needed for large scale gyroscopes.”

Today the company produces actively-driven gyroscopes at a scale simply not seen elsewhere. The range extends to machines weighing 40 tonnes with outputs of 1850 kNms. Such a scale of engineering demands financial strength and technical competence to develop, design and produce the final product.

The target market for GyroMarine is for vessels of around 40m in length and upwards ‘without limit’.

GyroMarine has the engineering capability to complete all product development in house, ranging from software and electrical control through to mechanical analysis and design. The team had been producing hydraulic gyroscopes for many years and the final evolution was to move from a hydraulic drive to a fully electric solution. “We then scaled up the range to meet the needs of all large yachts,” explains Elms.

HOW A GYRO WORKS

All hydrodynamic devices, such as fins, react off the water, which is itself moving relative to the hull. A gyroscope offers the possibility to harness the effect of a constantly spinning mass within the ship instead.

When a yacht rolls, the gyroscope rotor assembly moves in its gimbals, generating stabilising torque. The amount of useful torque depends on how fast the gyroscope moves in its gimbals.

“To maximise performance, the gyroscope must ideally move at its peak velocity,” Elms says. “However, this velocity is dependent on the roll rate of the yacht. For smaller boats, such as flybridge cruisers, there is typically sufficient residual roll to enable this passive effect to be deployed to good effect. If the roll rate is low, then so too is the stabilising potential.”

Low roll rates of a yacht exist when the roll period typically gets longer, as is the case on larger yachts. Also, when the residual roll rate is low – which occurs when the vessel is stabilised – the motion is reduced.

The inspiration of GyroMarine’s technology is the paradox of a gyroscope naturally needing residual roll in order to generate gyroscopic stabilisation.

“Our solution is to actively drive the gyroscope so it moves within its gimbals independently of the residual roll of the yacht. This means that maximum stabilising capacity can be available at all times. In this regard a GyroMarine gyroscope itself is a driven actuator and not a passive damper.”

By using this active drive, it is actually possible to induce a roll in calm conditions, which is useful for ice clearing or for full scale roll damping testing. The drive also serves to regulate the movement of the



▲ Technical director Tony Elms (second from right) with the GyroMarine management team at METSTRADE 2018

gyroscope in its gimbals. This means the stabilising effect remains synchronous with the roll of the ship and the velocity does not exceed the structural load.

“The significance of the GyroMarine technology becomes more apparent as the operating roll rate diminishes,” says Elms. “Low rates of roll exist on larger vessels where the roll period is lower and when the boat is more stable. As such, the technology lends itself to large yachts or applications that seek the lowest absolute motion.”

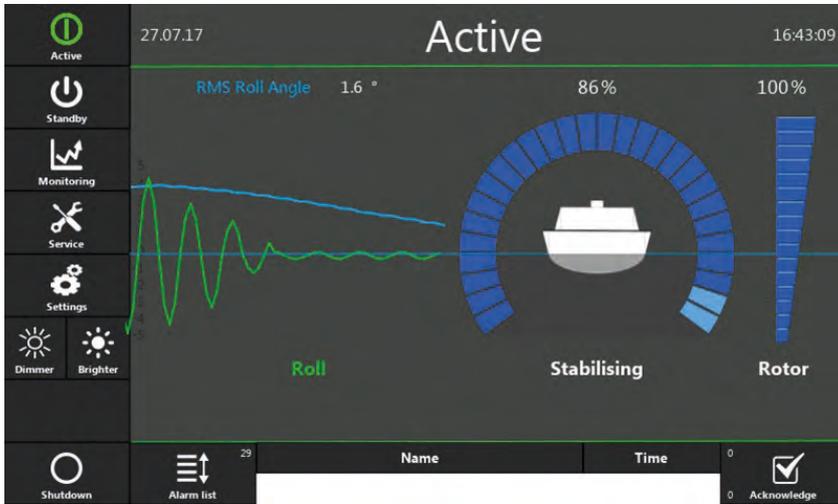
The relevance to larger yachts is also born in the sheer scale of the GyroMarine machine range. A measure of capacity for a gyroscope to stabilise is its angular momentum. GyroMarine produce four sizes of gyroscope from 150,000 Nms to 1,500,000 Nms. By contrast, there are several manufacturers of passive (undriven) gyroscopes for the recreational market in the range from 3 to 35,000 Nms.

The transition to electric drive was the final enabling development in optimising active drive.

EFFICIENT CONTROL

“Electric control offers a more efficient product and has a much faster response rate,” Elms told *IBI*. “The electric drive can also share power between sub systems more readily. For example, in the case of a power blackout, the kinetic energy of the GyroMarine rotor can be harnessed to continue to power the entire machine. This includes the lubrication, control and cooling systems during a shutdown.”

With electric control the motion profile can be managed better than it can hydraulically. Deriving from strategies employed in the robotics sector, GyroMarine is able to manipulate the



▲ Advanced software is accessed via a user interface and allows the performance of the gyroscope to be actuated whilst it is being driven



▲ The GM300 is currently the largest model in the range and can stabilise a vessel of up to 300 tonnes. The unit can also power other systems from its inertia during a controlled shutdown

movement of the gyroscope within each roll cycle.

However, this level of electric control is not without challenges. It is known that large power frequency drives can create unwanted voltage harmonics in the grid supply. In some cases, these can affect the operation of other equipment on the grid. This becomes more prevalent when a consumer, such as a stabiliser, may represent a significant portion of the total generator or grid capacity.

To mitigate the undesirable effect of voltage harmonics on other equipment, classification societies are starting to issue guidelines for acceptable parameters. GyroMarine has implemented a solution called ‘active line filtering’ that can meet future harmonic thresholds. “We also implement EMC filters to minimise electromagnetic interference,” Elms says.

A secondary benefit of the filtered power supply is the possibility to return surplus energy from the gyroscope to the grid in very rough conditions or during the long shutdown period

TONY ELMS | CHIEF TECHNICAL OFFICER
GYROMARINE

The advantage of an actively-driven gyroscope is the ability to fully prove the stabilising output of the machine independent of the yacht

for use by other consumers.

“Comfort is largely subjective and often difficult for an owner to quantify in a way that leads to specifications that can be met,” Elms explains. “Once defined, however, the advantage of an actively-driven gyroscope is the ability to fully prove the stabilising output of the machine independent of the yacht.”

In the same way that engine output can be factory tested, GyroMarine tests each gyroscope on a full-scale load cell. Such testing is not possible in any other form of stabiliser.

There is also a misconception that gyroscopes are big and heavy and will slow the boat down. In reality the weight of a gyroscope is about 2-3% of the yacht displacement, Elms claims. This typically represents a lesser speed loss than the drag of a fin-based stabiliser, hence gyroscopes are widely adopted for fast yachts.

“The weight misconception can lead designers and shipyards to dismiss the opportunity of much improved capability and improved comfort. A larger model gyroscope has less stress and a much wider operating envelope of sea conditions than a smaller one and does not necessarily consume more power for a given operating condition.”

GyroMarine is focussed on producing only Active Drive gyroscopes and hopes to continue to lead expansion to commercial and military fields.

“We’re seeing strong interest in larger yachts,” Tony Elms maintains. “These tend to have fuller hull mid sections, lower roll rates and a higher expectation for the lowest possible absolute motion. It is precisely for this circumstance that we developed the product.” **IBI**

For more information, visit:
www.gyromarine.com

New IKI! Italwinch stainless steel horizontal windlass



IKI is the new born of the wide offer of Italwinch range. Studied for boats up to 12 meters, combine high performances in a really compact solution. IKI it's easy to install with the "all on deck" configuration and really strong with the main body in stainless steel.

Characteristics:

- Supported chains: 6mm, 8mm, 1/4"
- Rope and chain system for 12mm 3 strand rope
- Chaincounter sensor built in
- Two different motor powers 500W and 800W at 12V or 24V
- AISI 316 stainless steel case
- IP66 motor cover

Phone: +39 039 2148 126
E-mail: info@mzelectronic.it
Web: www.mzelectronic.it



TruDesign Universal Saddle Base

The TruDesign Universal Saddle Base is designed to provide strong and compact routing of cables or hoses without the need for fasteners.

- Custom cable tie slot that enables quick easy fastening of cables or hoses.
- Large undercut dovetail grooves which enlarge the bonding surface area, resulting in tremendous holding power to GRP hulls or bulk heads.
- No need for stainless steel fasteners saving costs and preserving the integrity of the hull.
- Four Saddle Clips are also available. They simply click onto the base and can hold standard hose sizes from 13mm to 50mm.

www.trudesignplastics.com



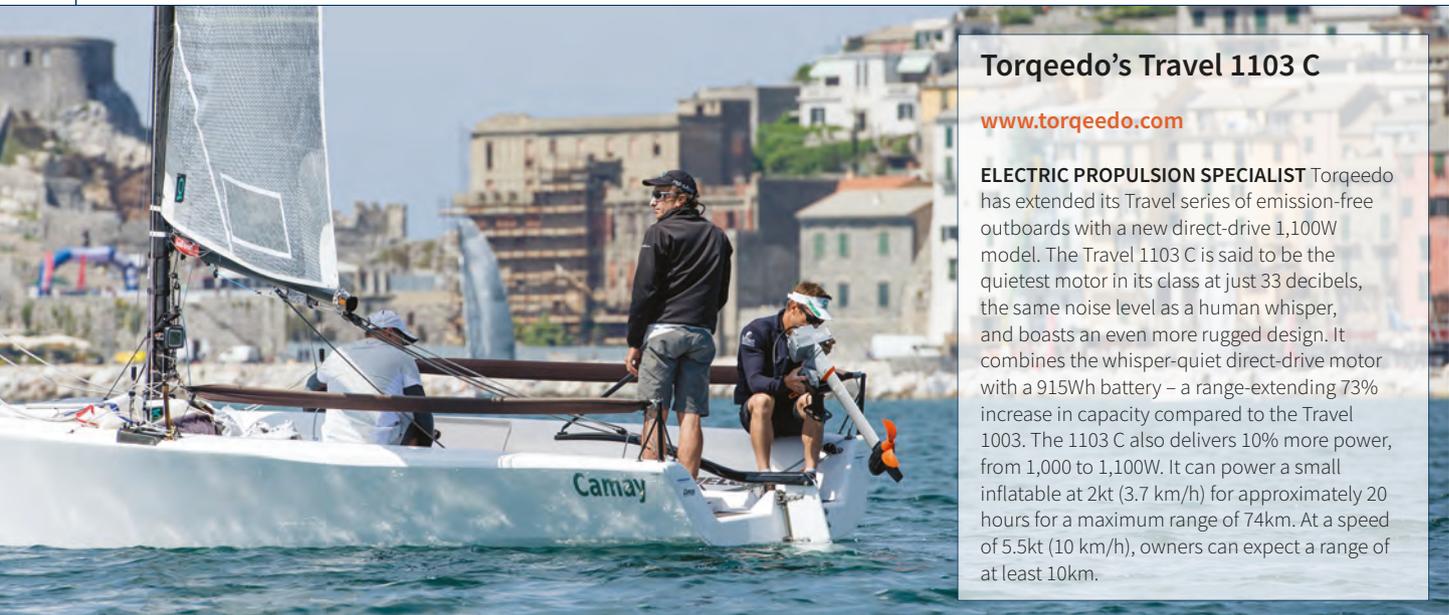
MAGLIA™, a new era in textile looking coated fabrics by Spradling®:

Inspired by the renown "oxford" textile pattern, MAGLIA™ achieves a natural appearance of the slightly thicker yarn fibers and provides a cozy sensation in interior and exterior on-board environments, creating luxury design concepts that ensure ultimate experiences.

While texture and colour make MAGLIA™ unique, its performance ensures resistance and durability. Creating a barrier against the biggest problems in the exterior like germs, abrasion and stains. It guarantees a smart protection for furniture designs by having PERMABLOK® protective finish.

The most stringent technical requirements are also satisfied and make MAGLIA™ a perfect choice for any yacht applications. Fire Resistant Certified as IMO and MED, water-proof and being PHTHALATE FREE, turns this Coated Fabric into a safe and healthy high-quality solution for covering sophisticated furniture innovations.

For more information contact us at marketing@spradling.eu



Torqeedo's Travel 1103 C

www.torqeedo.com

ELECTRIC PROPULSION SPECIALIST Torqeedo has extended its Travel series of emission-free outboards with a new direct-drive 1,100W model. The Travel 1103 C is said to be the quietest motor in its class at just 33 decibels, the same noise level as a human whisper, and boasts an even more rugged design. It combines the whisper-quiet direct-drive motor with a 915Wh battery – a range-extending 73% increase in capacity compared to the Travel 1003. The 1103 C also delivers 10% more power, from 1,000 to 1,100W. It can power a small inflatable at 2kt (3.7 km/h) for approximately 20 hours for a maximum range of 74km. At a speed of 5.5kt (10 km/h), owners can expect a range of at least 10km.



Glendinning ProPilot

www.glendinningprods.com

THE PROPILOT JOYSTICK is an optional accessory that can be added to most existing and any new Glendinning control systems on boats with inboard propulsion and bow/stern thrusters. The ProPilot system is suitable for installation on all inboard power boats with bow thrusters (or bow and stern thrusters), and sailboats with both bow and stern thrusters fitted. An integrated thruster control keypad provides the capability to control the thrusters directly without the need for a separate thruster panel.

Countertop receptacles from Hubbell Marine

www.hubbell.com

HUBBELL MARINE'S POP-UP Countertop Receptacles install discretely in a boat's countertop and are UL-listed for 1.9lt water-resistance. The 15A 125V receptacles are available in surface and flush mount models, in polished chrome, brushed aluminium, brass or nickel, powder coated black or white, or matte bronze. Easy to install, they require just 101.6mm width of space, an 86.4mm hole and 119mm of depth. The surface mount version extends a mere 2.3mm high and has a chamfered edge for a finished appearance.



Vetus ZWBH shaft seal

www.vetus.com

VETUS HAS EXPANDED its range of stern gear equipment with the triple-lip ZWBH dripless shaft seal. The latest model includes a self-aligning inner bearing and the addition of one extra lip seal to keep the water out. Developed for use with water-lubricated stern gear, the oil- and grease-resistant, minimal friction ZWBH is flexible to absorb shock and vibration.

The unit has a 10mm vulcanised hose pillar for water injection and is supplied with two stainless steel hose clamps. Constructed using 65-70 shore NBR (nitrile butadiene rubber) with brass hose pillar, the seals can withstand a range of temperatures between -15 °C and 85 °C, making it extremely durable. It is suitable for Vetus bronze, steel or GRP stern tubes and fits 25mm, 30mm and 35mm shaft diameters.

SEND NEW PRODUCTS TO: belinda@ibiplus.co.uk

Yanmar developing fully automatic, hands-free docking technology

www.yanmarmarine.com



YANMAR IS DEVELOPING

a fully-automated docking system that will park boats into even congested slips without requiring any human input whatsoever.

The company's auto-docking technology is being developed as part of a collaboration with the Japan Agency for Marine-Earth Science and Technology

(JAMSTEC) aimed at creating fully robotic boats for operations in dangerous waters, maritime surveys or future "smart" fisheries applications. The automatic docking capability being developed as part of that initiative will have immediate and widespread applications in recreational boating. Its ability to function without any operator input will be particularly beneficial to owners of charter and rental fleets, while appealing to new or inexperienced boaters.

Yanmar's docking system utilises RTK- GNSS 2 real time kinematic satellite positioning technology boosted by the company's proprietary digital repeater system to provide extremely precise positioning data that can be used with additional sensors to accurately direct the boat into its designated dock location. The technology is to be applied not just to commercial vessels, but also to Yanmar's recreational marine and fishing vessels in Japan, with deployment commencing after 2020.



Aquatic AV audio sources

www.aquaticav.com

AQUATIC AV HAS created two new DAB+ ready audio sources exclusively for the European market. Both units are IP65-rated and include Bluetooth connectivity, an AM/FM radio, built-in 228W amplifier, USB charging, remote control options and a DAB+ module and antenna option.

The MP6 is a standard panel size source unit that can be fitted in a dashboard where only limited space behind is available. Its mounting depth is just 107mm. The CP6 can be installed into more compact spaces by simply widening an existing round gauge hole. The faceplate size is 102mm x 157mm, the hole size is 50mm x 110mm, and the overall mounting depth is just 96mm.

SEND NEW PRODUCTS TO: belinda@ibiplus.co.uk

ADVERTISEMENT INDEX

AAA Worldwide Enterprises Ltd	Taiwan	74	Plastimo Distribution SAS	France	27
Airmar Technology Corporation	USA	25	Quick Spa	Italy	53
Awlgrip	UK	06	RAI Amsterdam	Netherlands	IBC
Besenzoni	Italy	42	Roodberg	Netherlands	26
Boatbuilder Awards	UK	16-17	S.P.W Gmbh	Germany	11
Boero	Italy	45	Saloni Nautici/UCINA	Italy	38
Bruntons Propellers Ltd	UK	09	San Giorgio Sein Srl	Italy	15
CAN - SB	Italy	45	Seakeeper Inc	USA	21
Clion Marine	Netherlands	29	Seastar Solutions	USA	65
CMC	Italy	37	Sleipner Motor AS	Norway	IFC
Craftsman Marine BV	Netherlands	25	Solas	Taiwan	69
Frigomar	Italy	51	Sole Diesel	Spain	74
Garmin Europe Ltd	UK	02	Soluzioni Meccaniche SRL	Italy	53
Garmin Europe(Fusion)	UK	14	The London Yacht Show	UK	08
H + B Technics GmbH	Germany	13	Thetford Marine	Netherlands	13
IMCI	Belgium	07	Torqueedo GmbH	Germany	73
John Deere Power Systems	France	22	Transfluid SPA	Italy	43
KVH Industries A/S	Denmark	31	Veco	Italy	49
LCJ Capteurs	France	22	Vetus BV	Netherlands	OBC
Marco Spa	Italy	48	Volvo Penta	Sweden	OFC
MZ Electronic	Italy	47	Webasto Thermo & Comfort SE	Germany	41
Oceanic Systems UK Ltd	UK	55	Yamamotor International Co. Ltd	Taiwan	26
Opacmare	Italy	35	Zipwake AB	Sweden	10

www.ibinews.com *Worldwide news at your fingertips*

It was an incredible opportunity – I was 200% sure it was worth it

Vladimir Zinchenko | CEO, SVP Yachts

Words: Ed Slack



Born in St Petersburg in 1963, Vladimir Zinchenko qualified as a software engineer in 1985 but turned eventually to the automotive sector, founding his own car dealership in St Petersburg in 1991. Selling up in 2004, he left Russia to sail the world, taking on dealerships for Shipman and Greenline yachts on his return. He bought both brands in 2015 and developed the new OceanClass and NEO brands in 2017 and 2018 respectively.

It was in 2015, while buckling-up for a flight to Antigua, that Vladimir Zinchenko got the call. Seaway Yachts, the Slovenian builder of Shipman carbon sailboats and the Greenline range of hybrid motoryachts, brands that Zinchenko had been selling from his Russian dealership for the best part of a decade, was about to go bankrupt. Spying an opportunity, Zinchenko disembarked the flight and within days had taken ownership of the brands that had come to mean so much to him. Four years on and SVP's recent presence at the Düsseldorf Boat Show suggests it was worth Zinchenko changing his plans that fateful day. The builder had eight boats on display (compared to three in 2018), four of which were enjoying their world previews. Sales hit €22m last year, up from €17m in 2017, and are forecast to reach €30 this year on the sale of 130 boats.

ROADMAP FOR GROWTH

"I sold my car rental business and dealerships in Russia back in 2004. My wife and I wanted a new lifestyle, an adventure. We set off around the world in a Hanse yacht. But I was hungry to go faster, so we exchanged it for a carbon Shipman 63, which I fell in love with, so much so that when we finished our travels I asked if I could present the brand to friends and signed a distribution agreement. Year one we sold 10 Shipmans, another 20 the following year, which was about half the yard's production at the time. When they introduced the Greenline brand in 2009, I took on that too. You could say that my heart was with Shipman, but my head saw the potential of Greenline.

"When the Shipman parent company Seaway collapsed in 2015 – it was a quick decision for me. I was sat on a plane travelling to Antigua for an Royal Ocean Racing club 600 race when I received an SMS on my phone telling me they'd gone bankrupt and that the following day liquidation proceedings would begin. I stopped the plane and jumped off and was there the next day at the yard. As the staff were dismissed, I waited outside with a box of business cards. I gave one to each of them as they filed out and told them I was restarting the business. We were left with a few empty hulls and unfinished boats.

The plan was simple, fulfill the orders and take it from there.

"We rented the premises to begin with, then in 2017 we bought the facility in Begunje (Slovenia). It was an incredible opportunity. I was 200% sure it was worth it. They were great brands – Shipman and Greenline weren't at fault, it was the management that had failed the company."

BRAND BUILDING

"Back in 2015 we had a 33 and 40 and a 48 at prototyping stage. Now we have 11 models in production and a staff of 250.

"The new 45 Fly, with its full beam master cabin, is having particular impact – we announced it in the Autumn of last year, the first will hit the water in March. We've sold 18 of them already for 2019 and have upped production from one to more than

two 45s leaving the yard every month. The Greenline concept has really caught on. It's not just about electric propulsion. It's about bringing the comforts and expectations of the home onto water. You shouldn't have to think about generators when you turn on a hairdryer or make a coffee. Greenline boats are designed to be familiar, to keep the family

together – the interior is on one level – the boats have a low centre of gravity that adds to their stability, comfort and safety.

"We developed the OceanClass brand for Greenline owners that wanted a bigger boat to go exploring with. We launched the 65OC in Cannes, 2017 and we began production of the first three units of the 58OC at the end of last year. We have an OC110 on the drawing board too. For younger clients, after a sportier look, we introduced the new NEO brand of 33ft sportsboats at the Monaco Yacht Show last year.

"We're also looking to relaunch the Shipman brand, but maybe more as a performance race cruiser rather than a thoroughbred bluewater yacht. No one has the time to go sailing around the world anymore; they have to work to afford boats! We'll have a new model to present, maybe as early as Cannes, but most likely Düsseldorf next year." **IBI**

“As the staff were dismissed, I waited outside with a box of business cards. I gave one to each of them as they filed out”

METS TRADE

MARINE
EQUIPMENT
TRADE
SHOW

THE WORLD'S LARGEST MARINE EQUIPMENT TRADE SHOW

The METSTRADE Show is the world's largest marine equipment trade show and the only truly international B2B exhibition. With excellent networking opportunities, a broad range of showcased innovations and located in one of the most beautiful cities in the world, the METSTRADE Show is an unmissable event for every professional in the marine industry.

19 - 20 - 21
NOVEMBER 2019
RAI AMSTERDAM
THE NETHERLANDS

METSTRADE FEATURES



METSTRADE.COM



vetus

WWW.VETUS.COM



BOW PRO THRUSTER (R)EVOLUTION FROM VETUS

- Precision proportional control at your fingertips
- Highly resistant to abuse
- Unlimited Runtime*
- When paired with the BPPJA panel, Single person docking is an option
- Maintenance-free brushless motor
- Efficient, safe & reliable

*only limited by the capacity of your battery bank



CREATORS OF
BOAT SYSTEMS

