

IBI[®]

INTERNATIONAL BOAT INDUSTRY

ISSUE 429 | DECEMBER 2018

The business of boating



UK

Market shrugs
off Brexit anxieties
as exporters make
most of low pound

[Page 18]

STABILISERS

The latest developments
and technologies in the
art of *not* rocking the boat

[Page 57]

LAGOON

A behind-the-scenes look
at the French yard that has
taken pole position in the
booming cat sector

[Page 52]



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

THE LUX LIGHTING COLLECTION



LUMISHORE



GARMIN

LOVE THE LOOK OF THIS HELM?

JOIN THE CLUB



////// GPSMAP® 8400 SERIES WITH 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.

Confident of growth going forward, we will be unveiling more bold plans in 2019

Ed Slack | Editor | IBI

We can feel cautiously optimistic going into 2019 as the US market is still expanding (albeit slower than recent years); European markets continue their move into growth at various rates; and emerging markets stabilise. The usual caveats apply – that there's no bust-up politically in the European Union that could lead to a splintering of the group; that Brexit for all its headlines and rhetoric passes uneventfully; and there's a ratcheting back of tensions and trade wars between the US, China and Europe. In short, if the marine industry is allowed to get on with business, then we can look forward to some degree of prosperity – and time to grapple those thorny issues that need resolving. How do we appeal to more millennials and ethnic minorities?; how do we adapt to changing consumer desire to experience rather than own?; what do we do to reduce our ecological footprint and make our industry attractive to a new generation of workers?

We're making some headway, but the industry needs a clear run of growth to build some real momentum.

It's IBI's first full year of trading under new management and I'm pleased to report it's been a more than solid start, with profitable trading and support from the industry enabling us to make investments in the business to carry the brand forward. We launched the new *IBInews.com* website a couple of months ago and with it the new-look *IBI Daily* newsletter, which have been enthusiastically

received. We've seen a significant boost in traffic to the new site, which is encouraging to say the least, while the newsletter continues to hit home as the industry's go-to source of international news. There's also a new online registration tool on the site, so if you haven't already, go to IBInews.com to register to receive regular issues of *IBI* magazine in print or digital formats – you'll receive every issue of *IBI*, free of charge, for the next three years.

It seems apt that we've laid the groundwork for a new era in our 50th year, which we celebrated in style with our friends and colleagues at METSTRADE. We have taken on new staff and feel confident of more growth going forward. To that end we will be unveiling more bold plans in 2019, so watch this space.

Thanks again to you, the reader, and our industry supporters. We wish you all a prosperous 2019! **IBI**

Ed Slack



“If the marine industry is allowed to get on with business, then we can look forward to some degree of prosperity”



EDITORIAL

Editorial Director: Ed Slack
Tel: +44 (0) 798 402 6733 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 159981 Email: nick@ibiplus.co.uk

ADVERTISING

Commercial Director: Philip Pereira
Tel: +44 (0) 7866462577 philip@ibiplus.co.uk
Advertising Director: Philippa Drysdale
Tel: +44 (0) 7511 121833 philippa@ibiplus.co.uk
Account Manager: Amanda Barlow
Tel: +44 (0) 7730314989 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 Redéen 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 Welaard

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
www.boatingadvertising.eu
China UICE - United International Conference & Exhibition Co., Ltd, Beijing **Cynthia Tan**

Tel: +86 (0) 10 87224826 Fax: +86 (0) 10 87224828
Email: cynthiatan@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

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.



twitter.com/ibinews





OSCULATI

Original boating solutions



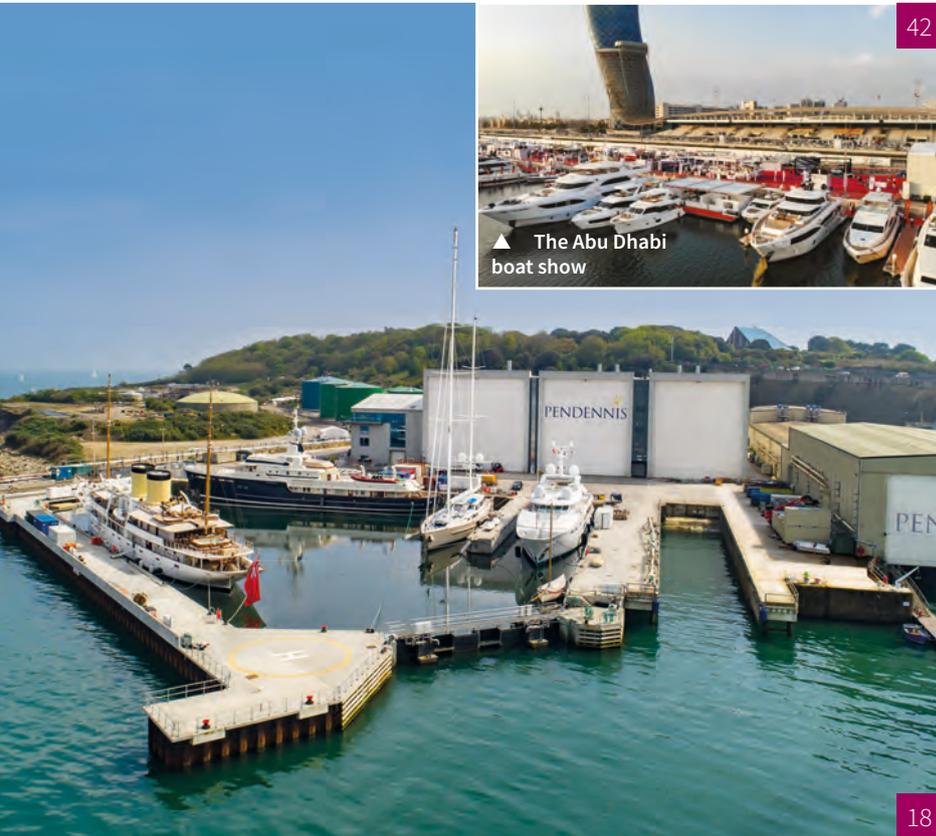
2019 CATALOGUE AVAILABLE NOW!

www.OSCULATI.com

CONTENTS

DECEMBER

ISSUE NO: 429



42

▲ The Abu Dhabi boat show

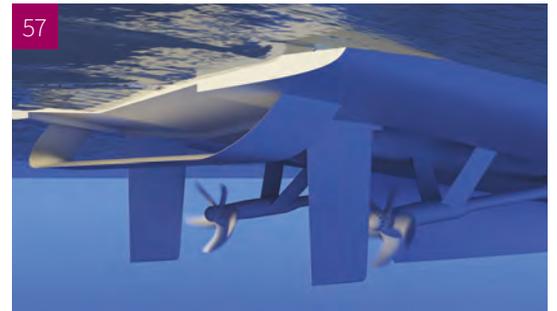
18

Photo: Pendennis



70

▲ The latest trends in interior fittings



57

▲ Don't rock the boat: a close look at marine stabilisation

▲ The UK's superyacht sector was one of a number of key performers in 2018

REGULARS

- 1 **EDITOR'S COMMENT** 2019 and beyond
- 5 **APPOINTMENTS** New CEO at Prestige Yachts
- 84 **INDUSTRY INSIDER** Mark Schwabero

- 4 **EUROPE** Annette Roux leads list of winners at IBI/METSTRADE Boat Builder Awards
- 9 **NORTH AMERICA** Smoker Craft sells furniture manufacturing business to Lippert
- 12 **WORLD** Chinese outboard engine maker reports growth, secures UN supply contract

MARKETS & REGIONS

- 16 **REVIEW** ICOMIA Statistics Book

UK focus

- 18 **OVERVIEW** Threat of Brexit storms fail to blow industry off course
- 24 **BOATBUILDERS** New models, new investments, new belief
- 35 **EQUIPMENT** Resilience in times of uncertainty



50

▲ Correct Craft CEO talks tariffs and trade

▼ Yanmar's 3JH40 common rail diesel



81

UAE focus

- 42 **OVERVIEW** Resilient markets waiting for another upturn

STRATEGY & FINANCE

- 50 **Q&A** Bill Yeargin, Correct Craft
- 52 **PROFILE** Lagoon Catamarans

IBI TECHNICAL

- 57 **SECTOR SPOTLIGHT** Stabilisers
- 70 **SECTOR SPOTLIGHT** Interior fittings
- 80 **NEW PRODUCTS** VHF radios, rope clutches, aircon systems and more

IBI PLUS
NEWS • INTELLIGENCE • DATA

TOP 10 MOST READ NEWS ON IBI PLUS

- 1 New ownership for bankrupt Italian yards
• IBI-plus.com November 21
- 2 Disputes involving superyachts continue
• IBI-plus.com November 28
- 3 Erwin Bamps appointed CEO of Prestige Yachts
• IBI-plus.com November 14
- 4 Annette Roux leads list of winners at 2018 Boat Builder Awards
• IBI-plus.com November 14
- 5 Chinese outboard engine maker reports growth, secures UN supply contract
• IBI-plus.com November 27
- 6 EU investigates tax avoidance in Italian, Isle of Man yacht sectors
• IBI-plus.com November 20
- 7 Gastinel reveals bold plans to outshine market
• IBI-plus.com November 13
- 8 Dutch motorboat builder finds new owner
• IBI-plus.com November 26
- 9 New investment planned for Nautitech
• IBI-plus.com November 16
- 10 Subsidies for Swedish boat scrapping scheme
• IBI-plus.com November 27

Europe

Annette Roux leads list of winners at 2018 Boat Builder Awards

NETHERLANDS A record total of 15 winning companies and individuals, plus 12 honourable mentions, were announced at the 2018 Boat Builder Awards for Business Achievement, held in association with Raymarine, in November. More than 350 guests witnessed an evening celebrating the industry's many successes at Amsterdam's National Maritime Museum, crowned by the popular Lifetime Achievement Award to Beneteau's Annette Roux.

The judges could immediately see the influence of emerging trends in the **Retail Marketing Initiative** category, sponsored by RAI Amsterdam. **Princess Yachts'** Japanese Anime and Manga-style TV and print commercials and leaked prototype boat campaign for the R35 was named winner, while Groupe Beneteau's Band of Boats community services platform and Brunswick Marine's Quicksilver Rental Platform also impressed the judges for their response to future pay-and-play demand and were named as Honourable Mentions.

International Dealer or Distributor Development, sponsored by Lumishore, saw **Brig** named as winner for the rapid expansion of its US dealer market and targeting of new segments there. Sea Ray took an Honourable Mention for its Dealer Development Program that brings automotive-style quality control to its EMEA dealer network.

The Collaborative Solution Between a Production Boat Builder and its Supply Chain Partner category, sponsored



▲ Annette Roux accepted the award in person

by Ultraflex, was once again closely contested by many entries. In their final decision, the judges were drawn to the common theme of three boatbuilders, **Hanse Group, Prestige Yachts and Sunseeker**, that had each separately collaborated closely with **Lewmar** on glazing solutions and all four were named winners. Honourable Mentions were awarded to Solaris Yachts with Sailectron for a very well-integrated solar system and Axopar Boats with BRABUS for its collaborative joint brand and manufacturing initiatives.

The Collaborative Solution between a Superyacht Builder and its Supply Chain Partner, sponsored by Lumishore, was awarded to **Ferretti** for its large lifting and sliding aft door, working in collaboration with Francesco Paszkowski Design Studio and Mecaer Aviation Group. Benetti's pitch and roll stabilisation collaboration with Naiad received an Honourable Mention.

The Innovative Onboard Design Solution category, sponsored by Fusion, went to **Galeon** for brilliantly social layouts with opening forward doors on its 640 FLY and 650 SKYDECK models. Mastercraft took an Honourable Mention

for its innovative fast fill and easily trimmed ballast system.

Innovation in a Production Process, sponsored by Dometic, was presented to **Absolute Yachts** for its Integrated Structure System lean manufacturing processes. **Amer Yachts** took the **Environmental Initiative**, sponsored by UCINA, for its Amer 94 sustainable superyacht, while Discovery Yachts received an Honourable Mention for a Southerly 480 built for ocean exploration work fitted with Integrel generator replacement technology.

The Best Apprenticeship or Training Scheme category, sponsored by Marine Resources, had as many as five highly ranked entries that could have taken honours, with encouraging initiatives globally to address skills shortages. In the end the judges decided to name the NZ Marine and Composites Industry Training Organisation's apprentice scheme as winner, with Princess Yachts' modern apprentice scheme given an Honourable Mention.

The Rising Star category, sponsored by Gurit, went to Dan Bloice-Smith for his achievements at Williams Performance Tenders. warmly greeted by the audience.

The final act of the evening was to honour five decades of standout leadership and service to Groupe Beneteau and to the wider industry by Annette Roux. Her **Lifetime Achievement** award was presented by IBI's Nick Hopkinson, and category sponsor, Ronny Skauen of Side-Power.

Nimbus buys Bella Boats

SWEDEN Nimbus Boats is to acquire Brunswick's joint venture interest in Finland's Bella Boats. Terms of the deal, which took place at the beginning of December, are unknown, but the acquisition is expected to close before the end of the year. It will provide Nimbus with ownership of all Bella brands, including Bella, Flipper, Falcon and Aquador.

"This is a great opportunity for Bella and Nimbus to join forces to form a very powerful boating portfolio and with Mercury powering our vessels we are confident that this is an opportunity that will not only delight our customers, but also allow us to take advantage of the synergies among the different brands," said Jan-

Erik Lindström, Nimbus's managing director.

Brunswick's Mercury Marine has benefitted from its joint venture with Bella Boats, led by founder Raimo Sonninen, for the past 15 years. Bella will continue to operate as a strategic partner with Mercury under Nimbus ownership, and Sonninen will continue to support the business in an advisory role.

Nimbus Boats, founded by brothers Hans and Lars Wiklund in 1968, now has the control of brands Nimbus, Paragon, Alukin, Bella, Aquador, Flipper and Falcon.

The deal also includes one of Sweden's largest boat dealers, Flipper Marine AB located North of Stockholm.

METSTRADE breaks records

NETHERLANDS The METSTRADE Show in Amsterdam broke all records this year, attracting 16,716 people during its three-day run in November and culminating in just over 26,000 visits – a 5% increase over last year. Nearly 1,600 exhibitors from 50 countries attended the show, including 237 companies that exhibited for the first time.

In his keynote presentation during the opening ceremony, Hervé Gastinel, CEO of Groupe Beneteau, laid out some ambitious challenges in the years ahead for the world's largest boatbuilder and emphasised the importance of continual investment, stating that the group has ploughed between €60m and €80m back into the business every year over the past decade. Because of this programme, 44% of Groupe Beneteau's models are less than three years old; some 88 out of 200.

Gastinel's speech was

followed by the presentation of the prestigious DAME Design Awards. UK company Triskel Marine was named Overall winner for its fully integrated Integrel generator replacement system. A further five products were named as Category Winners and 22 received Special Mentions.

The other category winners were Spinlock Sail Sense for Marine Electronics and Marine Related Software, Vimar Electronic Switch 8in 7out 3M for Interior Equipment, Furnishing, Materials and Electrical Fittings used in Cabins, Harken CLR Mooring Winch for Deck Equipment, Sails and Rigging, Rooster Exofleece for Clothing and Crew Accessories, Shakespeare Marine GALAXY-INFL8 for Lifesaving and Safety Equipment, and Triskel Marine Integrel for Machinery, Propulsion, Mechanical and Electrical Systems and Fittings.

Appointments

PRESTIGE YACHTS

Former Gulf Craft CEO **Erwin Bamps** has joined the Beneteau Group as CEO of **Prestige Yachts**, reporting to Jean-Paul Chapeleau, general manager of Jeanneau and Prestige. A Belgian national, Bamps joined Middle East boatbuilder Gulf Craft in 2002 in a consulting role before becoming COO and finally CEO. He left in mid-2018.



Erwin Bamps

SUNSEEKER

Christian Marti has been appointed CEO of **Sunseeker**, replacing Phil Popham. Marti joins the UK builder from Aston Martin Lagonda, where he held the position of chief sales officer and vice president. Having worked within the automotive industry for over 25 years, he brings with him over 18 years of senior management experience across European and Asian markets.



Christian Marti

SEAKEEPER

US-based marine stabilisation specialist **Seakeeper** has promoted vice president of finance **Rebecca Smitha** to chief financial officer. In her new role, Smitha will focus more on strategy and overall goals, allowing her teams to run more of the day-to-day operations.



Rebecca Smitha

MDL MARINAS

Mike Glanville has been promoted to managing director of **Marina Developments Ltd** (MDL Marinas) in the UK. Glanville has nearly 20 years of experience in the marina industry and was MDL's operations director prior to his new appointment.



Mike Glanville

BRUNSWICK CORP

Brian Scott has taken the helm of the **Attwood division** in **Brunswick Corporation's Mercury Marine** business. Scott has been with Attwood since 2007, most recently as senior director of sales, marketing and product management. He succeeds Jim Fox who recently left the company.

BENETTI

Benetti has named **Sebastiano Fanizza** as its new chief commercial officer and Nick Bischoff as country manager for the Americas. It follows the recent appointment of Franco Fusignani as CEO, following the departure of Vincenzo Poerio back in September.

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



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



VARIFOLD

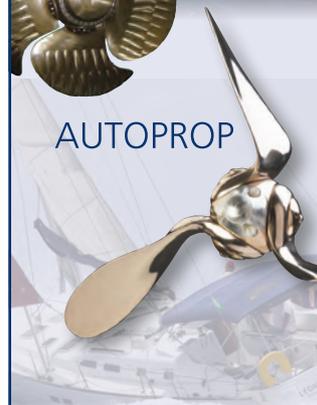


FIXED



CPP

AUTOPROP



SIGMADRIVE

Bruntons Propellers Ltd

T: +44 (0)1255 420005
E: sales@bruntons-propellers.com
W: www.bruntonspellers.com

In Brief

EU INVESTIGATES TAX AVOIDANCE IN YACHTING

EUROPE The European Commission is implementing infringement proceedings on tax breaks applied in the yacht and aircraft sectors in Italy and the Isle of Man. The procedure is related to the investigations of last year's Paradise Papers leak.

MONDOMARINE SOLD

ITALY Palumbo Superyachts, the yachting division of Italy's Palumbo Group, has acquired Italian refit and repair yard Mondomarine. The acquisition was made official when the Port Authority of Savona granted the 20-year state property concession to Palumbo. Palumbo had been renting Mondomarine's facilities in Savona since January, not long after the company ceased trading.

• *IBI-plus.com November 19*

BOAT SCRAPPING

SWEDEN Swedish boat owners can scrap their boats for free this year, thanks to subsidies worth more than €300,000 from the Swedish Agency for Marine and Water Management (SwAM). Owners can scrap their boats for no charge until 31 December 2018. That means almost 500 boats will be taken out of the market and scrapped this year.

• *IBI-plus.com November 27*

FUTURE FIBRES EXPANDS

SPAIN Composite rigging manufacturer Future Fibres signs long-term lease agreement for a 60,000ft² factory in Valencia, Spain that will become the company's dedicated service and R&D centre.

• *IBI-plus.com November 30*

JETTEN ACQUIRED

NETHERLANDS Global investment firm Oxbridge SE has acquired a significant controlling share in Jetten Bommelaer BV, trading under Jetten Jachtbouw, as well as all the tooling, branding and Intellectual Property to certain product lines.

• *IBI-plus.com November 26*

Europe

Demaria leaves MCY

ITALY Italian Marine Trade Association UCINA has published a statement regarding the sudden departure of Carla Demaria as chief executive of Monte Carlo Yachts (MCY) in November. It outlines in detail the dispute which has arisen between Demaria and the parent company, Groupe Beneteau. Demaria led the development of Monte Carlo Yachts as a start-up, beginning in December 2008.

Beneteau has since responded with an announcement stating that there had been disagreements

over the management and strategic plans for the business and confirming the termination of Demaria's executive powers at MCY.

Demaria, who is the current president of UCINA, is robustly contesting the company's actions, citing in the statement "illegitimate behaviour" which she feels undermines the future of MCY and is detrimental to the Italian marine industry at large.

Beneteau, for its part, has restated its commitment to the brand and announced it will be launching three new MCY models in the coming season.

New owners for bankrupt Italian yards

ITALY Two Italian yacht-builders that have both been in a bankrupt state have recently been acquired by new owners. The two businesses are Cantieri di Pisa and the Privilege superyacht yard located at Civitavecchia, near Rome. The latter also included an uncompleted shell of the 127m (416ft) Project One.

Earlier this year, bids were invited for Cantieri di Pisa's assets including its build facility and yacht designs with a 60-day deadline and a target bid price set at around €3m. Finnish company Baltic Yachts, which has ambitions to enter the motoryacht sector, proceeded with a bid but was unsuccessful.

As far as *IBI* understands, another bid was made by Sea Finance srl, which is a subsidiary of the Yotha.com superyacht charter platform company based in Monaco.

They made a successful bid of €2.6m and took over the Cantieri di Pisa assets in November. At the same time, 22 workers who left the yard in March 2017 have been reinstated.

The new management will spend about a month adapting the yard for its future operations, including the completion of three yachts that had been left unfinished in the yard for some 18 months. The new owners also plan to bring three yachts to the yard for repair or refit work.

The Civitavecchia yard of Privilege SpA was recently acquired by a private equity firm based in Malta – Royalton Investment. The group operates in yachting, real estate, technology, and healthcare and wellness, with its yachting interests being run through SSH Maritime headquartered in Athens.

NEW TILT MECHANISM

Designed for your comfort!

For hydraulic & mechanical steering systems

External filler cap!



5 Locking positions!



New compact design!



MaviMare & Mancini
Steering Systems



www.mavimare.com

Americas

Smoker Craft sells furniture manufacturing business to Lippert Components

USA US boatbuilder Smoker Craft Inc has sold its in-house marine furniture manufacturing operation to Elkhart, Indiana-based Lippert Components Inc (LCI). The sale, which impacts approximately 100 employees, will see the furniture business continue to operate from its current location at Smoker Craft's New Paris, Indiana manufacturing complex for at least several more months in sync with the company's current production run, before

moving to LCI-owned facilities in the local area. It includes a five-year, non-exclusive supply agreement that will see LCI supply Smoker Craft with the vast majority of upholstery and seating products used in its fiberglass, pontoon and aluminium fishing boats, which are sold worldwide under the Smoker Craft, Starcraft, Starweld, Sylvan and SunChaser brands.

"We feel very comfortable with the Lippert team and believe the cultures at Lippert

and Smoker Craft are an ideal fit," said Smoker Craft president and CEO, Doug Smoker. "In the future this move will free up manufacturing space, giving us the ability to concentrate on building boats. We are excited about this relationship, as well as the as the team concept and core values Lippert brings to our business. Proceeds from this transaction will facilitate future infrastructure investments, acquisitions and improvements through other areas of our supply chain."

Donovan Marine buys Morgan

USA Donovan Marine, the Louisiana-based international distributor of marine components, has acquired Morgan Recreational Products for an undisclosed sum.

Morgan Recreational Products was founded in 1973 by Scott Scudder, who left his job as a chemist for the Kodak company to start a business supplying independent marine dealers with accessories and services from a small facility in Fairport, New York. Scudder moved the business twice, eventually relocating to a warehouse/distribution centre in Farmington, New York with a satellite office in Rockland, Maine. Today the company employs 35 people, many of who have been with Morgan Recreational since its inception.

Founded in 1950, Donovan Marine includes Skipper Engineered Products, ME Industries, Donovan Marine Propeller Service and 14 distribution centres around the US.

BRP Powersports restructures

USA Bertrand Thiébaud is out as head of the BRP Powersports Group and an "internal leadership restructuring" will have the company co-led by Sandy Scullion as Senior Vice President, Global Retail & Services and Thomas Uhr as Senior Vice President, Product Engineering and Manufacturing Operations.

Thiébaud, who was named Powersports Group president when it was formed in



▲ Bertrand Thiébaud

February this year, has "left the company to pursue other interests", according to a BRP statement.

BRP Powersports Group includes Ski-Doo and Lynx snowmobiles, Sea-Doo watercraft, Can-Am on- and off-road vehicles, Alumacraft and Manitou boats, Evinrude and Rotax marine propulsion systems as well as Rotax engines for karts, motorcycles and recreational aircraft.

Marquis to spin off Larson

USA Marquis Yachts in the US has announced the sale of its Larson boat line and the lay-off of 30 administrative and production workers. Matthew Vetzner, vice president of marketing for Marquis, told IBI the company has decided

to focus on its larger Carver and Marquis yacht lines, as well as the special Lexus project boat, scheduled for production in November. Vetzner said that a lack of skilled workers contributed to the move.

...we Certify the best.



INTERNATIONAL MARINE CERTIFICATION INSTITUTE



“

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

more than 2.700 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

Opacmare presents SAFE



RIDE POSITION

SEE US BOOT 2019 (STAND 11 E59)



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

In Brief



▲ Azimut Grande 25m

AZIMUT AT FLIBS

US Azimut sells 15 yachts valued at around US\$50m at this year's Ft Lauderdale International Boat Show. America is now the Italian brand's main market, representing 38% of the total value of production.

• *IBI-plus.com November 22*

CARMANAH FINANCIALS

CANADA LED signals manufacturer Carmanah Technologies reports mixed results for its third quarter of 2018, with a slight revenue decline offset by higher gross profits. Revenues were down 11.3% over the same period in 2017 to US\$12.9m – attributed in part to a backlog in deliveries. Gross margins were reported as 41.4%, up from 37.4%.

• *IBI-plus.com November 15*

VETUS MAXWELL IN SOUTH AMERICA

SOUTH AMERICA Vetus Maxwell chooses E&P Marine Inc to represent its products in South America and the Caribbean. The Miami-based leisure equipment supplier will represent Vetus and Maxwell and their equipment from Mexico through to Brazil and across the Caribbean islands.

• *IBI-plus.com November 30*

MASTERCRAFT Q1 SALES

US First-quarter net sales at MasterCraft were up 44% to US\$93.6m from the same period last year. Gross profits increased nearly 28% and net income was up just over 20%. A portion of the gains is attributed to NauticStar, which joined the Mastercraft portfolio just over a year ago.

• *IBI-plus.com November 12*

Americas

Bentz back in the boatbuilding business

USA Legendary US boat racer, designer and builder Earl Bentz is back in the boat business with a new brand being built at his former factory in Ashland City, Tennessee. Caymas Boats is the new venture by Bentz which will produce fiberglass fresh and saltwater fishing boats beginning in February.

According to local news sources, the company's US\$30.2m investment is expected to create 280 jobs over the next five years, many filled by former employees of Bentz's Triton Boats.

Two existing buildings, where Triton boats were once made, will be renovated for the new Caymas Boats factory. An additional building and 13 acres from the existing facility will also be utilised.

Bentz began working in his uncle's marine dealership at the age of 14, where he began racing boats at age 16. He was part of the famed Mercury Racing factory team of the 1970s that included two other legendary names that went on to build high-performance boats: Reggie Fountain and Bill Seebold Jr.

In 1975, Bentz began designing boats for Hydro-Sport Boat Company until 1983 when he left to begin Stratos Boats. In 1987 he sold his company to Outboard Marine Corporation (OMC), and served as president of its boat group until 1996.

Caymas will launch with a 27ft saltwater bay boat and a 21ft bass boat. It expects to add more models in the future.

US dealership same-store sales decline in October

USA Same-store marine dealer sales in the US decreased by just over 5% in October, according to the latest report from CDK Global Recreation. The decrease follows a September gain of a mere 0.2%.

The information was gleaned from daily sales reports file by CDK's 1,400 marine dealer clients.

The information could be among the first indicators reflecting an anticipated sales slowdown in mid-2019, that was discussed by National Marine Manufacturers Association (NMMA) president Thom Dammrich during his State-of-the-Industry presentation at the 2018 IBEX show in October.

For Jack Ellis, managing director of Info-Link, a company providing market data to NMMA, no one can accurately predict the future of the marine industry, but adds trends and history indicate a possible downward turn. "We might see a little more growth, but not at the levels seen recently," Ellis told *IBI*.

Ellis points out that at the end of 2018, the marine industry will have enjoyed eight years of continuous, uninterrupted boat sales. "And we've never done that before," he said, "never, ever since the beginning of recreational boating, so we're starting to bump-up against a saturation point," Ellis added.

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

19.01. - 27.01.2019
- AUF DER "BOOT"
DÜSSELDORF, HALLE 11,
STAND A07

In Brief

DYNAMIC MARINE

NEW ZEALAND A new company that



specialises in the installation, upgrading and integration of onboard equipment has formed in New Zealand. Dynamic Marine is owned and run by Paul Bartley.

In addition to running his own businesses, Bartley

▲ **Dynamic's Paul Bartley**

has worked for marine products and systems distributors Lusty & Blundell and for Hella Marine.

• *IBI-plus.com November 26*

ISRAELI MARINAS

ISRAEL The Israeli government has major plans to expand the country's stock of marinas. The plan, initiated by the Transportation Ministry, involves the construction of nine new coastal marinas and the upgrading of existing facilities. If implemented in full, it would triple the country's marina berth capacity from around 2,900 to roughly 10,000.

• *IBI-plus.com November 16*

JOHNSON YACHTS

SE ASIA Johnson Yachts expands global dealer network with the appointment of Singapore-based Dream Nautical to cover Southeast Asia. This territory joins other dealer partners located in the US, Germany, UK, Cyprus, Japan, Australia and New Zealand.

• *IBI-plus.com November 26*



▲ **Johnson Yachts' new 115**

Rest of the World

Chinese outboard engine maker reports growth, secures UN supply contract

CHINA Outboard engine manufacturer Parsun has come quite a way since it became part of the Chinese, A-share listed public company Eastern Precision in 2015, of which it is now a fully owned subsidiary.

Speaking to *IBI*, the company reported very positive feedback from its customers on the strength of dramatic quality and reliability improvements after

rectifying three serious issues the engine maker previously acknowledged.

As the largest Chinese outboard manufacturer – Parsun is the only domestically-owned company to offer a product line ranging from 2hp-90hp, with all the latest EPA, DNV, SOLAS and SONCAP regulatory certificates. The most recent model news is that Parsun will be expanding its horsepower

line-up with the introduction of a 115hp model in 2019.

Meanwhile, Parsun is preparing a shipment of 60hp EFI engines to the United Nations after a rigorous tender and selection process. Its Suzhou plant, 60 miles northwest of Shanghai, started limited production in 2003. It now covers 60,000m², employs 400 staff, and has a declared maximum annual production capacity of 180,000 units.

New initiatives offer India's leisure marine sector a more positive future

INDIA At the ICOMIA World Marinas Conference in Athens, Greece, Aashim Mongia, president of the India Marine Federation (IMF) and chairman and managing director of West Coast Marine Yacht Services, highlighted a number of policy decisions taken by India's central and state governments over the past two years that could pave the way for greater and faster coastal developments. These decisions

relate to sections of India's environmental protection law.

The changes have led to a number of marina developments being planned or being the subject of feasibility studies at coastal locations throughout India. Supporting this, there has also been a greater focus on the development and regeneration of India's hinterland waterways network. There is now a two-part national waterways

programme – NW1 and NWII – linked to these waterways with a fast-track development process being initiated.

In his presentation, Mongia pointed out that boat buyers are making a comeback after a lull of six years and that interest in marine tourism is increasing. He emphasised that a coastal cruising policy currently being compiled will potentially open the door for attracting superyacht traffic.

Auckland faces serious berth shortage

NEW ZEALAND Auckland, the centre of New Zealand's yacht and boating industry, is facing a serious shortage of marina berths. According to *The New Zealand Herald*, local boat owners are struggling to find berths with the next America's Cup scheduled to be held in the city in 2021.

There is a general scarcity of marina berths across the city's dozen or so marinas. Long-term leases for berths are particularly in short supply and

cost in excess of NZ\$400,000 per annum. Monthly short-term leases are little easier in supply terms, and are equally very expensive.

The Herald quotes Auckland marina broker, Ken Davern, as saying: "The cost of many berths had doubled in the last year, and there is a waiting list of three years to get a vessel into many berths for in-demand city central marinas. The demand is outweighing the supply. Some of the prices in

Bayswater have doubled in the last year."

The news report indicates that Westhaven Marina, Auckland's largest marina, has a long waiting list and even if they could install 150 extra berths, they would be taken up straight away. Westhaven, with over 1,000 berths, accounts for some 30% of all the berths in Auckland. A recent analysis shows there is a waiting list at the marina of more than 200 for boats over 12m (39ft).

IBI invites readers to...



Register online to receive regular issues of **IBI magazine** in print or digital formats.

Go to www.ibinews.com and use the **'Register'** button on the homepage to access the online registration form.

Once you have registered you will receive every issue of IBI for the next three years, **free of charge**.

Act now to stay in touch with the most insightful news, comment and analysis on the world's boating markets.



A BIG THANK YOU TO ALL OUR SPONSORS



The Boat Builder Awards for Business Achievement were launched by IBI magazine and the RAI Amsterdam exhibition company in 2015 and recognise excellence across ten categories of business achievement.

The picture below was taken of the winners at the culmination of the 2018 awards presentation and gala dinner held during METSTRADE in November.

To see the list of winners and short listed entries please see report on page 8.

Nominations for the 2019 awards will open in April at:

www.boatbuilderawards.com



Venue the National Maritime Museum, Amsterdam (Het Scheepvaartmuseum)

HEADLINE SPONSOR
Raymarine

2018 CATEGORIES

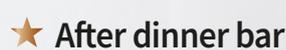
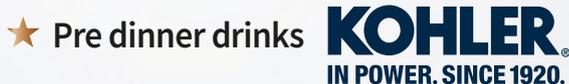
SPONSORS



- ★ International distributor/dealer development
- ★ 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
- ★ Environmental initiative
- ★ Best apprenticeship or training scheme
- ★ Rising star *(working for a boatbuilder and up to age 35)*
- ★ Lifetime achievement award



DRINK SPONSORS



We place people first...

For sponsorship opportunities please contact Philip Pereira on: philip@ibiplus.co.uk

ORGANISED BY



The 2018 stats book offers an intriguing glimpse into future market potential

TANTALISING BITS OF DATA TEST WHAT YOU THINK YOU KNOW ABOUT THE GLOBAL LEISURE MARINE MARKET

WORDS: ED SLACK

ICOMIA (International Council of Marine Industry Associations) has launched its annual Recreational Boating Industry Statistics Book and as a compendium of the world leisure marine sector it's become something of a staple. It is the most comprehensive data collection of its kind, but in a cottage industry with a global footprint, such data collection comes with necessary caveats that the association itself highlights – the numbers are very much dependent on the individual resources and capabilities of country association to collect detailed market information, either due to a lack of internal resource, the accessibility of public and corporate economic data or to obstacles to data collection and sharing among their respective member companies. Caveats aside, however, this year's edition offers a valuable snapshot of the business – and gets granular with the data to flag some intriguing developments while raising key issues impacting specific markets.

As usual, the book includes detailed national reports on the industry's largest market countries, global summaries of key product segments from 27 countries, export/import data for international trade in boats from 28 countries, marine engine statistics from ICOMIA's Marine Engine Committee plus international boat show statistics and an extract from the Superyacht Group's Annual Report. This year also includes a new entry from new marine industry association member Ship & Boat from Denmark, the addition of charts displaying 10-year trendlines, and new entries from India and the Middle East.

The book leads with reports on the continued growth in the US, highlighting confidence and growth trends, but also referencing the impact of tariffs. Where the report really succeeds is in spotlighting the key issues and performance indicators that in the blizzard

of day to day news and headlines can get lost. For instance, in the US section, a nugget of detail involves a mini resurgence of the US sailboat market following an influx of attractively priced European product – at their largest volumes since the recession. Though a small sector relatively in the US, the report's bird's eye view throws up potential opportunity in unlikely places.

Where it also succeeds is as a way in to smaller, emerging markets that can seem impenetrable at times. The book notes the stabilisation of trading conditions in key emerging economies. In Latin America, one

of the industry's key emerging markets, Argentina and Brazil, which have been beset by political and economic crises in recent years, have enjoyed periods of political calm and economic reform that have helped both countries return to growth. Boat production across the region's main economies grew by 21% in 2017, while sales of boats grew by 161%. Meanwhile, more traditional emerging markets have also enjoyed a resurgence.

Getting forensic with the report pays dividends. Greece, for instance, is on the recovery, though remains stifled by legislation, while Spain's fortunes look the brightest for a decade. While exports have been driving growth in Italy and keeping Turkey out of the doldrums, domestic markets are now returning with gusto in both.

Japan, renowned more as a small boat market – saw that segment decline in 2017, while bigger boat sizes are gaining traction – larger sailing yacht sales doubled on 2016 with motorboats over 10m growing by 22%. The report is full of such facts that run counter to received wisdoms. In truth that's the best of the stats book – it stress-tests what you think you know about the market, while offering some tantalising snippets of data that could just make a difference to your business. **TBI**



▲ Visit www.icomia.com for more details on the report

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

Stronger, lighter, greener future.

We are the global leader with the broadest portfolio of high-performing and sustainable core materials made of PET foam and balsa wood. Our products have a new purpose, to create a stronger, lighter and greener future.



www.3ACorematerials.com



Europe | Middle East | India | Africa
Airex AG
5643 Sins, Switzerland
T +41 41 789 66 00 | F +41 41 789 66 60
corematerials@3AComposites.com

North America | South America
Baltek Inc.
High Point, NC 27261, USA
T +1 336 398 1900 | F +1 336 398 1901
corematerials.americas@3AComposites.com

Asia | Australia | New Zealand
3A Composites (China) Ltd.
201201 Shanghai, China
T +86 21 585 86 006 | F +86 21 338 27 298
corematerials.asia@3AComposites.com

Threat of Brexit storms fail to blow industry off course

WITH EXPORT SALES REACHING NEW HIGHS, FULL ORDER BOOKS AND A DYNAMIC EQUIPMENT SECTOR, THERE'S PLENTY TO CHEER ABOUT FOR THE UK MARINE SECTOR, DESPITE INCREASING COSTS AND PATCHY DOMESTIC DEMAND

WORDS: ED SLACK



◀ The Southampton Boat Show has proved a reliable performer in the UK calendar

It's been a largely positive year for the UK leisure marine sector. The large motoryacht and superyacht sectors are firing on all cylinders, garnering positive headlines, while its legion of equipment manufacturers continued to answer in spades the call for new innovative product. British designed and manufactured products received over 40% of the accolades presented at this year's METSTRADÉ DAME Design Awards, including the Overall Winner title for Triskell Marine. And if proof were needed of the appetite for British marine kit, the British pavilion at METSTRADÉ was ranked both the second biggest (with over 70 exhibitors) and the most visited country pavilion

“ *The new London Yacht Show... in the heart of London... is a tempting on-water showcase for the upper end of the sector* **”**

across the whole show.

The postponing of the 2019 London Boat Show drew a line for now under an event that had struggled to win the hearts and minds of both exhibitors and visitors alike since its move to the unloved Excel Centre. In contrast, this year's Southampton Show in September attracted over 100,000 visitors and reported positive levels of business. For 2019, the UK trade association British Marine will be throwing its weight behind the new London Yacht Show at St Katharine Docks in the heart of London. Organised in partnership with Informa (the firm behind the Monaco Yacht Show among others), it's a tempting summer, on-water showcase for ➤





STATS & FACTS

COMPILED BY ARLENE SLOAN

BUFFETED BY BREXIT, THE UK INDUSTRY HOLDS STEADY

Against a backdrop of non-stop Brexit negotiations and political infighting, the UK boating industry has maintained a steady, albeit uneven course of growth over the past year.

- As our compilation of some of the largest UK companies reveals, businesses across many segments saw double digit growth in 2017 and continue to report **strong sales in 2018**. Those exporting boats, equipment and services generally fared better than domestically oriented businesses where inflation and uncertainty has been weighing on domestic spending.

- UK GDP growth** is expected to be about **1.3%** for the year, down from 1.7% in 2017. As Brexit-related uncertainty begins to recede, growth is forecast to recover to about 1.5% in 2019.

- Overall, the UK is one of Europe's largest boating markets with some **4 million** active boating **participants** and more than 690,000 boat owning households.

- Industry sales** across all segments totalled **£3.1 billion** (€3.5bn) in 2017, a 3% gain.

- According to British Marine, the total economic impact of the UK's marine industry exceeds €6 billion and **employs** approximately **32,000** direct workers, when counting the full production chain and marine tourism spending.

- The boatbuilding and refit business accounts for a significant portion of Britain's marine sector, with **boat manufacturing revenue** growing **+8%** and generating **£844m** in turnover in 2017, although unit output declined -7% to **9,220 units**.

- Most of the volume declines came from the **sailing dinghy segment** – accounting for nearly **7,000 units** – while RIBs, mid-sized motoryachts and canal boats posted solid production gains.

- Boat exports** – driven by motoryachts, cruisers and tenders for the superyacht segment – totalled **£627m, down -15%** on the previous year, but the highest export value achieved since 2012. Boats coming into the UK almost doubled last year reaching a value of £550m.

- In total, the **UK boat sector** is valued at **£1.5bn**, including domestic production sold in the UK and overseas, together with boat imports.

- Although the domestic market has been softer, the UK still offers plenty of potential for luxury spending as home to approximately **575,000 high-net-worth households** (out of more than 18 million globally).

TURNOVER OF TOP UK MARINE COMPANIES

COMPANY		FISCAL YEAR END	2017 TURNOVER (£M)	2016-17 CHANGE	EMPLOYEES
Sunseeker International	Boatbuilder	31 Dec 2017	294.7	+16.8%	2,311
Princess Yachts (RNO Ltd)	Boatbuilder	31 Dec 2017	274.7	+26.6%	> 2,600
Sunseeker London	Boat distributor	30 Nov 2017	164.7	+18.5%	90
Princess Intl Sales & Service	Boat distributor	31 Dec 2017	101.4	-5.6%	74
EP Barrus	Engine & Equip. distributor	30 Sep 2017	60.9	+9.3%	169
Pendennis Shipyard (Holdings)	Builder/Refit	31 Dec 2017	52.5	+12.0%	402
Boats.co.uk (Bark Brothers Hldgs)	Boat retailer	30 June 2017	47.0	+21.3%	31
Oyster Marine ¹	Builder	31 Dec 2017	39.3	-6.4%	330
MDL Marinas	Marina Management	31 Mar 2018	37.2	+2.4%	300
Ancasta Group ²	Boat dealer	31 Aug 2017	29.3	+21.5%	75
Fairline Yachts	Boatbuilder	31 Dec 2017	24.1	+144.0%	302
Raymarine UK	R&D/ Marketing services	31 Dec 2017	19.3	+14.3%	173
Williams Jet Tenders	Boatbuilder	31 Dec 2017	18.9	+22.6%	60
Oceanair Marine ³	Equipment manufacturer	31 Dec 2017	16.0	+14.0%	207
Windward Marine (Force 4)	Equipment retailer	31 Oct 2017	13.6	+0.2%	111
Clipper Marine	Boat dealer	31 Dec 2017	13.2	+28.1%	16
Trend Marine Products	Equipment manufacturer	30 Sep 2017	10.9	+15.3%	171
Bainbridge Marine (Blue Strand)	Equipment distributor	30 Sep 2017	9.9	-19.9%	60

¹ Oyster was purchased in Mar 2018 but remains in administration ² Includes turnover of Hamble Yacht Services Refit & Repair ³ Annual estimate based on 7-month results showing 14% increase over 2016

Source: Annual accounts as filed with Companies House, a UK government registrar of companies.

SEGMENT	UK PARTICIPANTS	UK BOAT PARK	PRODUCTION UNITS	ANNUAL UNIT GROWHT	MARKET SHARE UNITS
Sailboats incl. dinghies (under 7.5m)	> 700,000	> 250,000	6,880	-11%	75%
Sailboats & Yachts (over 7.5m)	600,000	115,000	85	+4%	1%
Small motorboats (under 12m)	681,000	> 143,000	580	-8%	6%
Motoryachts (12-24m)	> 364,000	> 83,000	415	9%	5%
Superyachts-Motor (24m+)	n.a.	> 70	41	-25%	0%
RIBs	> 364,000	> 65,000	1,005	+20%	11%
Canal Boats	> 352,000	54,000	215	+6%	2%
Total	>3,000,000	> 710,000	9,221	-7%	100%

Source: British Marine; rounded estimates

DISTRIBUTOR PERSPECTIVE – NOT JUST BUSINESS AS USUAL

2018 COULD PROVE to be a game-changer for the UK leisure marine distribution sector. After a number of years as business as usual the announcement in May 2017 that one of the UK's largest stockists of marine equipment and spare parts, ASAP Supplies Ltd, was being bought by Arleigh International Ltd, sent a mini shockwave through the industry. Arleigh, a Euro Car Parts company, was on the acquisition trail. Earlier this year it bought Luton-based Aquafax, a wholesale distributor of marine and industrial equipment with a network of six regional depots around the UK. Most significantly, Arleigh, which already owned Midland Chandlers that supplies canal and narrowboat equipment, was seen to be beefing up its retail operations whilst keeping one foot very firmly planted in distribution. Mixing the two disciplines has ruffled a few feathers in the industry to say the least, theoretically putting brands in a tricky spot of supplying to a major distributor who is now in direct competition with its own retailers. There has already been some shuffling of the deck as manufacturers explore alternative distribution channels in a bid to alleviate potential conflicts of interest.

It's not the only strategic positioning that has been taking place. Brunswick completed the acquisition of Dutch distributor Lankhorst Taselaar in September last year, the ramifications of which are being felt across the Channel. EP Barrus, a long-standing distributor for Brunswick's Mercury engines, has been making its own moves accordingly. It's had a solid year, helped says sales and marketing director Tim Hart, by some strong product launches, (V6 and V8 Mercury outboards), and while new boat sales have been hard won, he remains optimistic for 2019, not least because of Barrus's recent decision to enter the marine chandlery distribution market. In August it signed an exclusive distribution agreement with Talamex, a branded range of over 3,500 chandlery items, owned by Lankhorst Taselaar. Its portfolio opens a new avenue for the UK distributor. This summer Barrus partnered with marine manufacturer's representative SailForce to give it an independent chandlery reach beyond its core disciplines. The distributor will no doubt be looking to develop its aftermarket portfolio going forward.

Marathon Leisure, which operates from a warehouse and office facility on Hayling Island, on England's south coast, is one of a number of distributors to see potential gains as the market consolidates and brands look to simplify their routes to market by reverting to traditional distribution channels. "We're one of the few wholly-owned distributor companies left," says the firm's Oliver Cook adding that 2018 had been a "really good year" up by 8% on 2017, with profits and turnover at record levels. It's predicting double-digit growth for 2019.

There are going to be winners and losers as the lines between retail and distribution models become blurred, testing pricing models based on distributor versus trade and retailer discounts, and putting pressure on margins down the supply chain that could have long-term ramifications.



▲ Extensive warehousing at distributor Barrus

the upper end of the sector. "It is still early days in our partnership and we will be working with Informa over the next three years to see how we can help develop and grow the show's offering to visitors, whether that be in the number of new brands, enhanced layout, features or visitor experiences," Lesley Robinson, CEO of British Marine, told *IBI*. "Working together will enable us to help guide the growth and development of the show and ensure its future success. This will further the interests of members in the sector, from yacht builders and brokers to equipment and service providers and provide a fantastic opportunity to reach new, high-end audiences."

MANAGING UNCERTAINTY

Despite the uncertainty that surrounds the UK's withdrawal from the EU and what its future relationship will look like, the resulting drop in the value of the pound has been a significant benefit to exporters in 2018 with many boatbuilders reporting full order books up to three years ahead, which in turn has provided a boost to the supply chain. The ➡

DEALER PERSPECTIVE: NEW BOAT SALES DRIVING BUSINESS

2018 DIDN'T LIVE up to expectations for new-boat sales and brokerage firm Boats.co.uk after the company had reported a stellar 2017. "We'd expected a lot from Southampton as it had been a great summer, but we sold 14 boats at the show, which is pretty average," says James Barke, managing director of the Essex-based firm. Of that number Barke said nine were used boats, one was a new Princess, two were Williams tenders (it might normally expect to sell eight or nine at the show) and two were Parker boats – "we were quite happy with the Parker sales as it is a new brand for us," he adds. "Lacklustre" is the word Barke uses to sum up the year – though new boats sales are holding up. "The flip side is we have no new Princesses in stock as have sold them all in advance," he says, meaning that discounting is no longer an issue, and going some way to explaining why margins are still holding up for the dealer, despite a drop in turnover and profits of around 5% this year.

It's a nuanced picture – on the used-boat side the business has seen good sales of boats up to £500k in value, and pretty decent sales of used boats at the top end, valued from £1.3m-£2.5m, however the rump of its business where margins are most robust in the £500k-£1.3m sector, the market's pretty much dead, claims Barke. New boats sales are proving more dependable. Despite the lacklustre Southampton performance, Barke says Williams is as strong as ever and that it is selling "dozens and dozens a quarter". Princess is doing well too. "We don't have any new boats in stock now – we would usually had 2-3 in stock by end of Jan – which is a good thing now – we're running leaner," he maintains. The deluge of new product from manufacturers is keeping consumers interested. The new generation of boats, with more glazing, larger seating areas in the bow, stabilisers and user-friendly features onboard, can make boats that are just two or three years old seem dated now.

"A lot of customers are sitting on their hands – just waiting to see how things pad out," says Barke, believing that come next Spring, that pent up demand might finally be realised. "We're selling a few abroad – Norway, France, Holland and Spain is waking up," he adds. Boats.co.uk is currently selling around 25 new and used boats a month.



▲ New boat sales are driving business at dealership Boats.co.uk



Way of Life!

THE **ULTIMATE**
4-STROKE OUTBOARD



GEKI: PARTING SEAS

A REVOLUTION

IN INNOVATION



DF350A DF325A

THE ULTIMATE DUAL TECHNOLOGIES

- ▶ SUZUKI DUAL PROP SYSTEM
- ▶ SUZUKI DUAL LOUVER SYSTEM
- ▶ DUAL INJECTOR
- ▶ DUAL WATER INLET

*The outboard motor shown in this ad is an image, the actual outboard motor does not show the engine inside.



www.globalsuzuki.com/marine/lineup/df350a/



www.globalsuzuki.com/marine/lineup/df325a/

No Cleaning. None. Nil. Zero. Zilch.

Maintenance-free, reliable and accurate holding tank measurement.

- No moving parts
- No holes to block
- Non-stick coating
- Continuous measurement
- Compensates for irregular tank shapes
- For Black, Grey, Bilge, Fresh & Salt Water

7014 BLACKWATER LEVEL SENSOR



➤ More information at gillsc.com/blackwater

GILL
Sensors & Controls

flip side has been an approximate 20% increase in costs for those importing goods from overseas.

Confidence in the industry has recovered since the initial EU referendum result two years ago – According to British Marine business sentiment in the sector is still high, with two thirds (66%) of businesses optimistic for the future.

There's encouraging stats too from the association's latest Watersports Participation Survey (2017) which highlighted a record 3.96m UK adults (7.4% of the UK adult population) participating in one or more of 12 core boating activities in 2017, the highest volume recorded since this research initiative was first launched in 2002; and despite challenges to consumer confidence and an unsettled economy in the wake of Brexit negotiations, boat ownership also increased, with more than 690,000 boat owning households in the UK.

With a marine leisure sector as diverse as the UK's however, one would expect a nuanced picture. While larger marine brands, especially prestige boatbuilders and engines, equipment and engineering companies operating in the superyacht sector, continue to enjoy success in reviving markets in Europe and globally, domestically focused business, including marinas, marine services and tourism operators, are seeing flat markets, with challenges such as an ageing customer base, increased cost pressures and an unsettled trading environment reducing their economic activity. These issues are the driving force

behind British Marine's Future Customers work, which aims to support marine businesses to look at what they can do to successfully meet the needs of a new and evolving customer. According to Andrew Harries, Head of External Relations at British Marine, new boat sales and equipment retail have struggled most in these conditions, with further cost increases anticipated – including increased tariffs on US imported boats as a result of the ongoing trade disputes between the EU, US and China, and further increases to production costs brought about by the drop in the value of the Pound and tariffs and quotas on steel and aluminium imports.

"In a market where the number of active shipyards continues to reduce and consolidate, with the most trusted, respected manufacturers prospering, the prospects for these UK shipyards remain highly positive," Harries told IBI. "This is benefitting the UK manufacturing supply chain with turnover growing almost 3% over the last year." He added however: "Outside of the large yacht market, particularly in services, companies have struggled recently. They have been faced with a more competitive market place and European partners have been reluctant to take on the risk of working with businesses based in the UK while there is still significant uncertainty about the UK's future relationship with the EU."

Now read on for an in-depth look at how key players in boat boatbuilding and equipment sectors have fared this year and what lies in store for 2019. **IBI**

RETAILER PERSPECTIVE – CHALLENGE FOR BRICKS AND MORTAR

"THE BEGINNING OF the year saw a slight downturn in buying, specifically in boat maintenance type products, and we would attribute that to the poor and prolonged winter weather in quarter one," says Marc Wilson, marketing manager at Gael Force, a Scots group with origins in commercial fishing that joined the leisure marine sector back in 2002. "However, we did witness an upturn in sales across a range of product categories from quarter two, mainly online, which allowed to us to move back on track," he adds. Gael Force now has three stores; its main one, predominantly leisure-marine focused, in Inverness, and two smaller marine centres in Glasgow and Plymouth.

"Leisure marine retail continues to be an established part of our strategy with our stores performing overall as expected and the inevitable shift to online buying continuing," says Wilson. Its



▲ Force4's chandlery in Plymouth

leisure retail turnover is split 50:50 online/mail order combined versus shop sales.

"To our surprise, our mail order telephone sales channel performed better than expected, showing that some customers still value that personal interaction and dedicated service, particularly when making larger purchases," Wilson adds. "For 2019, we anticipate very small growth in the leisure marine market in line with our overall business strategy which does have a larger focus on aquaculture and commercial fishing sectors."

Unsurprisingly, fellow marine leisure retailers Force4 have experienced similar seasonal impact. "The hard winter and the great summer balanced each other out," Force4 owner Peter McCluskie told IBI. "We had 3-4 bad summers in recent years which really made some people think whether they could justify keeping their boats – the recent good summer has made them commit and we're looking forward to 2019." Turnover across its 15 stores and online business was up again this

year on 2017, but the growth is being driven by online, reflecting wider trends as bricks and mortar retailing struggles in the face of lower cost online business models.

"People do a lot of homework online now, while they're in a marina, check out on their tablet what they want, then either order online, or go to the chandlery. We had the opportunity to expand into three more shops recently – five years ago we would have jumped at the chance – but now we declined." Bricks and mortar sales are up marginally, McCluskie says, by around 1%, but he admits it's a tricky situation as rents and wages increase. "People will always want shops – but you have to look at the business model and whether it will continue to pay," he says, though he remains optimistic and wonders whether perhaps marinas could do more by looking at the rents chandlers pay. "It is fair to say that bricks and mortar is fundamentally changing, a point that most in the Marine Trade are failing to grasp, and one has to be ever more inventive to see any growth. But there are lots of positives – we've seen 10% growth every year online," he maintains.



Photo: Pendennis

▲ Pendennis's extensive facility in Cornwall, UK

SUPERYACHT SECTOR SHINES

IN SEPTEMBER, BRITISH Marine published its latest Superyacht UK Annual Market Report, which looked at data from across the sector in 2017/18

The UK's superyacht sector continues to perform well, posting its sixth consecutive year of growth:

- revenues rose to £697m, an 8.9% increase on the last 12 months
- the sector contributed £520m (+8.9%) in Gross Value Added to UK GDP
- it generated an estimated £211m in taxes for the UK exchequer
- FTE employment is up too, with 4,570 workers in the sector (+7.7%)
- Growth in the industry is heavily driven by the UK's elite tier of new build and refit shipyards, which together account for approximately two thirds of sector revenue, most of which is derived from overseas trade
- These businesses enjoyed combined revenue growth of over 15% in 2017/18, thanks to strong brand performance in a market that values prestige, while offering these services at competitive prices due to the continued low value of sterling
- Many of the UK's yacht manufacturers are reporting record forward order books, as well as significant investment in models and facilities (e.g. Sunseeker's new venture with the Dutch yard ICON; Princess Yachts' new R35; Fairline Yachts' new yard in Hythe; the Discovery Group's investment in its brand portfolio; Pendennis Shipyard's new refit facilities in Barcelona)

REVOLUTIONARY X-LATCH

Presented at METS 2018

Say Goodbye to Unexpectedly Opening Latches

PATENTED



Best of rubber- and AISI316 latches in one product!

For boats, yachts, sailing boats, trailers

ARE YOU A BOAT MANUFACTURER OR A MARINE DISTRIBUTOR?

A great product is looking for great clients and world-wide distribution.

Contact us now!

www.tietoset.fi/x-latch

tietoset

Tietoset Ltd. Marine | info@tietoset.fi
+358 40 532 9219 | www.tietoset.fi

New models, new investments, new belief

BOOM YEAR AS BUILDERS SHRUG OFF BREXIT ANXIETIES AND RIDE THE WAVE OF A LOW POUND

WORDS: ED SLACK

Despite a handful of negative headlines, it's been a good year for UK boatbuilding. Exporters have been buoyed by a low pound, though sales gains have been offset to some degree by rising material and labour costs at home. If 2017 was a year for consolidation and platform building, 2018 has been a year for harnessing growth with the country's major builders leading the way. Product launches have gathered apace, as has investment in production processes and facilities. With healthy order books, the mantra is very much how to manage production to ensure growth levels remain at a sustainable rate and the temptation to over supply as the market heats up, is avoided. Read on for a digest of some of how the key players fared in 2018 and what lies in store for the year ahead.

PRINCESS – FLYING HIGH

Plymouth-based Princess is flying high, reporting 2018 as its best ever year in terms of revenues and profits. "It's a real vindication of our strategy built on three pillars – aggressive investment in quality product, customer service and quality, and building to order and not to over supply," executive chairman Antony Sheriff told *IBI*. Princess says its order bank was its largest ever at the end of October standing at over three quarters of a billion pounds (€800m-plus) while turnover will grow from £274m in 2017 to over £300m this year.

Princess's US market is growing, as well as a number of its smaller markets, while its traditional markets have stabilised at a high level, according to Sheriff.

Princess built 230 boats last year and will produce around 270-280 in 2018 – taking into account the mix of model sizes, Sheriff says the builder has grown its production marginally, looking to stabilise its capacity at a certain level. "We're showing some degree of restraint. Some boats are sold well into 2020, and one model is about to sell out in 2020 and we're taking orders for 2021." The new, head-turning R35 is sold out well into next year.

Sustainable growth is very much the mantra.

The company invested £10m this year and plans to pump another £10m into its facilities next year as it looks to improve its production processes.

New product is driving the growth. In Cannes this year it launched its R35 with its Active Foil System (Princess's fastest ever boat designed in partnership with BAR Technologies and Pininfarina), and unveiled its new X Class 'Super Flybridge' – the X95, the first hull of which has now been infused. That boat features a 23m long flybridge and a main saloon measuring 20m. According to Sheriff it represents a "new concept of how a motoryacht ought to be." The first boat is due for completion next Autumn.

As well launching six new models in 2018 there will be four new launches at Düsseldorf 2019 – the Y85, V78, F45 Fly and F50 Fly, along with the X95 and V55 later in the year, and three more models Princess is remaining tight-lipped about.

Princess has also been on a recruitment drive and now employs 3,000 people, up from the 2,600 or so at the end of 2017.

SUNSEEKER – RISE OF AN ICON

It's been a big year for Sunseeker. After launching its new Predator 74 at the beginning of the year at Düsseldorf, it followed up with the September, Cannes show unveiling of the 74 Sport Yacht – ➔

DAVID TYDEMAN | CEO

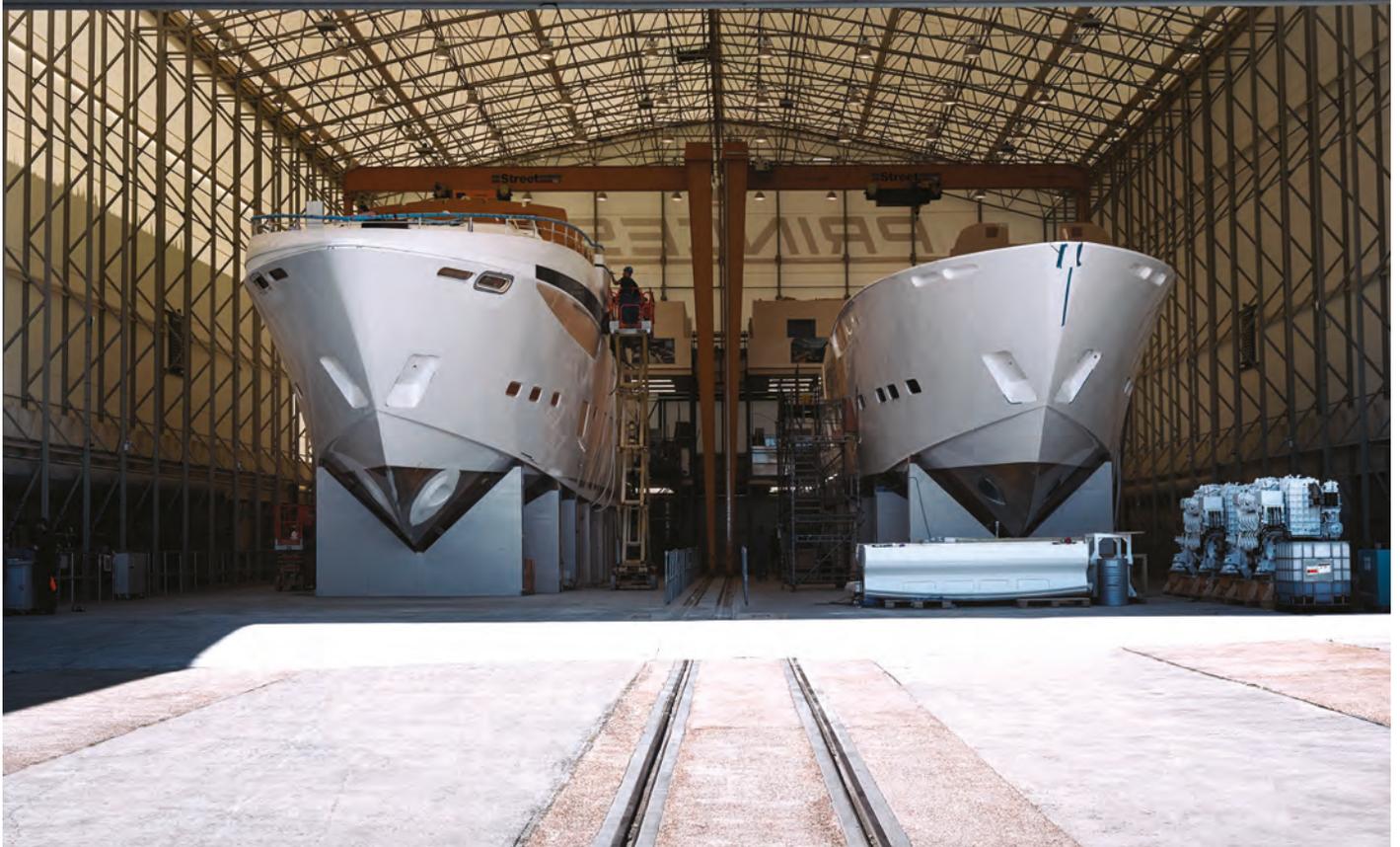
FAIRLINE

By 2022 we plan to have over 250 workforce plus management, on the factory floor... over the next three years we hope to create 300 jobs at Hythe

► Princess has been on a recruitment drive and now employs over 3,000 at its facility in Plymouth



PRINCESS



but it was to be at Monaco a week or so later that it stole the headlines when it announced it would be teaming up with Icon Yachts of the Netherlands to build its next flagship – the Sunseeker 161 – in aluminium, at its yard in the Dutch city of Harlingen. Also, all Dutch-built Sunseekers will have a Fast Displacement Hull Form, a patent of Van Oossanen Naval Architects of the Netherlands that generates significant fuel savings and onboard comfort. The plan is for Icon to build five Sunseeker 161s a year, starting next spring. The first is to be delivered in 2021. That would match the yard’s annual output of Sunseeker 131 yachts. Sales director Sean Robertson said at Monaco that clients who step up from the latter category want a Sunseeker 161 “but not in composite material. It has to be metal.”

Alongside the Sunseeker 74 Sport Yacht, Sunseeker will also be showcasing at Predator 50, Predator 74 and Predator 57 (MkII), a Manhattan 52 and Manhattan 66, and a 76 Yacht and 86 Yacht at Düsseldorf this coming January.

Following news of the new 161, it was announced that CEO Phil Popham, who joined the builder in January 2015 was to move on, returning to the car sector in a role for Lotus. Popham had lead the development and implementation of the company’s turnaround plan that saw Sunseeker return to profit in 2016 ahead of schedule. Christian Marti, another veteran of the automotive sector, was announced as his successor in November. Marti was a former chief sales officer and vice president of Aston Martin Lagonda. *IBI* will have an in-depth interview with Marti in the early new year.

▼ The new Sunseeker 161 to be built in Harlingen, the Netherlands



“ We have 75 boats on the order book, 14 of them 63/64s, so we’re confident of £60m-plus turnover in 2019 ”



According to its latest filed audited accounts for year ending December 2017, revenues increased by 17% from £252.4m in 2016 to £294.7m, with underlying EBITDA approaching £6m, generating profits after tax of £1.1m. The builder also claimed to have a record forward order bank, up 52% year-on-year. Back in July when the financials were filed, then CEO Popham stated that contracted and deposited sales for 2018 and 2019 had once again significantly improved compared to the same period in 2017. Popham claimed in the summer that Sunseeker was already 50% sold for 2019, a record for the business.

FAIRLINE – BACK IN BUSINESS

Arguably the biggest UK boatbuilder scalp claimed by the global financial crisis was Fairline Boats. The Northampton-based builder was plunged into administration at the end of 2015 to be rescued at the beginning of 2016 with a rescue by initiated by Karl Gilding and the Moscow dealer, Andrey Lomakin who brought in Russell Currie, previously the CEO of Fairline North Mallorca, to head up the business. Since then it’s been a steady return to prosperity for the builder that has seen its annual revenues

climb from £9m in 2016 to £24m last year, with sales for 2018 expected to be around £45m on the production of 51 boats. Despite rising sales Fairline recorded a net loss of £8.8m in 2017, though a directors’ statement considered the losses acceptable given the pace of growth, the scale of the operational changes and the state of the assets acquired from Fairline Boats.

In September this year Currie stepped down to resume his role as CEO of Fairline North Mallorca, handing over the reins to former Oyster boss, David Tydeman who now has the delicate task of ramping up production to the optimum level to ensure sustainable growth. Key to that challenge will be the transference of some production from its Oundle site to the new waterfront Hythe facility it acquired last year. The former Green Marine and Solent Refit facility measures some five acres with 20,000m² of buildings. Tydeman admits it was a bold move on the part of Fairline to bid for the site given that the fledgling operation was committing on paper to the future of the new 63 and 64 that it couldn’t build in Oundle despite the fact that the Hythe site was some 18 months or so away from being ready to start production. Hull number one of the Squadron 64 is now in build at Hythe, while hull number 2, currently in part build at Oundle, will move to the new site for fitout before Christmas. ➔

◀ Sunseeker’s 74 Sport Yacht





dek-king^{2G}
Cooler · Lighter · Greener



**State-of-the-art, Premium Synthetic Decking
Now with superior graining**

**30% cooler underfoot and over 32% lighter in weight
than its traditional counterpart**

Why settle for less?

12 Colour combinations available from stock

Woodrolfe Road · Tollesbury · Essex · CM9 8RY · England
Tel: +44 (0)1621 869609 · Fax: +44 (0)1621 868863
Email: sales@wilks.co.uk

www.wilks.co.uk
www.dek-king.com



TrendMarine

A Lippert Components Company

Smart Glazing Solutions for Smart Craft

Type approved flat and curved toughened glass.

Hull Glazing, Integrated openers, Patio Doors & Roof Systems.

OEM | SUPERYACHT | REFIT

Marine Glass, World Class -Always Ahead of the Curve



Sales@trendmarine.com

+44 (0) 1692 581 307

www.trendmarine.com

DEALERS FOR;



Professional Manufacturer of LED Lighting and Marine Products

World Class Service

Your Best Choice



AAA World-Wide Enterprises Ltd.

www.aaaworld-wide.com

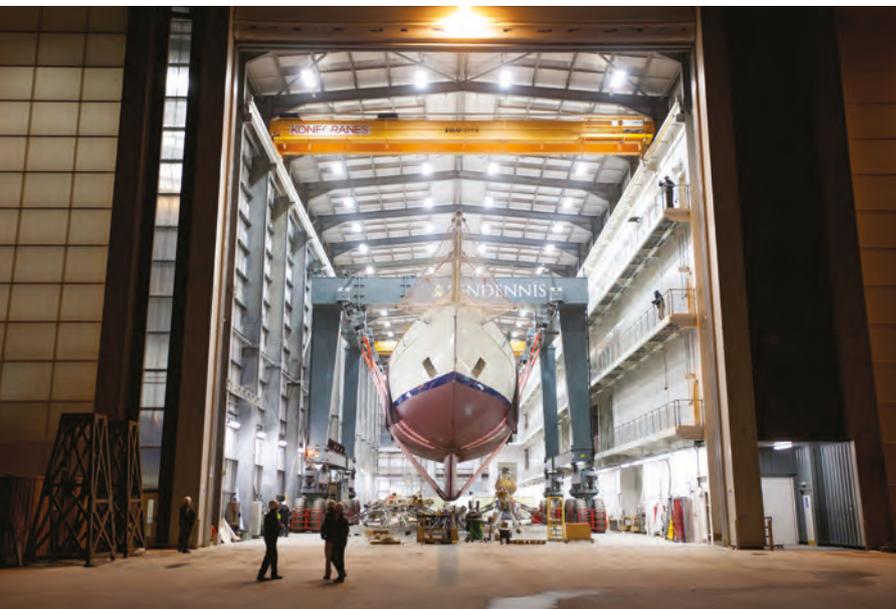
carol@aaaworld-wide.com

info@aaaworld-wide.com

Fax: +886-227520553(Taiwan)



CE RoHS



◀ Pendennis refit *Adix*

PENDENNIS – MED EXPANSION

Pendennis celebrated its 30th anniversary in style with a Red Arrows fly-by at Monaco to accompany the launch of the 39m *Vijonara*, the second hull in the Hoek-designed Truly Classic 128 series. As of mid-November there were seven projects in the Falmouth yard, which was also awaiting the imminent arrival of the hull for its next new build project, *K2*, a 39m sailing yacht. Aside from *K2*, Pendennis is in the latter stages of work on a 49m motoryacht *Reef Chief* and is also completing hull number one of an Oyster 118, due for completion in May next year. Also undergoing refit and repair work are *A2* (MY 47m) and *A09* (MY 42m) and the 43m sailing yacht, *Lionheart*. Two additional refit projects are in for evaluation purposes, but details are under embargo. 2017 saw turnover surpass the £50m mark for the first time with profits up around 6.5%, and according to sales and marketing director Toby Allies, the yard is expecting similar results for 2018. Pendennis completed 12 projects last winter, and with eight already in the shed at this early stage it's quietly confident of matching that for the winter season 2018/9. Significantly, the refit and new build specialist significantly expanded its Mediterranean presence with a major investment in a refit facility located at Vilanova Grand Marina – Barcelona. Pendennis plans to develop the site in a bid to extend its support to the Pendennis fleet in the Med, over and above the facility it launched at the STP yard in Palma back in 2011. The first phase of development at Vilanova will see the hard standing and haul-out bay upgraded with a 640-tonne travel hoist with a view to it becoming fully operational by September 2019.



Photo: Andrew Wright

▲ *Malahne*, leaving the Pendennis facility after a refit

Four Targa 63s were built in Oundle this year, while moulding for two more is currently underway. Next year production of the Targa 63s and Squadron 64s will move to Hythe. Fairline says it is looking to build 15-20 63s and 64s in 2019 and has sold 11 of them already. Acting as surrogate landlord to a variety of firms that occupy various parts of the site, Fairline will occupy Unit 1 – the old Green Marine operation, where the 63s and 64s will be built for now, but will ultimately become a moulding facility – and Unit 4, the old Solent Refit site that comes with its own slipway. The latter is to be revamped over the next 2-3 years with new floors, mezzanine and cladding, as well as a travellift dock and finger pontoons. When complete it will be home to new build over 70ft. “With the 65, 68, 74 and 78 we’ve built more than 200 boats over 65ft over the past decade – of the 74, that became the 78, we’ve built 115, so we have a loyal client base that want us to build bigger,” Tydeman maintains. It’s expected that the first new 70ft-plus boat will be turned out by the end of 2020, early 2021. “By 2022 we plan to have over 250 workforce on the factory floor, and management. So over the next 3 years we hope to create 300 jobs at Hythe,” Tydeman told *IBI*.

At the smaller end of its portfolio the tooling is now ready for its new F Line 33 – production will begin in Q2 2019 with plans to build 20-25 a year. 15 have been sold already. “We built 50 boats in Oundle this year from 40ft-60ft – next year we’ll build approximately 45-60 boats at the site as well as the new 33s, so in total up to around 85 boats,” said Tydeman. Combined with the Hythe facility, 2019 production should be close to 100 boats.

“We have 75 boats on the order book, 14 of them 63/64s, so we’re confident of £60m-plus turnover in 2019.”

PEARL – MOVE INTO SUPERYACHTS

Taking its first step into superyacht territory this year was Warwick-based Pearl Yachts with the launch of its new flagship Pearl 95 at Cannes, where the boat where it picked up a Best Layout in the 80-125 range at the World Yachts Trophies. The 95 continues the design collaboration between Bill Dixon and the reputed British designer Kelly Hoppen, and joins the Pearl 65 and recently-launched Pearl 80 to make up a three-strong fleet. Now in its 20th anniversary year, Pearl launched a unique five-year comprehensive warranty programme for all new yacht sales at the Düsseldorf show in January. All Pearl yachts are built in Xiamen in China and then brought to Gosport in the UK for finishing. According to company managing director Iain Smallridge, the builder delivered one Pearl 65, two Pearl 80s and one 95 in 2018 and is scheduling in 2019 to deliver two Pearl 80s and another Pearl 95 as well as one of a new model that will be unveiled at Düsseldorf in January. According to Smallridge it already has orders for one of the Pearl 80s and the Pearl 95.

WILLIAMS – NEW INVESTMENT

A quiet success story over recent years has been Williams Performance Tenders. Producing around 970 tenders a year from its Oxfordshire facilities, the firm continues to capitalise on the general solid boat market recovery in Europe and the US, and the strategic introduction of new product.

As it edges closer to the symbolic 1,000-unit mark, annual turnover is forecast at £21m for calendar year 2018 – that represents 25% year-on-year growth for the past three years for the business that was founded by brothers John and Matthew Hornsby in an Oxfordshire shed back in the late 1990s.

“2018 was exceedingly successful, following a strong 2017 – we’ve had three years of very strong growth, but 2018 has been the best,” OEM sales and marketing manager Ollie Taylor told *IBI*.

Williams re-launched its iconic Turbojet 285 and Turbojet 325 models at the Cannes show in September, and notably showcased its brand new high-performance Sportjet 435 – it’s the sale of its bigger tenders over 4m to the 80ft+ yacht sector that is the primary engine for the manufacturer’s growth. “The larger Sportsjets and Dieseljet ranges are booked up for 6 months, causing us something of a challenge, people expect a tender in 12 weeks,” Taylor admits, reflecting increased demand notably from the Italian yards Williams’ supplies including Azimut, Ferretti and Sanlorenzo. “They’re taking more at factory and at dealer level,” he maintains.

The builder will be investing around £1m in its manufacturing capability in 2019 to increase overall efficiencies, though it’s not looking to boost capacity, forecasting it will build around 1,000 boats again in 2019. Williams, as with most volume builders, is keenly aware of just how fickle the boat market can be.

Going forward Williams will be launching a new concept for 7m and 7.5m diesel tenders at Cannes in September, aimed at the new breed of ‘Explorer’ style, semi-displacement motoryachts akin to the Sanlorenzo SX88 and SX76 and which other key customers are working on. “The Explorer style ➔

OLLIE TAYLOR | SALES & MARKETING MANAGER
WILLIAMS PERFORMANCE TENDERS

2018 was exceedingly successful, following a strong 2017 – we’ve had three years of very strong growth, but 2018 has been the best

THE FIRST TO INTRODUCE VARIABLE CAPACITY TECHNOLOGY



ON MARINE AIR CONDITIONING SYSTEMS

2013 VARIABLE CAPACITY CHILLER INVERTER



Design and production of modular chiller units with heat pump and variable speed that offer a series of advantages for shipyards and ship-owners.



607NT up to 42 kBTU

608NT up to 62 kBTU

2014 VARIABLE CAPACITY SELF CONTAINED UNIT

Design and production of compact air conditioning units ideal for small boats or to partially air condition certain spaces on-board.



597NT up to 10 kBTU

598NT up to 16 kBTU

599NT up to 27 kBTU

2018 VARIABLE CAPACITY THREE PHASE TECNOLOGY

Designed to provide cooling to megayachts, the three-phase line ensures unrivaled power.



609NT up to 180 kBTU



FRIGOMAR®
EXCLUSIVE MARINE REFRIGERATION
& AIR CONDITIONING SYSTEMS



MADE IN ITALY

www.frigomar.com

View the data sheet
of Self Contained Unit.

boats can take much bigger tenders, they can take the weight. There's a lot of demand from Dieseljet owners who are moving up." The new model will be ready for launch as Düsseldorf in January 2020, where the firm will have a larger, redesigned stand. "We're also looking at electrification and sustainability, but the battery technology is not there yet for the type of product we need, but we're working on it and hopefully in not too distant future we'll have a working prototype," Taylor confirmed.

OYSTER – BACK FROM THE BRINK

To say it's been an eventful year for Oyster Yachts, would be an understatement. Administrators KPMG were called in to the builder on February 7 after the Dutch company, HTP Investments, that bought Oyster in 2012, withdrew its support for the company in late January. Prior to pulling the plug, Oyster had reported a record order book of £83m with work stretching to 2019 and 2020. However, low margins and insurance claims that followed the sinking of *Polina Star III* in 2015 were thought to have ultimately scuppered the builder. Step up UK gaming software entrepreneur Richard Hadida, who in mid-March mounted a rescue package to save the Southampton yard. Since then it's been a case of building the brand back up and getting back to building boats. The yard agreed to complete the 14 vessels under construction at its sites in Southampton and Norfolk and in a symbolic move completed its first delivery – an Oyster 575 – in July. During the summer it also entered into a strategic partnership with Lloyd's Register to monitor and

approve all new-yacht builds going forward. The maritime safety classification society now approves the design, materials and build quality of all hulls and decks on Oyster yachts, with a Lloyd's Register surveyor inspecting all yachts in production once a week, meaning all newly built Oyster vessels will now immediately carry an LR Moulding certificate upon completion. Oyster has now brought it mould production in-house for the first time, opening a new facility in Wroxham, Norfolk at the end of November. The venture will provide over 20 jobs in the area and will significantly increase production capacity.

According to Oyster the market for its boats remains buoyant – it plans to launch a new Oyster 565 and an Oyster 1225 superyacht in 2019.

DISCOVERY – NEW BRANDS

If 2018 was pivotal for Oyster, it's been a year of expansion for the Discovery Yacht Group since it acquired the assets of the Discovery and Southerly brands back in 2017. With managing director Sean Langdon at the group's helm, the builder has embarked on an ambitious expansion programme, recently announcing the introduction of new models and a new brand in the shape of a retro-styled classic line, Britannia. As well as developments across its two core brands (Discovery and Southerly),

the builder has also rebranded its one catamaran offering (formerly the Discovery 50), Bluewater.

As of November 2018 it had sold eight Southerly 480s and had two orders for the Discovery 58 and an order for the Discovery 55. Test sails were also being completed on orders for a 54, 540, 59, 590, 435 and 420. At the Southampton boat show Langdon confirmed that four Bluewater 50s had been sold in the last 18 months and that another two were on order and that development of a Bluewater 60 was in the pipeline. "We are looking at extending the Bluewater Catamaran brand with new models in addition to the BW60. The BW60 and other models will require new premises which we are in final negotiations for," he told *IBI* in November. As for its new Britannia range? The firm is in final negotiations for the first two Britannia 74s to go into build in early January 2019. This will again be partly reliant on the builder acquiring additional premises.

As well as the new models and brands, 2018 also saw Discovery launch its own yacht charter division Discovery Time, and Discovery Brokerage – the latter can report the sale of four Southerly Yachts since the autumn launch, with two more Discovery's and a Bluewater under offer. Additional yachts ➔

“ We are looking at extending the Bluewater cat brand with new models... [we] will require new premises which we are in final negotiations for ”

▼ Discovery at the Southampton boat show in September



◀ It was a Southampton launch for the Discovery 54



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



**SPECTACULAR IMPRESSIONS. VISIONARY IDEAS.
REVOLUTIONARY TECHNOLOGY.**



POWERED BY PASSION

Siemensstraße 37-39
D-25462 Rellingen

Tel. +49(0)4101-3849-0
Fax +49(0)4101-3849-50

www.reckmann.com
info@reckmann.com



◀ Spirit Yachts' Nigel Stuart

our pricing and now we purchase key materials straight away where we can, providing we have space to store them.” Rustler’s range has grown organically through customer demand with Jones wary of bringing too much new product to the market too quickly. Traditionally styled, Rustler Yachts have a timeless quality that aids re-sale value and is reassuring to the current client base. It’s 42, launched in 2001, has undergone a number of subtle updates over the years – the builder has sold three in the last month. That said, the builder has been far from standing still – it has launched five new models in the last seven years.

SPIRIT – POWER PORTFOLIO

Where Rustler might be described as a builder of refined serial production boats, Spirit Yachts is dedicated to more customised output and one off builds, and it too has had a good year. Its elegant sailing cruisers, built using wood epoxy, hark back to the golden age of sail, yet manage to maintain a modern aesthetic. Work has progressed on its new sloop-rigged 111 superyacht that features a radical all-curved interior, created in partnership with Rhoades Young. According to Spirit, the 111 will be one of the most environmentally friendly superyachts ever created, with its owner able to cruise in comfort for extended periods utilising four high powered lithium battery banks.

Work is also underway on a new 70ft powerboat, along with an electric 44-footer designed to have zero dependence on hydrocarbons. It’s been commissioned by an eco-conscious couple who plan to sail long haul around Canada.

Spirit launched its new 63DH at Southampton in September and is now working on a new 65 that features an electric drive with twin props both able to do regeneration. That boat will be ready for launch early 2020. Prior to that a new 50 is set to leave the yard in May or June next year. A contract has also been signed for a new 40ft tender for a superyacht currently in build – the boat’s interior takes inspiration from the 111’s curved lines. Spirit’s build technique – of using wood epoxy with strip planking and diagonal veneers, finished with a thin layer of fibreglass, helps keep weight down – the 40-footer weighs in at just over 4 tonnes. According to managing director Nigel Stuart, discussions are also underway about another potential 70ft powerboat build.

“It’s been one of our strongest years both for turnover and profit,” maintains Stuart. The builder employs 54 people, up from 17 just four years ago. “Our boats hold their price, they’re a modern take on classic so hold their value. Aggressive styling tends to date quickly.” **IBI**



Photo: Waterline Media

▲ The Spirit 63DH launched at Southampton in September

are reportedly coming on line, now that existing Discovery and Southerly owners can see that the brokerage is fully operational.

Staffing levels have increased from the start of the new company in April 2017 from 35 up to around 160 now. “We are still looking to expand with the present order book to around 200 by Easter. The workforce will increase again once the new facility goes on line in summer 2019,” Langdon confirmed. “Our present facility has gone from building four yachts a year to 9-11 a year now. We hope to increase this with the new facility to around 24 yachts a year.”

RUSTLER – SOLID APPEAL

Rustler Yachts have had a good 2018 according to director Adrian Jones and is currently working on its new flagship – an R57 – with the deck being fitted as *IBI* went to press. Rustler builds consistently around 7-8 boats from its portfolio of five models from 36-57ft and a similar number of its smaller R24 and R33 day sailers a year. With a dedicated following, it suffered much less than some competitors during the dark days of the recession, and now claims to have hit a sweetspot with a full factory employing some 50 people and producing 15-18 boats a year. “We’ve been building boats all the way through, the only problem last year was making enough margin,” Jones told *IBI*. The low pound may potentially have helped with overseas sales – it has sold a couple of boats to the US and two to Australia this year – but it’s hardly offset the rising cost of raw materials from the continent and labour prices that Jones says have “gone through the roof.” He adds: “The downside of have an order book that goes way ahead is that they’re fixed price contracts. We’ve now had to re-set

TAILORED BEST

MARINE SYSTEMS SINCE 1952

ASSEMBLED IN FRANCE



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



A commercial and creative blend of exhibitors and activities,
A valuable and commendable trade platform,
A boat show worth looking forward to,
See you again in 2019



609 Exhibitors

35,061 Visitors

100+ Events

72 Countries



THE 24th CHINA SHANGHAI INTERNATIONAL BOAT SHOW

NAVIGATOR OF ASIAN LEISURE BOATING

+86-21-3339-2322

Shuree.Shen@ubmsinoexpo.com

www.boatshowchina.com



Roodberg®

**“For year-round
boat handling”**



www.roodberg.com

The Original

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

Resilience in times of uncertainty

GROWTH AT UK EQUIPMENT FIRMS WILL BE DRIVEN BY INNOVATION WHEN BRITAIN LEAVES THE EU IN MARCH 2019

WORDS: BELINDA SNELL

There's a resilience among UK marine equipment and accessories firms that is driving strong growth across the sector – in many cases, by double digits. As the British government pushes ahead with Brexit in the absence of a deal, the falling pound is driving export sales to record highs. For how long, though, is anyone's guess. Most UK firms source their raw materials and components from the EU, and the subsequent rise in the cost of manufacturing has yet to trickle through. For now, though, 2018 is shaping up to be another strong year for the sector. At this year's DAME Design Awards in November, UK firms picked up more than a quarter of all accolades presented – more than any other country. So whichever version of Brexit materialises, Britain's reputation for high-quality design and innovation will ensure that UK goods are always in demand.

"Love it or hate it, Brexit isn't going away, so we have to deal with it," Eiffrion Evans at LED lighting specialist Lumishore told *IBI*. "Given that it isn't defined in terms of trade yet, all we have done so far is to action contingency plans to ensure that there is no disruption to our ability to supply customers in a number of different scenarios. Will we get through it? We have no choice."

BREXIT: LOVE IT OR HATE IT

Mark Phare, sales director at Teignbridge Propellers, is of a similar persuasion. "We have a significant number of production and superyacht customers in Europe and they are naturally concerned about the uncertainty surrounding Brexit," he says. "However, WTO tariffs are 2.6% for our products, so commercially the worst-case scenario of a 'no deal' can be managed. If there are delays due to enhanced customs/border procedures,



in general these can be factored into our lead times." Many companies, it seems, are expecting the worst but hoping for the best.

Glazing specialist Trend Marine is currently registering double-digit growth, at 15% year-on-year, and has an extended order book through 2019. The firm is predicting 20% growth next year. Why the boom? Put simply, the market for large motoryachts has returned and with it a desire for ever-increasing amounts of glass onboard, creating a win-win for the firm. "We are working on a new 30m model launching in 2019 that will have 100 pieces of glass onboard. Its predecessor

had something like 35," explains Trend's Jim Boulton, putting it in perspective. Little wonder, then, that it's consuming some 28 tonnes of glass a week, up 30% on last year. To cope with demand and the need to supply ever-bigger sheets of glass, Trend has commenced a £2.5m investment in its facility this year and will effectively double its capacity. ➔

▲ Raymarine's Axiom XL line of MFDs offer superior performance and elegant simplicity

“WTO tariffs are 2.6% for our products, so commercially the worst-case scenario of a 'no deal' Brexit can be managed”

“The trend is for curved glass,” he says. “That’s something of a ‘black art’ in glass manufacturing. You have to maintain a surface and optical quality.

“Low volume, specialist conversions – that’s where we are,” he adds.

As for Brexit, Boulton says the firm has stress-tested its operations and is “prepared for the worst and will hope for the best.” Around 70% of its business comes from UK builders, with the rest from European and US yards. “The low pound has helped export sales,” Boulton concedes, but says energy and raw material costs have gone up by around 20%.

Lewmar is also seeing double-digit growth, thanks to ongoing investment in key technologies and a growing number of collaborative projects with leading OEMs. The success of the latter was driven home in November when Lewmar picked up an IBI/METSTRADE Boat Builder Award for Business Achievement, held in association with Raymarine, in the ‘Collaborative Solution Between a Production Boat Builder and its Supply Chain Partner’ category. Lewmar was praised for its work with three separate boatbuilders – the Hanse Group, Prestige Yachts and Sunseeker, helping to create new solutions that eased production pressure at the yards while also widening options for the end user – all without incurring extra design or tooling costs for the builder.

COLLABORATIVE SOLUTIONS

At Sunseeker, for instance, Lewmar created an electric-powered sunroof to provide natural light and ventilation at the helm station. By engaging with the builder at an early stage to optimise the design’s size and shape, Lewmar ensured that the sunroof can be fitted across multiple Sunseeker boat lines.

According to CEO Peter Tierney, a huge amount of Lewmar’s business focus remains on design, innovation and a reduction of product launch lead times, resulting in heavy investment this year in its manufacturing capability. Lewmar’s Glass division, which has grown to produce an annual output

JIM BOULTON
TREND MARINE

The trend is for curved glass. That’s something of a ‘black art’ in glass manufacturing. You have to maintain a surface and optical quality



“Although we’ve noticed a slight decline in the domestic fendering market, some of our larger OEMs like Princess have performed very well”

of over £5m since its inception in 2014, is now supported by 80 direct staff working on a 24/7 shift pattern. Recent investment in machinery includes the installation of a second 1440DPI digital frit printer and a fourth CNC grinder at its facilities in Havant, Hampshire, allowing much greater capacity and production flexibility. Lewmar’s constantly developing range of products now includes glass opening lenses, an evolving array of discreet powered openers and an integrated blind platform.

Mike Thomson, Lewmar’s glass production manager, is particularly proud of his team’s achievements. “It is extremely gratifying to see hard work rewarded with clear success,” he says. “The glass production team have significantly developed our output, creatively and logistically, over the last four years and Lewmar’s emergence as an industry leader pays homage to their efforts.”

There is also further significant development in Lewmar’s traditional core product ranges, including a new larger anchor winch design catering for powerboats up to 250ft, three new volume anchor designs aimed at small- to medium-sized power and sailboats, a new thruster range that includes long run time brushless motors with proportional power controls, and many more.

Heavy investment has also paid off at Wilks, a producer of synthetic boat decking and fendering for boatbuilders, chandlers and retail clients worldwide. As IBI went to press, 2018 sales had already surpassed last year’s levels – a strong achievement, says joint MD Chris Berry, considering 2017 was up by around 20% on 2016. “We’ve noticed an upturn in export sales across both ranges, but particularly in fendering which is sold directly to both OEMs and distributors,” he says.

▲ Wilks is reporting a strong upturn in export sales, particularly for its fendering products

The autumn boat show season was a particularly busy time for Wilks. In September, the company launched two new products at the Monaco Yacht Show that were designed specifically for superyachts – a CAP 437-certified Dek-King system for helidecks, and a patent-pending Dek-King system that incorporates fibre optic lighting. This was followed by the November METSTRADE launch of a wood-effect ‘D’ fendering system with no visible fixings, and a patent-pending modular fendering system that incorporates PVC and stainless steel. “Not only does the stainless steel not have any visible fixings, it can also be curved around a bow without pre-fabrication,” says Berry, adding that easy-fit fendering with hidden fixings is a growing trend.

As for synthetic boat decking, there was a “dramatic upturn” in demand from OEMs in the second half of 2018. “Just over two years ago we changed our Dek-King range to the premium 2G material,” Berry explains. “This is lighter in weight and cooler underfoot than the old 1G material that we previously used and has been a regular specific requirement from many customers, both aftermarket and OEM.

“Although we’ve noticed a slight decline in the domestic fendering market in recent years, some of our larger OEMs including Princess Yachts have performed very well,” he adds. “The growth and opportunity is definitely in the export market though. We’ve experienced good growth in Holland, France and Germany, whilst the Middle East and Asia are showing upturns again.

“We have also made good inroads with Dek-King in the US over the past two years and that remains a major target, as does Italy and Poland.”

Scanstrut has had a “fantastic” year, says CEO Tom Reed, with total sales up 35% compared to 2017 and sales in the US up by over 100%. Growth is attributed to a number of factors, including new product launches, a wider aftermarket customer base in the marine segment, more OEM projects and aftermarket sales in two new sectors – agriculture and RV.

RECOGNISING ACHIEVEMENT

“We have seen our strategy of launching new products with both an aftermarket and OEM application really show success in 2018,” Reed told *IBI*. “We have traditionally been strong in the aftermarket and our objective over the next three years is to grow our business at the OEM level by providing outstanding solutions and user enhancements at the factory-fit level. A great recent example being the Hanse Group selecting our new ROKK Wireless products right from launch. They liked the way we had answered the growing demand for wireless charging on board and have included it as standard on both Hanse and Fjord models.”

ROKK Wireless is said to be the world’s first 12/24V waterproof wireless charger range, for which

it received a special mention from this year’s DAME Awards jury. Housed in an IPX6, fully encapsulated and sealed unit, the chargers can be installed anywhere onboard – inside or outdoors – with both options available for either surface-mounted or sub-surface ‘hidden’ charging.

According to Reed, simplicity, ease of use and integration from end users are growing requirements in the leisure boat market. “The expectation is that systems and hardware on board will perform just like those in your home and car and link easily with the user interface on your most familiar device – ie, your phone.”

Scanstrut is heavily export-focused, with ➔

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. Legiatin ©

*Provided servicing is conducted at the required intervals.

PLASTIMO
happy boating to you!



▲ Raymarine describes its ClearCruise Augmented Reality (AR) technology as an ‘industry first’, bringing enhanced on-water awareness to users

over 80% of sales being overseas. Key territories are those where the market is driven by a strong OEM base such as the US, France, Germany, Scandinavia and Australia. “Domestic sales are showing some growth,” Reed confides, “but there has been some increased distributor acquisition activity that has led to challenges to this traditional channel. This has affected product pull at the dealer level as these changes bed in.”

At Raymarine, 2018 was another busy year that saw the launch of several new technologies designed to integrate with its best-selling Axiom line of MFDs. In February, the company announced a “marine electronics industry first” with the introduction of UAV (drone) integration for Axiom, allowing boaters to connect to an unmanned aerial vehicle and control it whilst viewing images from an Axiom display. The new Axiom UAV app is compatible with the DJI Mavic Pro drone, automating tasks such launch, airborne imaging, in-flight navigation, and ‘return to boat’. Benefits include the ability to assess upcoming navigational hazards, spot shoals of fish and film footage of the boat in motion.

SUPERIOR PERFORMANCE AND SIMPLICITY

In June, Raymarine extended its Axiom MFD line with the launch of Axiom XL, its flagship line of MFDs designed to offer superior performance and elegant simplicity for premium yachts and glass bridge installations. Another industry first, says Raymarine, was the October launch of its ClearCruise Augmented Reality (AR) technology. Using Raymarine’s Axiom video capabilities and exclusive AR200 video stabilisation technology, ClearCruise AR brings enhanced on-water awareness for users, accurately showing nearby navigation markers, AIS traffic, objects and waypoints in sync with real-world imagery.

“MFDs are our bestselling category, driven by

our Axiom, Axiom Pro, and the new Axiom XL lines,” Andy King, Raymarine vice president of sales, explains. “We have a multi-channel strategy, and we are seeing demand from both OEM, retailers, and technical dealers.”

Connectivity to infotainment and other onboard devices, says King, is a growing trend. “This year we launched our new LightHouse apps which expand the capability of the Axiom line, allowing users to access popular entertainment apps like Netflix and Spotify.”

LightHouse apps also give Raymarine the ability to connect with marine technology partners like Lumishore, Seakeeper, Theyr Weather and Mazu satellite communications.

In the meantime, Raymarine is making inroads into the maritime law enforcement and first responder markets. Last year the company was awarded the SINS-2 (Scalable Integrated Navigation System) contract with the US Coast Guard worth \$50m over the next 10 years. As part of SINS-2, Raymarine will supply a full complement of MFD, radar, instruments and AIS to over 2,000 US Coast Guard vessels.

As mentioned earlier, uncertainty surrounding import/export duties and the free flow of product in a post-Brexit world loom large for many UK firms. Teignbridge Propellers, for instance, claims to be the largest propeller and stern gear producer of its kind in Europe, exporting around 80% of production. “Growth is particularly strong in Asia, including China where high-precision parts are valued compared to locally manufactured options,” says sales director Mark Phare. “We’re expanding



our network of agents in this region with new agents being appointed in China, Vietnam and New Zealand in 2018.”

Nevertheless, Teignbridge managed to significantly increase domestic sales in 2018 through organic growth with existing UK boatbuilders, principally Sunseeker. “Our sales within the leisure sector have increased in excess of 30% by securing new production boat model supplies in the UK, Spain, Italy and Turkey,” says Phare. This was helped by the success of its high-performance C’Foil design propeller, offering increased fuel economy together with exceptional performance. “It has proved a winning combination that has been recognised by customers,” Phare claims.

Teignbridge also launched a patent-pending ‘Clamp on Blade’ propeller design this year, which Phare describes as a “revolutionary modular propeller design”. With a smaller boss compared to bolt-on blade rivals, it allows easier removal and replacement of individual damaged blades and improved performance due to the larger blade area.

ADVANCED TECHNICAL SUPPORT

Meanwhile, Teignbridge’s new hydrodynamic research vessel (HRV1) – a custom-designed and built catamaran fitted with a pod drive specifically to test propellers and blade section shapes at sea – has launched in Torbay where it will be undertaking testing and propeller optimisation experiments.

“Customers are increasingly asking for advanced technical support and analysis of a vessel’s performance at early stages,” says Phare.

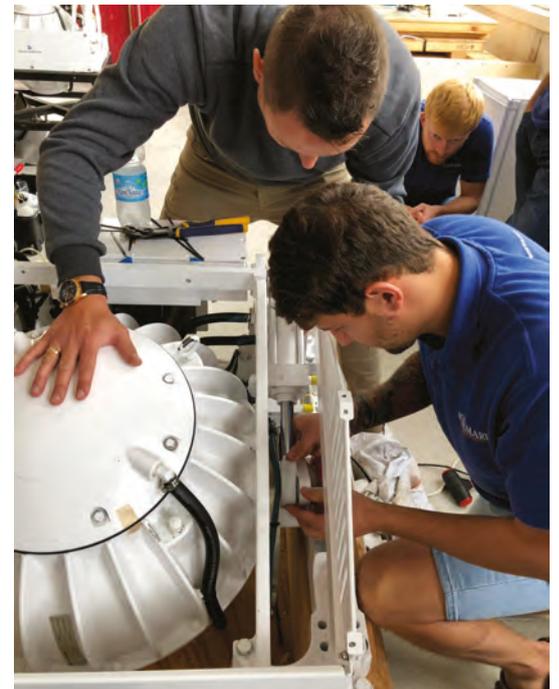
“Teignbridge is uniquely well equipped to provide this technical support with numerical ship simulation software, industry leading STAR CCM+ CFD software, finite element analysis, 3D scanners, HRV1 and an exceptionally well qualified and experienced technical team.”

Also on the expansion trail is Aquamare Marine, an importer of marine equipment which earlier this year moved to a new purpose-built facility in Turnchapel Wharf, Plymouth, doubling its square footage to accommodate growth. The move followed the opening, in January, of Aquamare’s first US facility in West Palm Beach, Florida, for the distribution of Opacmare and Planus products and to provide aftersales support for Princess Yachts America and Sea Ray Boats. “We deal predominantly with motorboats and that industry is experiencing a boom at the moment,” says Aquamare director Mike Sommerfeld.

As well as offering extensive onsite services, Aquamare also serves as an official UK dealer for several well-known brands – among them, CEM, Opacmare, Planus and Tenicomar. Sommerfeld told *IBI* that 2018 is proving to be the company’s most successful year to date, eclipsing the previous boom in the run-up to the global financial crisis in 2008. “People want boats and they want them now, so we have responded by increasing our workforce to allow us to meet these demands and remain agile.”

As well as expanding its facilities and extending service to the US, Aquamare was recently made an authorised dealer of Seakeeper’s marine stabilisation systems for vessels ranging from 8m-60m in length. The company now represents 14 brands in total. ➔

▼ Devon-based Teignbridge Propellers claims to be the largest propeller and stern gear manufacturer of its kind in Europe



▲ Aquamare service technician Carl Pook undergoes Seakeeper training in Lavagna, Italy

“We’ve noticed there has been an increased focus on quality, with that becoming higher in priority over cost,” says Sommerfeld. “We have increased our workforce worldwide from 13 to 25 this year, and from the projections I have seen from manufacturers I believe this will continue throughout 2019,” he adds.

Greater brand awareness, increased marketing and a growing shift towards electric drives has given Lynch Motors a current run rate of 25% growth in 2018. “We recently launched an outboard system called the Bluefin II,” says director Trevor Lees. “We’re also working on producing a diesel hybrid system with a UK distributor of diesel engines. This should be ready for spring 2019.”

The Bluefin II electric outboard has three power options – 5kW, 8kW and 13kW, equivalent to 20hp, 30hp and 40hp respectively – making them suitable for a range of vessels. Quiet and efficient, they are also easy to install using a ‘plug and go’ system. The marine drive systems produced by Lynch all work at 72V and below, meaning they conform to the EC’s Low Voltage Directive. This is what makes them unique from other systems on the market, says Lees. “It’s to protect people, as high voltage and water are not a good mix.”

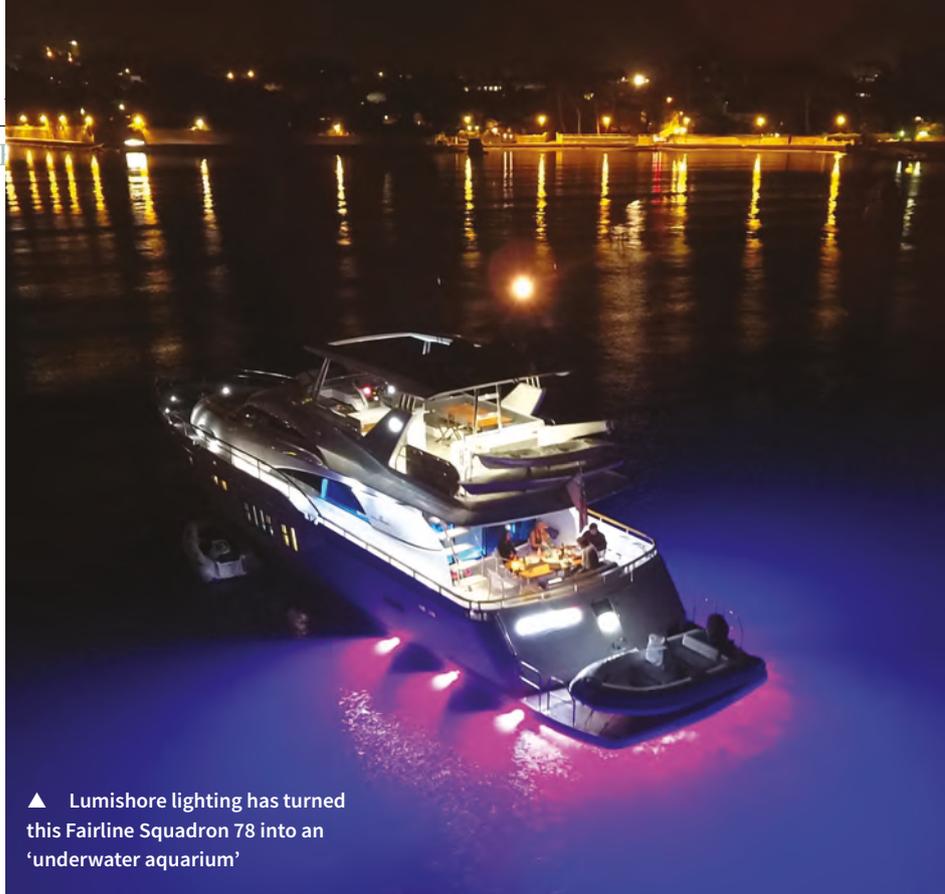
THE RISE OF ELECTRIC DRIVES

Lees told *IBI* that until recently, demand for electric motors came mostly from boat owners; OEMs had no major need for electric drives. But this is changing, he says, as end-customers are increasingly weighing in factors such as pollution, noise, lifecycle costs, improvements in battery technology, and an understanding and growth of the electric vehicle market. Lees also notes an increase in the use of onboard generators (petrol and diesel) integrated into a boat’s drive system. “This seems like a contradiction when removing an internal combustion engine (ICE) only to replace it with another,” he says. “However, the most effective and most efficient way to use fossil fuels is to produce electricity, and for that electricity to drive the motor. We are providing complete systems for all types of application which includes generators.”

In the meantime, Lynch Motors plans to put more resources into developing the mainland European market. “This is because legislation in various countries will ‘force’ boat owners to use an alternative to an ICE,” Lees says.

At CJR Propulsion, managing director Mark Russell told *IBI* that sales are up by around 30% compared to last year. The propeller and sterngear specialist is active in the the superyacht, recreational and commercial marine markets, with exports accounting for around 50% of production.

“The whole market is booming,” he told *IBI* at the METSTRADE Show in November. “There’s a demand for boats worldwide and that’s reflected in



▲ Lumishore lighting has turned this Fairline Squadron 78 into an ‘underwater aquarium’



► Launched in 2017, Lumishore’s Lumi-Link system is said to be the world’s first marine application interface

the work that we do.”

In July this year, CJR announced a £4m investment in new manufacturing equipment and infrastructure at its Southampton plant – one of the marine industry’s largest single investments of 2018. The new apparatus and related software is designed to integrate seamlessly with CJR’s existing CFD (computational fluid dynamics) department and create an end-to-end, data-driven design and manufacturing process, boasting high levels of automation. The latest arrivals include machine-controlled, robotic mould-making, multiple five-axis CNC machining cells, pick-and-place delivery and storage technology and the automation software required to integrate each stage of the process.

“We hope the new equipment will help position the company as one of the world’s most technically advanced propulsion experts and, over time, help improve quality and efficiency standards across the industry,” says Russell. “Accuracy, performance,



efficiency, longevity and ride comfort can all be improved and we are looking to reach a level of precision that is above even Class S standards.”

Meanwhile, CJR Fabrication, which formed in 2014 following the acquisition of stainless steel fabricator Oval Stainless, is showing strong growth with sales up by around 100% on last year. “It probably now accounts for 20% of the business and I can see that there’s going to be a lot more growth there,” says Russell. “Why? There seems to be tremendous demand. What we do is a very niche thing. We’re becoming a problem-solver. You dream up something a bit crazy, and we make it.”

Functionality and integration are the main drivers of Lumishore’s business model. Earlier this year, the Welsh lighting specialist took all of its know-how in underwater lighting technology above the waterline with a new range of downlights and marine grade RGBW-W strip lights (accent lighting) designed for interior use and exterior use. Its new Smart Lighting System, which harnesses the functionality of these new lights, is said to be the world’s first and only DC smart marine lighting system, combining colour-tunable lights with warm and cold white light. The system offers enhanced mood and functionality on board, earning a special mention at this year’s DAME Design Awards.

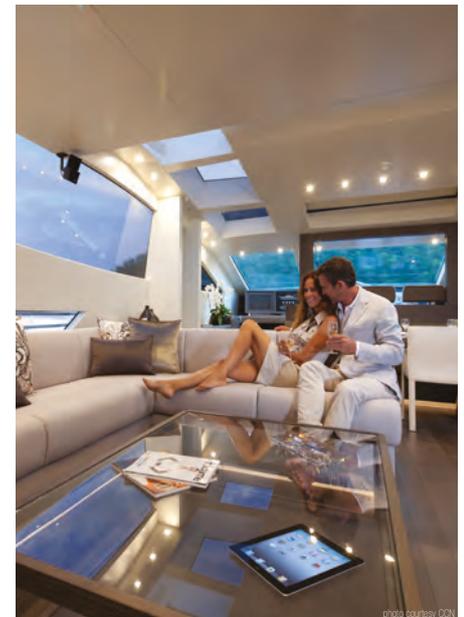
FUNCTIONALITY AND INTEGRATION

The judges noted the system’s ability to fine-tune colour balance including white light from its MFD-based user interface. The intuitive nature of the latter – which allows the user to zone lights with a simple ‘drag and drop’ feature and create lighting ‘scenes’ – mirrors developments in the high-end home market, a sector that is driving interior lighting solutions.

“In terms of onboard entertainment and the boating experience, there is a huge latent demand for infotainment and lighting experiences that can be found in the automotive and home electronics markets,” says Lumishore CEO Eiffrion Evans, adding that exports helped drive total sales up by around 21% in 2018. Unit shipment are up an estimated 31%. “Our focus today has been very much the USA and Europe and our growth has been consistent across most markets — but the USA is definitely leading the way,” he says. “We are now looking to other geographies further afield but we feel it is important that we maintain close support links to other markets, so our growth will be very much consistent with our ability to meet our customers’ demands.

“Our products are continually being enhanced and revised as our OEM and aftermarket partners feed us their requirements,” Eiffrion adds. “It is very clear that the additional functionality and integration we provide is being driven by a more demanding customer. That can only be good for the industry.” **TBI**

Achieves 22°C
whatever
the weather
outside



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

Resilient markets waiting for the upturn

THE UNITED ARAB EMIRATES' BOATING MARKET HAS BEEN RIDING A ROLLER-COASTER, BUT THERE IS STILL POTENTIAL FOR GROWTH AS THE COUNTRY BUILDS UP TO EXPO 2020 IN DUBAI

WORDS: MIKE DERRETT



▲ Emirates Palace Marina in Abu Dhabi has 161 berths

The United Arab Emirates (UAE) is different from other Gulf countries. While the capital is the Emirate of Abu Dhabi, the most recognisable Emirate is Dubai. This Emirate has become a global brand with its reputation for a conspicuous luxury lifestyle. It has the world's tallest building, the Burj Al Khalifa, the region's largest port in Jebel Ali, and the world's largest long-haul airline, Emirates.

Both Abu Dhabi and Dubai can claim to be home to owners of some of the world's largest superyachts based both in the Gulf and around the world, with the Gulf region recognised as being home to at least 15% of the world's superyacht owners.

Abu Dhabi, the federal capital, has massive sovereign wealth due to its oil reserves, but cultivates a more conservative and cultural image with the Grand Mosque and the impressive Louvre Abu Dhabi museum attracting a more discerning and conservative visitor. The main driver for the economy in the UAE is not just oil, as in the case of most Gulf Sheikdoms, but its additional focus on tourism, airlines,

trade and finance, which all come together to position the UAE as the business hub of the Gulf together with the Indian Ocean islands and parts of Africa. The oil revenue portion of the economy has fallen to 30% as the country has successfully diversified into other areas, but oil and its related business remains the key driver.

In late 2008, at the start of the global financial crisis and the impending storm that would affect the leisure boating industry in Europe and the US, the United Arab Emirates was seen as a market that would not suffer economic downturns and the boating industry would remain relatively strong. However, in 2009 the UAE also suffered a slump in the face of a collapsing property market and a fall in the value of global investments held by many local investors.

Relying on a heavily leveraged property market, Dubai was most affected by

the downturn, but fortunately financial support in terms of US\$20bn was forthcoming from the neighbouring oil-rich Emirate of Abu Dhabi, and avoided a collapse. Amidst the economic turmoil,

the boating market inevitably suffered with boat sales in the UAE significantly down and marinas working hard to find customers for berths. By 2012 the boating business was back on track. However, since 2014 the roller coaster economy has again been on a downhill

gradient with issues affecting both the economy and the boating market becoming apparent.

“ By 2012 the boating business was back... However, since 2014 the roller coaster economy has again been on a downhill gradient ”

CULTURE AND ECONOMY

The UAE is composed of seven Emirates, the Federal capital oil-rich Abu Dhabi, its neighbour and key trading hub Dubai, and the smaller Emirates of Sharjah, Ajman,

Umm Al Quwain, Ras Al Khaimah and on the west coast the Emirate of Fujairah.

The UAE's per capita GDP has been on a par in recent years with those of leading Western European nations with GDP growth figures in the region of 4%. Its high oil revenues and its moderate foreign policy stance have allowed the UAE to play a vital role in the affairs of the region. However, in 2017 the UAE recorded minimal growth of 0.8%. In recent years the involvement of the UAE together with the Kingdom of Saudi Arabia in the proxy war against Iran in Yemen has been costly in both financial terms and, in some Western government eyes, credibility.

In 2009, falling oil prices, collapsing real estate prices, and the international banking crisis hit the UAE, especially Dubai, hard. Fortunately, because of good governance, the UAE essentially avoided the 'Arab Spring' unrest seen elsewhere in the Middle East.

Post 2012, the economy steadily improved but in 2014 faced new threats from instability in the Middle East, falling oil prices and in Dubai a dearth of Russian high spenders. Dubai with its highly

are worried about the exposure of regional banks to property". In a move to boost the Dubai economy and retain vital expatriate workers, the government has frozen private school fees, loosened visa restrictions and made property ownership easier.

BOATING MARKET

The UAE has a strong maritime heritage stemming from its past association with fishing, pearl diving and Dhow trading. This strong link with the past has encouraged the growth of marine leisure in the UAE, making it second only to Kuwait in the total number of boats owned in the GCC. Although firm figures are difficult to obtain on the boat population, current estimates are that the UAE is home to some 10,000 leisure boats over 5m in length compared to Kuwait, which numbers at just under 20,000.

There is more interest in larger boats in the UAE than other Gulf markets and estimates indicate that there are some 1,000 leisure boats over 45ft in length powered by inboard engines in the UAE. During the annual Dubai Superyacht Summit held at the end of February,

is a well-developed and well-managed network of over 30 marinas throughout the country. The majority of boats under 40ft are outboard-powered and used for leisure fishing by locals and for cruising by expatriate boaters. Apart from the Gulf coast, there are good boating waters on the Arabian Sea side of the UAE in the Emirate of Fujairah, where the coastal conditions are similar to Oman with excellent fishing and diving waters.

Boat sales and the rate of development of new marinas slowed in the wake of the 2009 financial crisis. Boat sales in the UAE in 2010/11 were down some 80% on 2007 figures, only picking up after 2012. Since then sales have not met expectations, with the roller coaster starting to go downhill in the last quarter of 2014.

The main issues impacting on the boating industry in the UAE are:

- Oil prices are becoming steadily weaker. According to a recent report by the business magazine *The Economist*, "rising oil prices created momentum in the short term but trends in the long term are downwards". With oil price directly and indirectly still the key economic driver for the UAE, the economies have been under pressure, tightening budgets and reducing business confidence.

- The downturn in the Russian economy has had a knock-on effect in the Gulf, especially in Dubai where its attractive climate and liberal economy had long been a popular haven for Russians. In recent years Dubai has suffered from the lack of Russians with money to spend on boating.

- Security threats, particularly from ISIS, are of real concern to both expatriates and locals in the Gulf region. While the UAE is one of the most secure countries in the world, the proximity of turmoil close to its borders is ever present.

- The increase in border security measures caused by Gulf security concerns also affect boating. It's mandatory in the UAE to be logged in and out of the marina or port by the Coast Guard. Boating is no longer the relatively hassle-free pastime it was. The tight security and weather-related regulations implemented by the Coast Guard are a particular annoyance to the industry, which sees customers unwilling to purchase boats they can't use at sea.

- Safety issues are also becoming more stringent. Whilst compulsory wearing of lifejackets is seen by the industry as a sensible law, being prevented from



▲ Dubai Marina. The local market is turning to larger vessels

leveraged economy has been affected, the stock market has fallen by 20% this year and the largest firm in the Dubai Financial Centre, the Abraaj Group, has collapsed. The real estate market is soft with rents falling and properties left empty even as developers build more. According to *The Economist* magazine, "analysts are not concerned about another 2009 crash but

Walid Altamimi from Tasneef, the marine registration and licensing authority in Dubai, said: "The market in Dubai is changing from predominantly small boats to larger yachts."

The main centres for leisure boating in the UAE are in the capital of Abu Dhabi and in Dubai. A large number of boats are kept on trailers in the UAE, although there

going to sea by the Coast Guard in the UAE in a relatively moderate 15kt breeze is not.

- The introduction of 5% VAT in the UAE has made boats and equipment more expensive for the end customer. For the many small boating-related businesses in the UAE, it's also an additional administrative burden.

- The ongoing blockade of the GCC state of Qatar, accused by both Saudi Arabia and the UAE of supporting terrorism, has affected the boating industry. Visiting yachts can no longer transit to and from Qatar via the UAE, and services and equipment, normally sourced from Dubai, face logistical problems.

SUPERYACHT MARKET

“The UAE government is adopting a positive approach to attracting superyachts,” according to Captain Mike Fetton, general manager of JLS Yachts, which manages and offers agency services for superyachts in the UAE, handling between 20-30 superyachts per year.

“In the past year the authorities have had a lot of support from the government who are very keen to promote the superyacht industry and promote the Emirates as the centre of yachting for the Middle East. The rules have changed and yachts can now have a six-month renewable cruising permit, a considerable increase from the 21 days previously available, and six-month renewable multi-

entry visas for the crews. The yachts want to come to the UAE and the market is definitely growing with the change in the rules. Abu Dhabi has enormous potential for cruising with over 300 islands. Our challenge as an industry is to encourage the government to relax the rules for the use of smaller boats.”

Wyndham Tops, director of leisure at the prestigious Emirates Palace Hotel, which has an attached 161-berth marina, commented on the government initiatives: “We are working closely with the government to ensure that we have the correct legislation for cruising and also for marinas standards with regard to health and safety which is already under discussion. Initially this is for the Emirate of Abu Dhabi, but it should extend across the country as Federal regulations. Abu Dhabi is growing as a winter base for superyachts who come from Europe or are on the way to Asia. We have 161 berths in the marina, including 10 berths for yachts up to 45m and one 160m berth, 70% of boats in the marina are locally owned, and the marina has an occupancy of 98%.”

BOAT MANUFACTURING

The UAE is the centre of Gulf boatbuilding with approximately 100 boatbuilders with trade licences producing an estimated 600/800 boats of all sizes per annum. Only about 20 of these builders produce boats in

volume, with 10 capable of producing boats that meet export standards. As there are no compulsory boat construction standards in the GCC, design and build quality varies considerably. Compulsory boat build standards have been muted for some years and are planned to be introduced shortly, as are factory regulations on styrene and dust emissions. These moves, when introduced and enforced, will improve quality and reduce the number of builders considerably as well as putting up costs which are already growing. No longer is the GCC the manufacturing centre of choice based solely on low labour cost. Technology is becoming more important and several GCC builders have already embraced this by introducing CAD/CAM technology and modern manufacturing systems. Gulf Craft and ENATA Industries are leading examples.

Since starting operations over 30 years ago, Gulf Craft has grown to be a major international as well as a regional force in boatbuilding, having a market share of about 25% of the total Middle East boating population of some 53,000 boats. Over the past 15 years, under the chairmanship of Mohammed Al Shaali, the company has developed its larger yacht brand Majesty Yachts, offering a range from 44ft-180ft, with over half of the production exported out of the UAE. The company has also ventured into semi-displacement boats with its new Nomad brand with a range from 65ft-95ft.

Another local company embracing technology is newcomer ENATA Industries, builders of one of the world's first production foiling sports boats. The ‘Foiler’ had its world debut during the Dubai International Boat Show in March. During a visit to the factory, chief operations manager Mostafa Agib El Nahta described the project: “We are trying to bridge the gap between foiling sailing yachts, which in recent years have made large advances in foiling technology, and motor boating, which has not developed the concept of foiling to the same extent. One of our key drivers for the project was to focus on how we could reduce harmful emissions to the environment both during manufacture and in the use of the boat. Our manufacturing process uses resin infused epoxy and carbon fibre for both the foils and the hull which reduces weight and the quantity of material used as well as avoiding emissions during the manufacturing process. Our manufacturing plant in

“The government is very keen to promote the superyacht industry and promote the Emirates as the centre for yachting”



▲ Sunreef's 40ft Open catamaran drew plenty of attention at the Abu Dhabi boat show

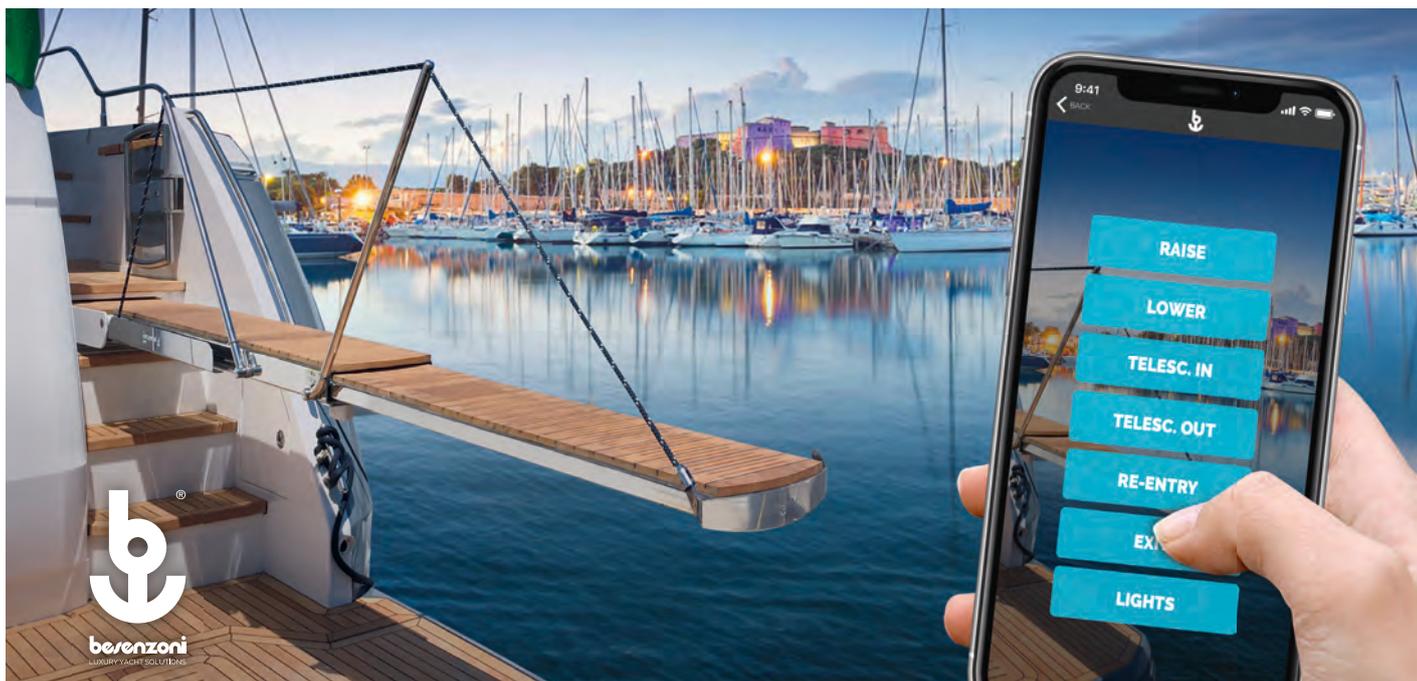


**Your premium partner
for onboard power**

Marine generators (from 3.4 kW)
Electric drive systems (from 7.5 kW)



Tel.: +49 5254 9202-0 • info@fischerpanda.de • www.fischerpanda.de



BUC
BESENZONI UNIT CONTROL

Discover our new App Besenzoni Control Device
and the Besenzoni Unit Control system



With **BUC** you can use your smartphone to manage
the handling of Besenzoni hydraulic gangway installed
on board through bluetooth technology.



DISCOVER MORE AT:
BESENZONI.IT/LANDING/BUC

the Hamriyah Free Zone of Sharjah UAE has the latest technology with a 5-axis milling machine and robots to improve manufacturing efficiency”.

BOAT SHOWS

Dubai International Boat Show

The Dubai International Boat Show (DIBS) is the main boat show for the region. Despite the ups and down of the Gulf economies, the show has only missed one year in its 26-year history and has established itself as the key promotional event for boating in the Middle East, the Asian sub-continent and for the growing African boating market.

The show runs annually at the end of February and in 2018 relocated to a temporary site on the Dubai Canal in Jumeirah. The new location is closer to the city and business centre at the mouth of the Dubai Canal and the sea. The new show site required the building of a temporary 100-berth marina to host the exhibitors which completely filled the available berths.

Dubai show director Riju George told *IBI*: “The reason for moving the show to the temporary site at the exit to the Dubai canal was that the Dubai International Marine Club, our normal home, is being reconstructed to be part of the new Dubai Harbour marina complex with a planned

re-opening in 2020, when we should be able to return to our home site.”

Regarding the visitor profile: “We reached out to new markets in 2018 and had visitors from Russia, Seychelles, Saudi Arabia, Africa and the Indian Ocean Islands. Our international target area for visitors focused on markets with good visitor potential within four hours flying from Dubai. We had an audited visitor attendance in 2018 of 26,889.”

Show marketing director Nick Craig Waller added: “The average length of visitor time at the show went up at the 2018 show by 35% to over four hours with the visitor attractions and the mix of exhibits to hold their interest. Recent changes in the past year with visa rules in the UAE offering visas on arrival has enabled more visitors from countries such as Russia and China to attend.”

This year the show, run by the government’s Dubai World Trade Centre, upped its game, improving the infrastructure and support information to help the visitor.

Competing boat shows

DIBS is not without competitors within the UAE. On its home turf but aiming at a different market segment, is the Dubai Pre-Owned Boat Show, held in November for the past five years at the Dubai Creek Golf and Yacht Club Marina. Despite its title

hinting at used boats, the show has at least 50% new boats on display and according to Dubai Creek Golf and Yacht Club director Abdullah Al Noon: “The show is proving popular with the local industry who want to target UAE residents and is now well established in the local industry calendar.”

Abu Dhabi International Boat Show

With the first edition launched this October and perceived by many in the industry to be a competitor to DIBS, the Abu Dhabi International Boat Show gives the UAE the potential for two sizeable boat shows. While the Dubai event is well established, the Abu Dhabi newcomer, also government backed, is clearly serious about becoming a key player not just locally but regionally. After the event, show director Alex Nicholl spoke with *IBI*: “The feedback we have been getting at METSTRIDE and at the Fort Lauderdale International Boat Show has been really positive from people who visited or exhibited at this year’s show in October and from industry members who did not visit but have heard about the show from third parties. As a result we are already signing up exhibitors for the 2019 show. To put satisfaction about the show into statistical terms, we have just received our feedback survey results which were done by Nielson, an independent survey firm. These show that 94% of exhibitors were satisfied with the show and 96%

NEW GULF CRAFT CEO ON MARKET POTENTIAL

***IBI MET UP WITH* the new CEO of Gulf Craft Gregory Yeakle in his office in the corporate headquarters in the Emirate of Ajman. Yeakle was appointed to succeed Erwin Bamps, the previous CEO who was with the company for 14 years. Gregory gave IBI his thoughts on working in the industry in the UAE and the boating market.**

“The job as CEO of Gulf Craft is a bit of a dream come true for me, as it’s the first time in my life through all of the diverse experiences that I have had, where I have been able to say that I’m working in something that has been my lifelong passion – boating! As my father said to me, ‘Find a job that you love and you will never work a day in your life’. The work here with Gulf Craft is very enjoyable.

Coming to the UAE from the developed boating markets of the USA and Europe, I was surprised how much potential for growth there is in the GCC markets. I was also impressed at how Gulf Craft is

so vertically integrated, being able to manufacture almost all of the components for their boats and superyachts.

Gulf Craft is a privately owned business and we have a three-point strategy; firstly it’s around growth, secondly on quality, and lastly on developing a learning organisation to attract and retain the best talent in the industry.

For growth we have given the individual Gulf Craft brands their own accountability for sales and marketing, product lifecycle and profitability. This is already providing positive results. We began exporting outside of the GCC more than 25 years ago. Today we are boosting our geographical expansion with particular focus on Europe, Australia and the South East Asian markets. Right now our first action is particularly focussed on the European market. Capitalising on the success of Majesty Yachts, we are promoting



◀ **Keen boater Gregory Yeakle has been in the post six months**

our Nomad and leisure brands: Silvercraft and Oryx. Developing a learning organisation is a key factor in improving quality and we are focusing strongly on this.

Regarding the current market

situation in the GCC, I will restate that the potential for marine market growth is strong. Local, regional and global economies are cyclical; that’s a fact of life. If I look at the number of new berths, marinas and perhaps selfishly – our own sales – I see growth. Ensuring that Gulf Craft has an executable growth strategy that for both the short and longer term is mandatory.

We exhibited very successfully at the recent Abu Dhabi International Boat Show, with sales that far exceeded our expectations. I believe that the UAE is big enough to support two boat shows as the visitor profile is different at the two events.

of visitors were pleased with their visit experience. We were delighted with our exhibitor numbers of 270 exhibiting brands including 96 boats on water and land, above our target. Our visitor numbers also exceeded our target at 21,123, of which over 2,000 were VIPs or VVIPs.” As for the 2019 event, Nicholl added: “It will run at the same Abu Dhabi National Exhibition Centre venue from the 16th to 19th October 2019 – we aim to make the show, by the end of 2019, a key event for the Middle East region.”

IBI visited the show for the duration of the event and it was clear from the first day’s attendance that a high proportion of the visitors are either UAE or other Gulf State nationals. With a strong attendance by Arabs rather than expatriates, it was apparent that one of the key objectives of ADIBS, to build a stronger awareness of leisure boating within the UAE and the Gulf, is on track.

During the show Alex Nicholl spoke with IBI about the first day: “We have received hundreds of important visitors from Abu Dhabi and the other Emirates. We have been well supported by the Abu Dhabi government who have helped in encouraging local VIPs to attend.”

Gulf Craft, the UAE’s major boat manufacturer, was the largest exhibitor in the show. The company showcased three yachts – the Majesty 100, Majesty 135 and Majesty 62, together with smaller boat models from the Silvercraft range.

John Bush, managing director of Bush & Noble regional yacht broker, which exhibited two brokerage yachts at the show, said: “It’s good to see a government-backed boat show in Abu Dhabi. The first edition has been very successful and there are definitely good visitor numbers. In terms of the market the superyacht sector is the most buoyant in the UAE with a lot of enquiries before and during the show. Interest in mid-range yachts, however, is slower this year. Internationally the Middle East is becoming more recognised. Gulf Craft has done a lot to increase the visibility of superyachts and boats made in the UAE.”

Bruno Meier, chief operating officer of Art Marine, which exhibited a Riva 100 at the show and represents the Ferretti Group brands in the UAE, Bahrain, Oman, Egypt and the Kingdom of Saudi Arabia, was happy with the show: “Sales of larger yachts, more than 70ft, are better ➔



▲ Titanic ambitions - a scale model of the famous ship at the Abu Dhabi show



Perfect fit replacement manifolds





Covered by Sierra’s Industry Leading Warranty

All Sierra manifolds are manufactured as a direct OE replacement and are fully interchangeable with the OEM products they are designed to replace. Each manifold is primed and painted for added durability and includes all the necessary gaskets/hardware for easy installation.

Sierra manifolds are packaged for maximum protection during shipping and ready to install out-of-the-box.

www.seastarsolutions.com



SEASTAR
SOLUTIONS®

than the smaller yachts. Our marina management business [Art Marinas] is doing very well with eight marinas under our management. Once again, larger yacht berths have a greater take-up than the smaller berths.”

CONCLUSION

The tight security and weather-related regulations implemented by the Coast Guard are a particular annoyance to the industry who see customers unwilling to purchase boats that they can't use at sea. However, recent actions by the industry including dialogue with the government has brought hope that these will be alleviated in the near future.

Positive factors for the market include the forthcoming World Expo that Dubai will host starting in October 2020. This should provide a substantial boost to the economy and tourism of the UAE with the proximity of the Expo site to both Dubai and Abu Dhabi. Some of these benefits will spin off into marine tourism and subsequently to the growth of a consumer leisure boating market as the awareness of boating becomes more widely known.

While the presence of two potentially conflicting boat shows in Dubai and Abu Dhabi is seen by some trade members as unnecessary, a more enlightened view is

that the events are owned and promoted by the two local governments and are providing a valuable contribution to the growth of the boating market in the UAE. The differentiating factors are that the two shows are five months apart and have a different visitor profile mirroring that of the two Emirates. Abu Dhabi having strong Arabic appeal, while Dubai is more expatriate focused, it will be interesting to see how the scenario develops. However, both shows are there for the long haul.

The UAE boating market has endured turbulent times in the past, particularly the fallout from regional events such as the Iran/Iraq war of the 1980s, the invasion of Kuwait by Iraq in 1990, the removal of Saddam Hussain in 2003 and the ever-present tension with Iran. On the economic front there have been major downturns largely related to the price of oil and from global recessions. The current economic squeeze in the UAE is another to add to the list. Despite these economic and regulatory issues, the market has always recovered, as it will again. The ability of the UAE and its marine industry to bounce back against all odds is well proven.

A key underlying factor behind the market remains. The people of the UAE love the sea and boating, it's in their DNA, they won't give it up easily, and for Gulf-

based expatriates boating is one of the best outdoor activities available.

IBI MARKET RATING

Short term: Moderate for larger yachts, weak for smaller boats which are more affected by the onerous regulations for leisure boating.

Long term: Medium to strong, especially for larger yachts, very dependent on resolution of regional security issues and how the UAE handles the long-term decline in oil prices. **IBI**



▲ Gulf Craft was the largest exhibitor at the new Abu Dhabi show

UAE MARKET DASHBOARD AND SWOT ANALYSIS

MARKET DASHBOARD

Market data:

- Total boats of all types over 5m in length estimated: 10,000
- Power boats over 45ft in length estimated: 1,000
- Total passenger and utility craft for transport and marine tourism: estimated: 500
- Hotel beach boats, canoes, catamarans, dinghies and PWC for marine tourism: estimated 2,000/3,000
- Import duty into the GCC for leisure boats and marine equipment: 5%
- VAT on boat and equipment sales: 5%
- Operational marinas: 30
- Boatbuilders: 100 with 10 building to export standards.

STRENGTHS/OPPORTUNITIES

Strength:

- Marine industry hub for the Middle East, Indian Ocean Islands and East Africa.
- Abu Dhabi has large sovereign wealth reserves and assets overseas.
- Strong network of 30 marinas which are professionally managed.
- In 2018 the Federal and local Governments have become aware of the value of leisure boating for the economy and are supporting the industry.
- Growing marine tourism market.
- GDP is high at US\$40,000 per head.
- Year round boating season, although July to September is very hot up to 45C.

Opportunities:

- Expo 2020 will create large number of visitors to the country.
- The economy is diversifying into non-oil related areas which will bring opportunities for the leisure boating and marine tourism activities.

WEAKNESSES/THREATS

Weaknesses:

- No boat construction standards.
- Marine tourism market is dominated by local builders.
- Regulations for cruising at sea are strict and enforced by the coastguard.

Threats:

- The economy is still dependant on the price of oil which is in long term decline.
- Regional security issues.

YOUR FUEL FILTER / WATER SEPARATOR SPECIALIST

FUEL FILTER / WATER SEPARATOR
99.8% Efficiency

ABS Type Approval Products
Ship Designers, Builders And Owners Best Choice

MICROBLOC[®] Technology



GRIFFIN GROUP INTERNATIONAL

Singapore:
No. 1 Bukit Batok Crescent, #07-06 WCEGA Plaza, Singapore 658064
Tel: +65-6570 0670, Fax: +65-6570 0674
U.S.A.:
PO box 417 Fulshear Texas 77441
Toll Free: 1800 485 5071
www.griffinfilter.com info@griffinfilter.com



Johnson Pump[®]

Reliability since 1968

Johnson Pump[®] is one of the world's leading manufacturers of pumps for marine use. Thanks to our 50 years of marine pump experience, we know the boating industry well.

- * Engine Cooling Impeller Pumps
- * Bilge Pumps & Switches
- * Flexible Impeller Pumps
- * Water Pressure Pumps
- * Wash Down Pumps
- * Waste Water Handling
- * Toilets
- * Water Heaters
- * Fishing Livewell Pumps
- * Impellers



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



SPXFLOW
Johnson Pump[®]

www.spxflow.com



▲ CEO Bill Yeargin has spent most of his career in the marine industry

▲ Centurion is one of Correct Craft's seven boat brands

How to make life better

THE CORRECT CRAFT CEO ON TARIFFS, GOING GLOBAL AND HOW TO SOLVE ONE OF THE INDUSTRY'S MOST PRESSING CHALLENGES

WORDS: TONY ESPOSITO

Q: You've taken a very vocal and visual position on tariffs and the so-called 'trade war'. Why?

A: That's a question I am often asked. Why run the risks of being so vocal and visible? People often incorrectly assume that because of my work I oppose what the Administration is trying to accomplish, and that I am risking backlash. First, I believe that there are some inequities in global trade agreements that need attention and I have said many times that the Administration has done an excellent job bringing attention to those inequities. However, I also believe that the way the Administration is bringing attention to the problems results in unintended negative consequences that are impacting our industry. I had the opportunity to share my perspective recently at the White House to a senior

member of the Administration's economic team and he acknowledged my view but said the Administration believes we need to take tough positions to negotiate the necessary changes to trade deals.

Q: Why do you think some of the bigger industry players have chosen a more 'behind the scenes' role?

A: Each industry player needs to decide for themselves the role they are comfortable playing. I have been very blessed to spend most of my career in the marine industry and have been given many platforms from which I can share my views. I try to share my perspective in an unemotional, even handed way and people seem to respect that. Over the years both the Obama and Trump Administrations have asked me to serve on cabinet level advisory councils and I have been invited to the White House six times to share my thoughts. I want to

continue to use my influence in a manner that is respectful and good for our industry.

Q: Has your international growth plan influenced your decision to be upfront?

A: Yes, it has. We have a strong global presence and believe the international part of our business will continue to expand with the global economy. Some in the US are not crazy about globalisation but it is here to stay. I've been to around 115 countries and the wealth being created around the world is awe-inspiring. Globalisation is still a recently new phenomenon and we need to develop agreements that keep expanding the world economy from which everyone benefits.

Q: At last count, you had expanded into 70 countries. Has that increased?

A: A few years ago, I started a significant initiative within our company to expand



▲ R&D and design are at the forefront of what Correct Craft does



▲ Correct Craft currently employs around 1,300 people

globally. The initiative was very successful; at the time we were in about 35 countries and today we are in about 70. Currently we are more focused on helping develop our partners in those countries than we are adding countries. However, we will continue to grow internationally.

Q: How has your export business been affected by the current trade situation?

A: The part of the current trade situation that has impacted our industry the most are exports to Europe, Canada and Mexico. Each of these markets have implemented retaliatory tariffs on US-built boats which makes it much more difficult in these markets for our distributors to order inventory.

Q: Are you experiencing any difficulty filling jobs? If so, in what areas?

A: If you put 20 US CEOs in a room and ask them what their biggest problem is, 18 of them will say finding good people. With a growing economy and low unemployment, this is a significant problem. We currently have around 1,300 employees.

Q: What are you doing differently to try and fill those jobs? What should the industry be doing?

A: We are fortunate that we have a great culture, great benefits and excellent brands that help us attract workers; however, even

with those advantages it is still challenging. We are looking at the best ways to attract good people from outside the industry who have good employability skills who we can train. In my opinion, the industry needs to focus on how we make the marine industry attractive to talented people. Also, our industry needs to get behind responsible immigration; there are lots of good people around the world who would like to work in the US and we are limiting our economic growth by not letting them in.

Q: Is Watershed Innovation a jobs 'farm system' or is it strictly an R&D enterprise?

A: Watershed Innovation is both, and more. Watershed is an opportunity for us to focus on trends that will disrupt our industry and be proactive about applying them to our businesses. We believe that companies who are not doing this increase their risk of going out of business.

Q: You've committed to investing millions of dollars in Watershed. Why?

A: Because we believe the world will be dramatically different in 10 years. Increasing computational power is driving exponential technological developments that will transform the world and our industry. Companies that don't stay ahead of the change will have a tough time staying in business.

Q: While easy to do during seven years

of industry growth, what happens to Watershed during the next downturn?

A: That is a great question, especially since a downturn is inevitable. We believe Watershed Innovation is a key part to our future and we are committed to it long-term not just to excel but to survive. Often downturns, when everyone else is pulling back, provide the best opportunities to leap forward. We hope to do that!

Q: Look into your crystal ball and describe the Correct Craft and marine industry you see five years from now.

A: Over the next few years we will see changes in product, technology and business models. Specifically I see advances in electric propulsion, telematics, and robotics. At some point I expect we will see change in the sales model. These will just be the start of dramatic changes in the years ahead.

Q: Are you still having fun?

A: Yes, I am. I'm energised by leading Correct Craft through both a tremendous period of growth and significant global change. Best of all, I am thankful for the positive impact we have on so many people around the world. "Making Life Better" is not just a tagline for us; it is our deep desire and I am blessed to lead a team that fully embrace that philosophy. **TBI**

► Catamarans of less than 50ft in length are built at Lagoon's shipyard in Belleville-sur-Vie in the Vendée region of western France



Building success

IBI RECENTLY VISITED THE WORKSHOPS OF FRENCH BUILDER LAGOON, THAT THROUGH CLEVER PRODUCT POSITIONING AND MANUFACTURING EFFICIENCIES, HAS BECOME UNDISPUTED LEADER IN THE BOOMING CRUISE CATAMARAN SECTOR

WORDS: OLIVIER VOITURIEZ

It was an invite to savour. Lagoon Catamarans agreed to show its production sites to a select handful of journalists, providing IBI a privileged opportunity to visit two factories belonging to Groupe Beneteau, a company not known for flaunting its industrial infrastructure.

The invitation was made to celebrate the arrival of the new Lagoon 46, which will officially launch at Boot Düsseldorf 2019. We met on October 15 in La Rochelle for a general presentation of the brand, followed by a trial at sea on the new catamaran. The following day were visits to the shipyards at Belleville-sur-Vie and at Poiré-sur-Vie, in the Vendée region of western France, where Beneteau was founded over 150 years ago. It is in this dynamic region that the majority of Groupe Beneteau's shipyards are located.

Considered one of the most profitable brands

of the French group, Lagoon builds its "core catamarans" of under 50ft in this region. Belleville and Poiré, only a few kilometres from each other, will also be building the future EXCESS, Groupe Beneteau's new catamaran range. Large catamarans over 49ft are produced in Bordeaux in the historic shipyards of Construction Navale Bordeaux (CNB). Lagoon is thus built as part of this luxury brand of single hulls, founded by Dieter Gust and Olivier Lafourcade. As of September 1, 2018, CNB has been headed by Yann Masselot.

'WORLD LEADER' IN CRUISING CATAMARANS

Founded in 1984, Lagoon quickly rose to become the world leader in cruise catamarans in 2003. The brand has built to date over 4,700 catamarans in 25 different models, both sailing and motor. The hulls are designed by Marc Van Peteghem and Vincent

Lauriot-Prévost (VPLP design), the naval architects with an impressive record in racing multihulls.

The present catalogue has 12 sailing models from 38ft-78ft, with a core offer of nine from 38ft-52ft. This is where Lagoon has been most successful. The brand's best-seller was the Lagoon 380 (launched in 1999) with over 860 units sold. At 11.6m, it was the world's most successful catamaran of its size.

Launched in 2010, the Lagoon 450 has overtaken this impressive record, with over 900 units sold throughout the world, becoming Groupe Beneteau's most profitable boat. Its success was driven by substantial innovations in safety, performance and an onboard comfort designed by Nauta Design. One hundred or so models will be built this year at the Poiré yard, although it will soon be superseded by a new Lagoon 46.

The launching and success of this new model is therefore of strategic importance for Lagoon. "It was no easy decision to replace the Lagoon 450. It is a model that is still very successful," says Thomas Gailly, Lagoon's commercial director. "We had a lot of new orders at the last autumn boat shows, but you have to evolve."

"It's a real challenge," says Martina Torrini, who heads up the development of the new Lagoon. "The responsibility of the entire team is engaged in the launching of the Lagoon 46.

"Launching a new boat usually entails 18 months of studies," she adds. "And at the same time as engaging in this phase, the product and sales teams are also thinking of follow-up models. The 2025 range already exists... in our brains."

THE LAGOON 46 PROTOTYPE

When built, the prototype will be given sea-tests over two weeks. If successful, three pre-series boats will be built and the different lay-outs tested over two months. Then after the quality controls, production



▲ The first factory-built Lagoon 46 will be ready by June next year

THOMAS GAILLY, COMMERCIAL DIRECTOR
LAGOON CATAMARAN

It was no easy decision to replace the Lagoon 450. We had a lot of new orders at the autumn boat shows, but you have to evolve

is finally launched. The first factory-built Lagoon 46 will be out only in June.

Priced at €433,000 (not including tax), the Lagoon 46 exists in 3 or 4 cabin versions. The four cabin is designed for charter fleets and will represent about 60% of sales.

The catamaran market is growing steadily, up (according to Groupe Beneteau's projections) between 9 and 10 % this year. But it is the charter market where growth is most spectacular, up 30 to 50% in the "core 42ft/45ft" market. It is specifically with this growth market in mind that the new Lagoon 46 was designed.

In response to demand in the cruise catamaran market from both private individuals and charter fleets, Groupe Beneteau adapted its industrial production tools. Annual output increased from 300 Lagoons three years ago to 480 units last year. An output of almost 600 catamarans is planned for this year. While 100 or so of these boats (from 50ft-78ft) are built in Bordeaux, the shipyards at Belleville and Poiré that build most of the output have been modified to manage even larger numbers.

The two sites are about 10km to the north of La Roche-sur-Yon, the administrative capital of the department of Vendée. On our way there, we saw numerous special convoys transporting units built by the different brands of the group. A visible sign that we are really in the heart of the Beneteau empire. We were not able to take photos of our visit. A pity. We had to make do with the photos provided by the company.

Florence Gouby, an engineer by profession, was waiting for us at Belleville. She has been in charge of the site employing some 450 people since 2011. The site, built in 2001, was designed for mixed production, able to turn out single hulls and catamarans, sail and motor. But it has been regularly extended, with covered buildings now of 27,000m².

PROFILE | LAGOON CATAMARANS



▲ Movements in moulding and assembly are controlled by takt times. A new boat is produced every five hours

FORWARD-LOOKING ORGANISATION

The factory was totally reorganised in 2010, when it was redesigned to produce only the Lagoon range, with one assembly line. Output rose from 200 to 300 boats a year. It is here that the Lagoon 450 (S and F), and Lagoon 42 are built, as will be the future Lagoon 46. “We adopted a very forward-looking organisation, inspired by more experienced production sites such as for automobiles. It is a ‘pilot’ site, but one of the most efficient in Groupe Beneteau,” observes Florence Gouby, who claims that a new boat is produced every five hours. Movements in moulding and assembly are controlled by takt times. Cycles are either very short, automated as far as possible, or much longer, from five hours to several days.

“We’re very environmentally aware. We acted before European legislation by installing more efficient ventilation and reducing styrene emissions”

Supplies come from the group’s other production sites and from outside sources. The operators work in small autonomous teams, under a ‘gap leader’. Meetings are held in sections and manage the current operations, with the help of plans, tables and graphs that are updated regularly. “Our aim is to make the operators actors in the procedure, in order to optimise their work as much as possible, and to give them more and more autonomy,” explains the site’s director.

The polyester operations take place in the moulding workshop. 150 people work in this immense hall that measures 350m in length by 80m in width. Half the area is reserved for the moulding of the hulls, and the other half for the bridges, roofs and bathrooms. The huge bridge moulds, 8m to 10m wide, are secured by

SUCCESS STORY

CREATED IN 1984, Lagoon quickly rose to become the world leader in cruise catamarans. It is one of the profitable brands of Groupe Beneteau, having built over 4,700 units. Part of the Construction Navale Bordeaux (CNB) yards, the brand has a long record of best-sellers.

Among its most successful products:

- Lagoon 380:** over 862 units sold
- Lagoon 400:** over 556 units
- Lagoon 42:** 327 units (in two years)
- Lagoon 450:** over 900 units (launched in 2010)
- Lagoon 620:** 144 units sold, making it the overall bestselling catamaran of over 60ft

Lagoon recently extended its Motor Yacht range with two new models. The 630 MY was launched in 2015, and has already sold over 43 units. The SEVENTY 8, launched in 2018, has sold seven units in under a year.



▲ The Groupe’s historic Poiré-sur-Vie yard is being reorganised

cranes, so that the part can be gel coated vertically or horizontally. There are three eight-hour shift teams, with gel coating and unmoulding done at night so that as few people as possible are exposed to these sensitive operations.

“We are very environmentally aware. We aim to use as many moulds as possible without VOCs. We even acted before European legislation by installing more efficient ventilation and reducing the emissions of styrene. It did mean substantial investment. But safety is a priority for Groupe Beneteau,” says Florence Gouby. “We have been using infusion for the hulls, bridges and flies since 2018. And increasingly for smaller parts. We are continually seeking to improve our output procedures.”

After leaving the moulding area, the hulls and bridges move to the polishing section where structural defects are removed. Then they are moved to the large building for assembly.

Lead manufacturing entails a single assembly belt, in the form of an F, with 17 different sections. The hull and bridge structures are on their particular line on the F, with a change of section every five hours. There are two rotations a day, set off by the time on a clock. There is a general movement, impacting all the sections at the same time, when the parts move to the following tact. At each assembly point, a team of three to five install the electricity, plumbing, mechanics, motors, partitions, etc in a particular sequence. This equipment has been prepared in work posts alongside the assembly line. Each unit, of course, has its particular specifications (three or four cabins, TV, etc). At the end of the line, five hours of immersion in a pool will test all the equipment of the Lagoon, the pumps, toilet, motor, and generator. The very last stages are the varnishing, upholstery, joints, tests and finishing.



◀ The new Lagoon 46 has big shoes to fill following the 450, one of the Groupe’s most successful boats ever

The assembly line movement is a spectacular sight. Lagoon encourages its customers to come themselves to see the operations. The factory visit reassures the orderer and may even trigger a purchase.

A few minutes’ drive from Belleville, the Poiré-sur-Vie shipyard occupies 27 hectares. This is a historic site for Beneteau, as its eight workshops (56,000m² of covered space) were used to build their 50ft-64ft single hull sailing boats for both Jeanneau and Beneteau. The growing demands for catamarans meant that half of Poiré’s output last year – that is, around 300 boats a year – were for Lagoon units. The Lagoon 40 and 380 are built here.

The site is being reorganised to incorporate shortly a new assembly line for the Lagoon 42. Organised in nine stages, with the pool at the seventh stage, the assembly line is today mixed, with a zone for catamarans and another for single hulls. It will soon only handle 40ft Lagoons. Another procedure that will evolve is the assembly line movement which today is 1.5 days, whereas at Belleville it is only five hours. **IBI**

OUTSIDE THE COMFORT ZONE

Thomas Gailly, Lagoon’s commercial director

What are the latest market trends?

We had a very good start to the new year (1 September/31 August) at the September boat shows. The results at Cannes were very good, especially for the larger units from 50ft-78ft. At Annapolis, the charter demand also increased. Generally speaking, the market is constantly growing but has increased much more recently. It’s a sector with the wind blowing in its sails. As leader, Lagoon will continue to lead the way.

What is the positioning of the new EXCESS brand?

With the creation of a second cruise catamaran brand, Groupe Beneteau is positioning itself in a new market, one of generally young sailing enthusiasts, seeking new sensations and pleasures, who love nautical sports and want to share this with friends. Whereas Lagoon is more oriented towards longer cruises, family groups interested in outstanding comfort and ease as a lifestyle. Today, the demand in the catamaran market comes 90% from those seeking comfort, and only 10% from those who seek more sport-filled adventures. There is therefore a demand in the air. It is up to us to fill this empty space and develop a new market segment. Even though there is room for everyone in this growing market.



▲ EXCESS creates a new niche, says Gailly



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



DON'T ROCK THE BOAT

POWERED STABILISERS THAT DAMPEN A BOAT'S MOTION HAVE SEEN A REDUCTION IN COSTS, MORE RESPONSIVE MOTORS AND GREATER SYSTEMS INTEGRATION

WORDS: JAKE KAVANAGH



▲ Whatever the size of your boat, there will be a powered stabiliser solution, with several models in each brand. The 11m sports cruiser seen here is fitted with Humphree interceptors, whilst the superyacht market has been targeted by the makers of large 'driven' gyro stabilisers such as those from Gyromarine

THE MARKET FOR stabilisers, both on new-builds and retrofits, appears to be doing well, with proven technology harnessed to meet the challenges of unusual hull shapes and high-speed operation. Marine professionals, particularly those operating workboats and passenger vessels, have long recognised the need to reduce motion afloat, most obviously for crew comfort. A more stable ride doesn't just help prevent seasickness, it also greatly reduces crew fatigue, and on commercial vessels in particular, this leads to fewer accidents. "Each movement of a boat, whether from pitch, roll or yaw, inflicts acceleration forces on your passengers and crew," explains Alessandro Cappiello, CEO of Italian stabiliser specialist CMC Marine. "It is these accelerations that induce nausea and fatigue, not the actual angle of the boat."

"Zero speed technology – the ability to stay relatively motionless at anchor, forever changed the entire yachting industry," says John Allen, president and CEO of Quantum Marine Stabilizers. "This opened the doors of yachting to people who previously suffered from motion sickness. As the technology has improved, so have customer expectations. Our systems have progressed from a 35% roll reduction in the early days, to up to 95% roll reduction in similar

conditions today. With so much progress over the last 20 years, we have always ensured that our innovations are backwards compatible and current installations are future-proof."

Whilst the humans onboard will appreciate a smooth and 'directionally-stable' ride, so does the boat. Proper trim and minimal roll is also kinder on the structure and machinery, and can lead to some significant savings in fuel.

RIVALS TO THE FIN

The fin has long been the mainstay of the stabilisation market, but is facing competition from rivals. The need for stabilisation at high speeds and in waters where hull projections may be damaged has led to other technologies being developed. These include retracting foils and rotors, and the use of the gyro. "Not every vessel can

► The traditional fin arrangement, such as CMC Marine's new Long Range system with an all-electric actuator, is designed for easy retrofit



fit the traditional fin stabiliser," says Tony Elms at Italy-based Gyro Marine. "This may be due to the shape of the hull, or because the yacht will be venturing into ice. This is why solutions such as the gyro are becoming more mainstream. Our gyro system, for example, is proving very popular with explorer yachts."

A comfortable vessel encourages more time afloat with family and friends, as marginal weather is less daunting, anchoring is more restful, and the boat is easier to handle at speed. A lower fuel bill is also welcome. For commercial users, less crew fatigue and fewer accidents more than repay the investment, and for the military, there is the added bonus of being able to shoot straight, too.



THE FOUR TYPES

There are essentially four main types of marine stabiliser available. ➔

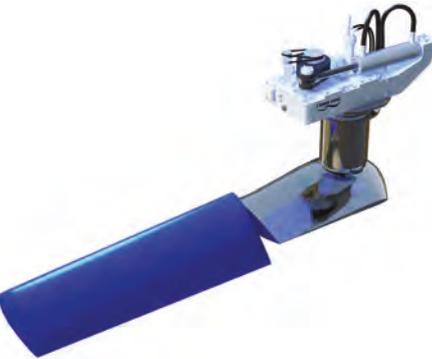
▲ Quick S.p.A's MC² X 19K is a compact gyro system designed for fast spool up and no need for external cooling

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

 SEAKEEPER



▲ Sidepower's Vector fin stabilisers have been curved to optimise zero speed and cruising efficiently, and provide lift to offset drag

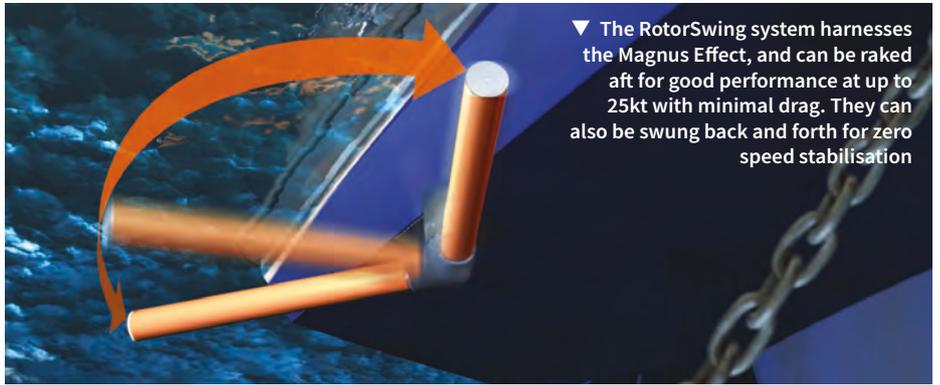


▲ The DYNA-Foil system from Quantum offers a high degree of response, but can also fold into the hull when the yacht is moored, or in compromised waters such as ice floes

Three of these – namely the fin, the foil, and the rotor – all project from the hull, while the fourth, the gyro, is installed internally. This is usually in the engine room along the centerline, but technically it could be anywhere aboard with sufficient support.

A fin system usually involves a single or double pair of articulating blades that protrude at around 45° from the bilge area. These are powered by either electric motors or hydraulic rams and can be responsive enough to counter a rolling motion when the vessel is stopped. Originally the domain of the superyacht due to the power required to run them, these 'zero-speed' stabilisers are proving very popular on craft of more modest dimensions, especially as OEMs develop increasingly compact and energy efficient units.

Foils are another version of the fin, but typically can be swept back and forwards, and retracted when necessary. This high



▼ The RotorSwing system harnesses the Magnus Effect, and can be raked aft for good performance at up to 25kt with minimal drag. They can also be swung back and forth for zero speed stabilisation

degree of articulation is combined with an efficient cross section to maximise lift for minimal drag.

The All-In-One from DMS, for example, takes this a stage further by allowing the foils to swing under the transom and double as trim tabs at speed.

The rotor stabiliser such as the RotorSwing or Quantum MAG-Lift uses a submerged rotating cylinder. This harnesses the Magnus Effect, whereby a spinning cylinder mysteriously produces a substantial amount of lift. When large versions are mounted vertically on a ship, they act as 'zero wind sails' and literally suck the ship along. This can save up to 20% in fuel costs, despite the energy needed to spin them.

A gyro-stabiliser utilises the damping effects of a spinning metal flywheel, which exerts a counter force to the rolling motion. They have become small enough to fit into boats of just 8m (24ft) but they remain quite costly. Gyros are usually only found on motor vessels, as the keel of a sailing yacht can interfere with the forces of gyroscopic 'precession'.

Whilst effective against roll, stabilisers are also becoming better at controlling pitch. Traditionally, this has been left to trim tabs to counter, optimising the angle of attack to allow the hull shape itself to give an easier ride. However, the march of connectivity is allowing a computer to work the fins, rudder and trim tabs together to give much greater directional stability, especially when on the plane.

So, what are the trends in the stabiliser market? We'll look at all four categories, and get feedback from industry professionals:

THE FIN AND FOIL

"Stabilisation involves huge forces," says Ronny Skauen of Norwegian specialist Sidepower (Sleipner). "The mechanics have to be securely installed to be able to transfer the stabilising forces to the structure. This means that the area of the hull where you fit the fins must be strengthened. In new builds, this area can be prepared in advance, but in retrofits, hull strengthening and 'creating space' for the system is typically the majority of the work, and therefore the cost."

To help installers, stabiliser OEMs are usually able to offer a wide range of stabiliser systems aimed at specific sizes and types of vessels. Boatbuilders work with stabiliser companies to establish the ideal system for a particular model of boat, whilst the refit market is seeking models that are easy to fit, with 'plug and play' connectivity.

As seen with CMC Marine's Argo system, this connectivity is being expanded to link seamlessly with other underwater control surfaces, with a high level of automation to manage the ride via input from sensors.

For example, at a recent press gathering, Swedish manufacturer Humphree demonstrated its latest innovation, the customisable electric fin stabiliser. With fins built of carbon fibre and electrical power from a basic 24V battery system, the new product links electronically with Humphree's Interceptor trim tabs to combat pitch as well.

This combination approach made it the overall winner of the 2015 Dame Awards, but other OEMs are also harnessing processors into a stabiliser package to have greater control over pitch as well as roll.

HERE ARE SOME OF THE GENERAL TRENDS FOR FIN-POWERED STABILISERS

TREND 1: More hydrodynamic design

A lot of effort has gone into the shape of the fin design, making full use of advanced hydrodynamic modelling and stress flow diagrams.

Sleipner, for example, said it focused on hydrodynamics as a priority when creating the curiously-curved Vector range of fins.

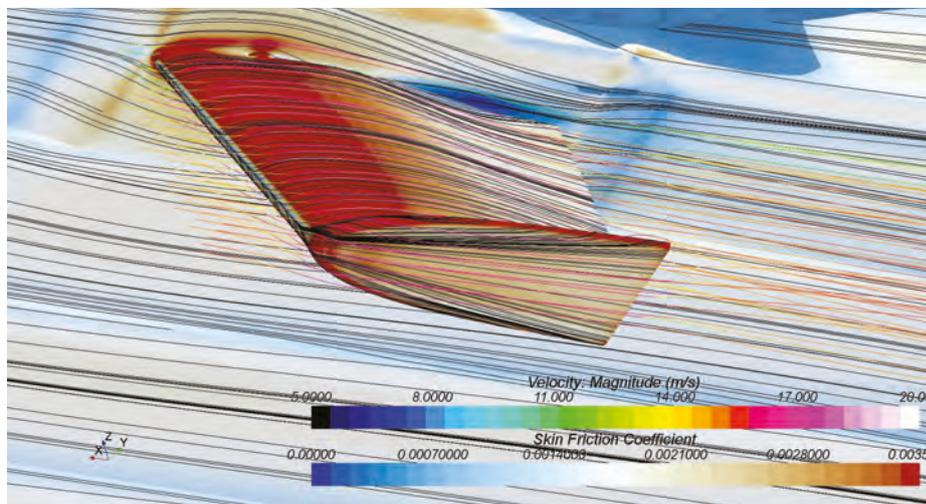
“They were designed for fast boats from the outset,” Sleipner’s Ronny Skauen said. “We have now launched the first size in the next generation of Vector fins. They have even ‘more vector’ to emphasise the lift aspect. This helps to offset the drag caused when any type of lift is added to the hull, and the shape allows us to mount them further aft. In this location, they can actually help to lift the stern and improve a yacht’s speed.”

TREND 2: Faster activation

Whilst hydraulic systems have improved greatly over the years, the surge of robotic assembly plants throughout the world has produced a new generation of fast acting servo motors to deliver high torque with absolute precision. These are ideal for stabiliser actuation. ➔



▲ CMC Marine’s hydrodynamic consultant Silverio Della Rosa poses with the company’s latest generation of Italian-made fins



▲ Whatever the underwater profile, advanced computer modelling is helping to confirm and improve on test tank results. Here are the flow dynamics of CMC Marine’s latest fin

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.



cmmarine.com





◀ Hydraulic rams, as with Sidepower's Vector system, have improved greatly in recent years. They are increasingly more compact, self-contained and dependable



▲ Quantum's XT range provides an extending foil from within the fin to increase surface area when being used in 'zero speed' mode. This upgrade is backwards compatible

"We worked closely with industry leaders when we developed our new electric motors," said CMC Marine's Cappiello. "These were primarily Mitsubishi Electric for the actuators, Wittenstein for the motion control systems and Danfoss for the electronic controls. The result was a system that was incredibly fast to react. This is why we have switched away from hydraulic systems completely."

However, hydraulic systems have also been evolving fast. In 2007 ABT.TRAC was one of the first to 'pre-plumb' many

hydraulic components such as reservoirs, valves and coolers into one unit for easy installation, and others have followed. Advanced new electro-hydraulic systems can now apply large amounts of torque from a compact head unit to meet the massive cyclic loads on large fins.

TREND 3: Better sound damping

Off the back of a new generation of servos and high torque electric motors is the noise dividend. The last thing an owner wants to hear is the irregular working of the stabiliser actuators during a quiet night at anchor.

Sleipner's Ronny Skauen feels that noise should be reduced by good engineering and installation, rather than relying on additional insulation.

"Noise at anchor is very noticeable as the main engines are off," he said. "Our engineering has always been to eradicate noise in the first place. This is especially important for the gear that goes into – or underneath – the living space or is connected to the hull structure. We ensure that it is unable to transmit any hull-borne noise. For example, there are no audible 'hydraulic pulsations' as the actuators are silent and no rumble from the shaft bearings due to perfect tolerances within long-life components."

Similarly, Naiad Dynamics, whilst a major supplier to military and commercial operations, also provides a Quiet Powerpack option for yachts.

TREND 4: Lighter materials

The loading on a fin, especially at speed, can be heavy and cyclic, so manufacturers are turning to modern composites to produce lighter yet stronger fins.

Humphree, for example, use carbon fibre, and Naiad use an advanced composite construction that is galvanically inert, but which houses a stainless-steel insert with a self-locking keyless taper. This fin is designed to withstand damage, but also to 'yield safely' to major impacts without holing the hull.

Sleipner also adds layers of carbon to its larger fins, but this is less to do with weight, and more to do with reliability.

"The weight savings at this percentage are minimal in the overall picture of a powerboat," Skauen explains. "The

important thing is to get the engineering right for dependability when such big forces are at work."

TREND 5: Greater integration

Quick reactions need quick thinking, and a joined-up approach with complimentary systems such as trim tabs and rudders. Most of the manufacturers we spoke to are using advanced control systems for instant response to data from sensors. In addition, algorithms are being used to not only react to movement, but to actually predict it too.

In 2014, US-based ABT.TRAC introduced TRAC.link, which uses a CANbus system to link all the hydraulic systems, including anchor windlasses and stabilisers into one control panel. Naiad currently uses a 'fully proportional automatic Angle-Velocity-Acceleration (AVA) closed loop control system for maximum control, and other OEMs also have their own proprietary electronics. These are presented to the boat owner in some stylish and futuristic interfaces. Whilst skippers may be tempted to constantly tweak the settings, a high degree of automation is there to encourage them to sit back and enjoy a well-managed, fuel-friendly ride instead.

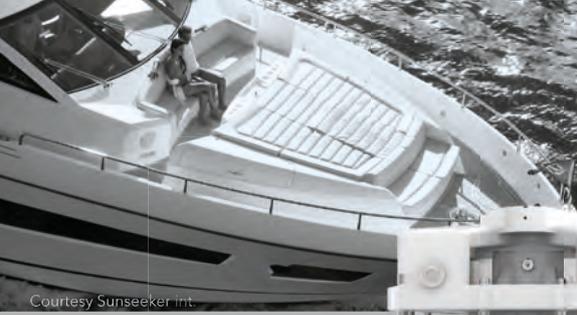
TREND 6: Easier retrofit

As with all technology, the latest systems are being fitted by OEMs, whilst older units are being stripped out and upgraded by the retrofit sector.

"Development in this area should be considered with safety and reliability, not just ease of installation," Sleipner's Skauen advises. "Practically speaking, boats are hugely different and individual when it



▲ Fitting new and more powerful stabilisers, or adding them for the first time, can often mean major surgery on the hull, as seen on this superyacht refit in Florida.



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)



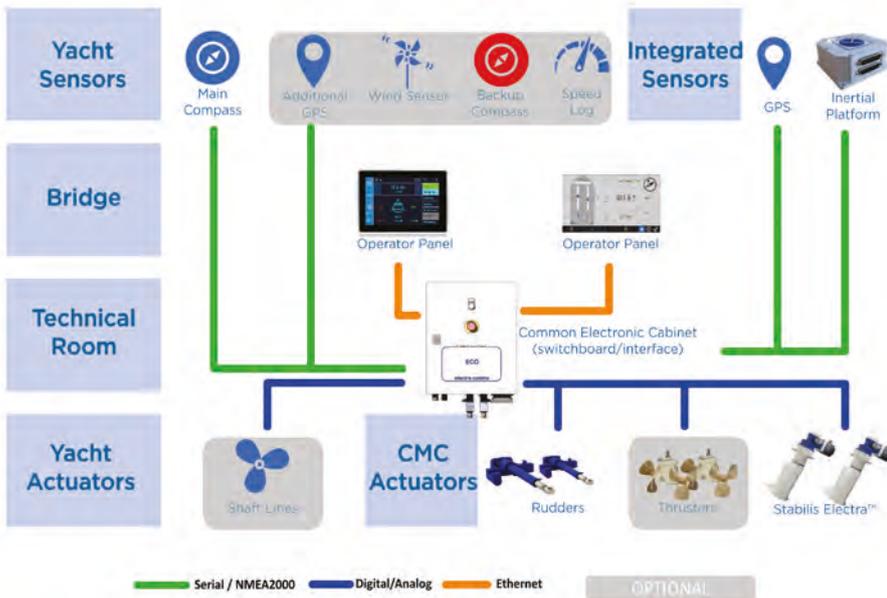
Up to
55%
less side
effects

Up to
50%
more
efficient

*compared to flat fins



The Permanent Seasickness Cure



▲ The Argo system from CMC Marine is reflecting the future path of stabilisation, where all the control surfaces interact automatically from a central computer to give a superior ride at speed, and a more gentle time at anchor. This graphic shows how the system, developed with hydrodynamic engineers Sirehna, provides continuous information between the sensors and the actuators. Custom settings can also be dialled in for use by more experienced helmsmen

comes to the retrofit market. Installers often get into the situation where the choice of technology and sometimes even brand is dictated by the available space and location within the hull.”

Key to any installation is to make it as easy as possible for the fitter, and here the OEMs are aiming for modular construction with the minimal amount of time required to assemble the units in situ. However, more powerful and responsive units often require some additional hull strengthening.



▲ In ‘bow anchor mode’, a Humphree-equipped yacht can ‘paddle’ its way forward as the anchor is recovered

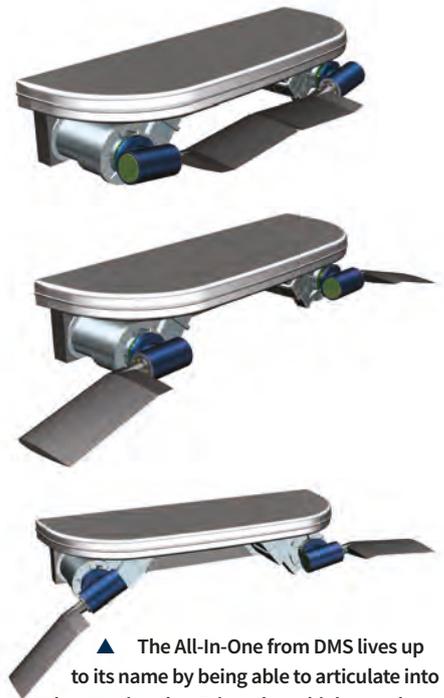
TREND 7: Greater articulation

The amount by which a fin can move will also lend itself to greater functionality, with the electric motor enabling a fin to rotate through 360°. This has allowed Humphree to give boat owners some unusual abilities when anchoring. Whilst able to move more widely than before, essential for effective zero speed work, modern fins are now designed to break away cleanly if they hit a submerged object at speed. This is to reduce the risk of holing the hull. But perhaps the greatest articulation is being seen with foils.

FOIL STABILISERS

Foiling technology has made its way into all kinds of marine applications, including RIBs, sailboats and even paddleboards, thanks to modern composite materials. These allow for very thin profiles that can withstand high loading, while maintaining a hydrodynamically-efficient shape. Foils can be articulated like an aircraft aileron, with the advantage of stowing flat against the hull when the vessel is moored.

COMBINING TECHNOLOGIES



▲ The All-In-One from DMS lives up to its name by being able to articulate into three main roles: Trim tabs at high speed, raked foils at medium speed and ‘flappers’ at zero speed. They can also retract behind the transom when the boat is moored

Perhaps one of the most striking innovations is the All-In-One from Dutch-based Diverse Marine Systems (DMS). In a collaboration with Rijksdienst voor Ondernemend (RVO) Brabant Engineering BV and Elling Yachts, the All-In-One uses a pair of articulating foils to counter dynamic roll and pitch. The really clever bit is that the articulation range is so varied that this system can cover all speeds from zero to planing, as the diagram explains. But, we asked, won’t such a dynamic range prove difficult to operate?

“The engineering is relatively straightforward,” says technical director Arnold van Aken. “It is the software that has to cope with so many variables. As such, the operating system has two basic modes – one for automatic, and the other for an experienced user. This is very common ➔

ONCE YOU FEEL IT, YOU’LL NEVER BOAT WITHOUT IT.

SEAKEEPER



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

From total relaxation to "just getting there"...

THE NEW ROTORSWING ZEROSPEED CONTROLS YOUR ROLL FROM 0 TO 25 KNOTS



AT ZeroSpeed

Roll Damping at Anchor and Adrift

AT CruiseSpeed

Roll Damping from 3 up to 13 Knots

AT FullSpeed

Roll Damping from 13 up to 25 Knots

From the inventors of the Magnus RotorSwing now comes the patented **RAKE system** for both **Underway** and **ZeroSpeed**.

The higher the velocity of the vessel, the more the Rotors fold towards the aft to **minimize drag**. This RAKE system allows for superb roll damping **up to 25 knots** and can be installed onboard vessels up to 35 meters (115 feet).

Two versions are available:

- RotorSwing **Underway** - Roll damping from 3 knots up to 25 kts
- RotorSwing **ZeroSpeed** - Roll damping at anchor up to 25 kts



ROTORSWING
Yacht Stability Control

W: ROTORSWING.COM
E: SALES@ROTORSWING.COM

International sales office:

+44 (0)1481 726 26

Production office:

+31 (0)625442572



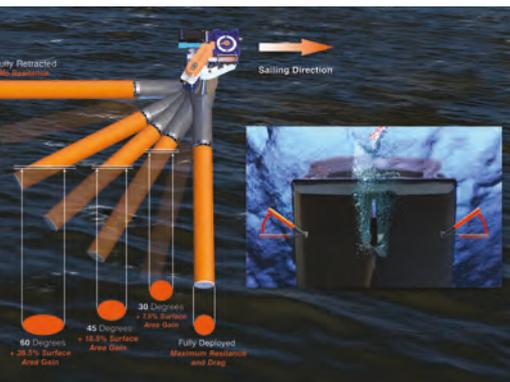
on advanced electronics, typified in modern 'semi-pro' cameras. You either let the kit do the job for you or play with the settings for custom effects. In each scenario, the All-In-One software protects against misuse and uses the CANopen system for quick response."

The system has taken nine months to get to the prototype stage and is now being successfully trialled by Elling Yachts. From early next year it should be available in two versions, one for full integration into a new build, and the other as a retrofit package.

THE ROTOR

The rotor stabiliser uses the Magnus Effect to generate lift, with surprising results. The technology is being pioneered for smaller craft by RotorSwing, a Dutch specialist catering for motoryachts and sportsfishers of all sizes. "Theo Koop invented the Magnus Effect stabiliser back in 1970," says Rien van den Bergh, RotorSwing's office manager. "But it wasn't until about 10 years ago that the technical limitations were resolved. By collaborating with Quantum Controls Engineering, we now have RotorSwing's highly versatile and retractable stabiliser system."

Van den Bergh explained that the system was originally designed for displacement vessels and proved very effective. Unfortunately, the perpendicular deployment could cut nearly a knot off the top speed. The solution was to 'adaptively



▲ Whilst some drag is experienced when the rotors are perpendicular, this is greatly reduced as they are moved aft. The system can also be used in reverse, providing stabilisation as sea anglers reel in their catch

▼ Other OEMs have discovered the benefits of the Magnus Effect. This version from Quantum has found favour in military vessels as well as superyachts, as it can be retracted when not needed, and gives a stable platform at rest for sunbathing – or live firing



and proportionally' rake the rotors aft for high speeds (up to 25kt) a bit like the wing on a fighter jet.

Later innovations allowed the motors powering the rake to be used for zero speed stabilisation by swinging the cylinders back and forth to generate lift, but without any 'sculling' effect. The system can also be engaged when going slowly astern, ideal for fishermen hauling their catch.

"The rake function provides an extremely efficient multi-function roll damping system for vessels of up to 35m," Van den Bergh said. "This has opened another large market for fast cruising with RotorSwing."

Meanwhile, US-based Quantum has developed the MAG-Lift system, which is finding favour in the commercial market. The speed of rotation combined with the angle of the rake is said to give an 'instantaneous' reaction, allowing for a steady working platform. Quantum's figures suggest that its smallest model, the ML200 with a rotor of 1540mm by 220mm, is equivalent to a fin of 1.9m² at 8kt.

THE GYRO

Several marine companies have successfully harnessed the damping effect of gyroscopic 'inertia' to provide a powerful counterforce to the roll of a boat. The self-righting tumble of the gyro transforms the roll into a bobbing motion instead. IBI was invited for a demonstration in two different boats, one stabilised by US-based Seakeeper, and another by Australia-based VEEM, to witness just how effective the gyro



▲ This is the smallest of the units made by US-based Seakeeper, seen here as a boat show demonstrator in an 8m (24ft) sportsboat. IBI tried this unit, the 12V Seakeeper 2, for ourselves, and were impressed with its ease of use and strong damping effect

can be. The engineering of a marine gyro for stabilisation is much the same in each brand – a steel flywheel is spun by an electric motor in a spherical chamber. The chamber maintains a near vacuum to eliminate air resistance and corrosion, allowing the flywheel to be made lighter, but still able to reach speeds in excess of 9,700rpm. The unit can take several minutes to reach operating speed, and when deployed its unique movement known as 'precession' is harnessed by hydraulic rams attached to the structure. These forces are transferred immediately to balance the boat from wave to wave. When disconnected it sits in its frame with no effect on the hull. After use, the gyro is switched off and winds down, with even a small unit taking around six hours to slow to a halt. The owner doesn't need to be aboard for this – the units take care of themselves.

All gyro stabilisers need a cooling system, either fresh water, sea water or forced air.

DEVELOPMENTS IN THE GYRO

"We have spent a great deal of effort in refining our four models of gyro stabiliser," says VEEM's Luca Signorini. As the company's southern Europe development manager, he hosted IBI's ride on the Viking 64 demo boat. These refinements have obviously paid off, as the VEEM Gyro 260SD won a special mention in the 2018 DAME Design Awards at METSTRADE. The judges described it as "beautifully engineered, and designed to work as a single installation on ships of up to 250 tonnes".

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

 SEAKEEPER

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



QUIET RUNNING

“The units are very quiet, which makes them ideal for use overnight at anchor,” Signorini says. “They operate at just 57db, whereas the average speaking voice is 83db. The gyro can also be operated from any onboard control station and is very easy to install. Another advantage is that there are no flapping fins involved, so there are no concerns about swimmers alongside.”

The Seakeeper *IBI* tried out was also remarkably quiet. The unit was the Seakeeper 2, the smallest in the range and able to run off a 12V battery system. “Noise output is around 68db,” explains Seakeeper’s communications manager Kelsey Albina. “That is pretty minimal, and even the largest units run very quietly.”

EASE OF INSTALLATION

Gyros can be effective when located almost anywhere on board but are usually housed in the engine room to take advantage of load-bearing frames and access to power and cooling. They are also placed along the centerline to prevent damage from hard wave impacts. The Seakeeper 2 and 3 models can even be mounted beneath the helmsman’s seat and act on a vertical pillar.

Another DAME mention was the MC² X 7k gyro stabiliser from Italy-based Quick SpA, mainly for the simplicity of its set-up. The design is very compact, but the element that sets it apart from the competitors is the horizontal axis gyro. This is said to minimise vertical compression loads on the lower bearings, give a faster spool up time



▲ Trim has a big role to play, and these interceptors from Swedish manufacturers Zipwake work with sensors to not only stabilise a boat automatically underway but also manage quick recovery from tight turns

and remove the need for water cooling. The judges remarked that they “admired many design details of this model, including the user interface.”

REMOTE OPERATION

With the gyro systems, care has been taken to ensure that the controls are very easy to understand. Normally it is a question of spool up, engage as required, and then put it into a spool-down mode when the boat is left. Mobile apps can also be used to monitor a system remotely via a phone app, so the gyro performance can be checked underway. Whilst the gyro is a passive system, all the models from Gyromarine can be actively ‘driven’ to greatly enhance the damping effect.

THE ROLE OF TRIM TABS

An increasing trend is for stabilisers to work hand-in-hand with trim tabs or interceptors, with automatic control of the boats stability via an integrated system of sensors. A good example is the Zipwake system, which is described as an ‘automatic, full-control trim system for semi-planing or planing boats of between 7m-18m (20ft-60ft).

Zipwake takes advantage of the quick deployment of its own design of interceptor blade, said to be just 1.5 seconds from zero to 30mm (1.2ins). This allows the pitch and roll dampening of a fast boat to be controlled automatically, with a manual over-ride if preferred. Designed and built in Sweden, Zipwake uses information from a GPS, 3D-gyro and 3D accelerometer to automatically compensate for big seas and

hard turns, giving a much smoother ride and claiming savings of up to 20% in fuel.

The system is very much plug and play, with easy installation on the external transom by a yard or experienced DIY enthusiast and has been developed almost exclusively with retrofit in mind.

In an interview for US-based *Yachting* magazine, Zipwake’s design engineer Axel Lindholm said: “We wanted to make sure the system compensates properly when the boat turns or rolls. Just as important is ending that roll when the boat straightens up again.”

Taking stabilisation to the final degree of simplicity with a static system is Hull Vane, a fixed hydrofoil system that won the 2018 Technology Award from the International Superyacht Society. Hull Vane is a submerged ‘wing’ that improves the performance of displacement vessels by converting the energy in the stern wave into forward thrust. Apart from saving between 10% to 29% in fuel, Hull Vane also claims a stabilisation bonus. The wing dampens the yacht’s motion in a seaway, whilst also reducing noise from the smaller stern wave.

THE FUTURE

There is no doubt that powerful and quick moving actuators combined with lightning-fast processing are making boating far more stable, and even much smaller craft can now extend their cruising into seas they would normally avoid. The advance of connectivity and automation of all the underwater control surfaces will make a big difference to performance and economy.

However, as Sleipner’s Ronny Skauen explains, there is still some confusion as to how to compare different stabiliser systems and their actual force capabilities. “These can be easily calculated from basic mathematics,” he says. “Some manufacturers talk about peak force capabilities available for a fraction of a second, while others quote the total force available for the whole roll period. Currently, there is no standard allowing a fair comparison, but perhaps the industry can agree on a common standard.”

Meanwhile, if you don’t believe how good stabilisation can be, get out on a test boat on a windswept day and see for yourself. **IBI**

► The advance of connectivity means that stabilisation can be monitored remotely.

Quick Marine’s MC² X app allows management of its full range of MC gyro stabilisers, including recording of performance during sea trials



ONCE YOU FEEL IT, YOU’LL NEVER BOAT WITHOUT IT.

SEAKEEPER

Give your next Maxi all the stabilization your shipowner loves.



great gyroscopes for great vessels

Gyro Marine's unique Active Drive Stabilizer provides the means to generate a stabilization independent of the wave environment.

GYROMARINE S.r.l.
Via Guido Rossa, 64 57016 Rosignano Solvay (LI) ITALY
Tel: +39.0586.791174 | Fax: +39.0586.791173
info@gyromarine.com

www.gyromarine.com

IBI invites readers to...



Register online to receive regular issues of **IBI magazine** in print or digital formats.

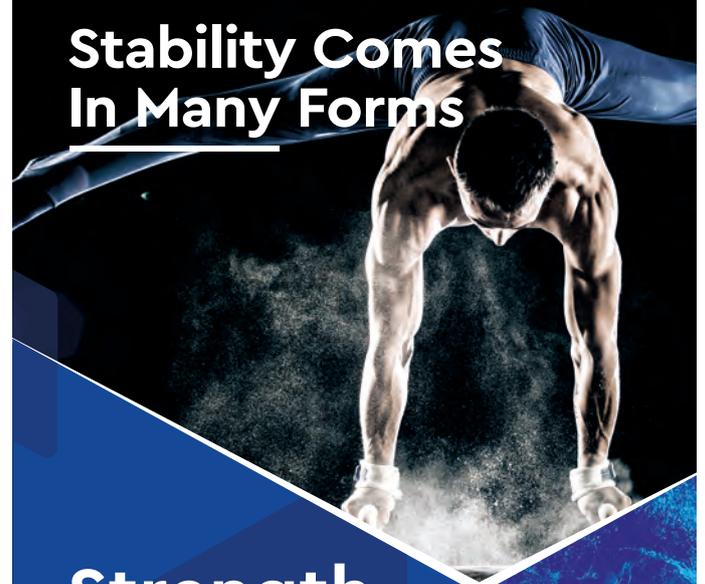
Go to www.ibinews.com and use the **'Register'** button on the homepage to access the online registration form.

Once you have registered you will receive every issue of IBI for the next three years, **free of charge**.

Act now to stay in touch with the most insightful news, comment and analysis on the world's boating markets.



Stability Comes In Many Forms



Strength — Matters



Quantum Marine Stabilizers

#Zero Speed #Underway #Comfort

www.quantumstabilizers.com

954-587-4205

OUR THANKS TO

Movers and Shakers – 'non-movers and smoothers'



▲ Australia-based Veem won a special mention at the 2018 DAME Awards for the Veem Gyro 260SD, capable of stabilising up to 250 tonnes from a single installation

FIN SYSTEMS

ABTTRAC

Founded in 1986, with its name derived American Bow Thruster (ABT) and TRAC gearbox style thrusters, the company introduced the world's first digitally-controlled stabiliser in 1999. ABT.TRAC is based California, USA.
www.abttrac.com

CMC MARINE

Founded in Pisa, Italy in 2005, CMC manufactures a range of bow and stern thrusters and fin stabilisers, with the Stabalis Electra system heralded as the world's first electrically actuated fin.
www.cmcmarine.com

HUMPHREE

A team of specialist hydrodynamic marine engineers founded Humphree in Sweden in 2002. The company produces stabiliser fins, interceptor trim blades and active stabilisation electronics.
www.humphree.com

NAIAD DYNAMICS

Able to trace its heritage back to 1941, Naiad Dynamics is based in Florida and is an integration of several companies that merged in 2009. The company delivers fin-based systems for leisure yachts from 9m to 85m, along with military and commercial applications.
www.naiad.com

QUANTUM

Founded in the US in 1985 and with a brand new HQ in Ft Lauderdale, Florida, the company offers fin, rotor and foiling designs, and claims an 85% saturation of the yacht market over 55m.
www.quantumstabilisers.com

SIDEPower (SLEIPNER MOTOR AS)

Sleipner Motor AS was established in Norway in 1908 to manufacture engines and propellers. Sleipner's Sidepower brand now manufactures thrusters, stabilisers and all the associated electronics in house.
www.side-power.com

VETUS

Vetus was established in the Netherlands in 1964 and has a wide portfolio of equipment with the aim of providing completely compatible systems. A range of stainless-steel fin stabilisers is available in seven models.
www.vetus.com

FOIL SYSTEMS

DMS (DYNAMIC MARINE SYSTEMS)

Founded in Holland in 2013, DMS introduced the Anti-roll retractable stabiliser for yachts above 30m. This was followed by the MagnusMaster rotary system, and later by the All-In-One foiling system.
www.dmsholland.com

GYRO SYSTEMS

VEEM

Based in Australia, VEEM supplies 100% CNC machined propellers, stabilisation systems and critical ships side valves to a global list of defence, commercial, leisure and luxury yacht shipbuilders, and is currently expanding with additional premises.
www.veemgyro.com

SEAKEEPER

Based in Maryland, USA, Seakeeper manufactures a comprehensive range of gyro stabilisers from a 12V model for small craft (24ft) to versions for vessels of up to 85ft/100 tonnes. Seakeeper also provides models for the commercial market.
www.seakeeper.com

GYROMARINE

Based in Italy, Gyromarine is a specialist company founded by a group of businessmen with experience in large engineering projects involving gyroscopes. Their advanced 'driven' system is aimed squarely at the superyacht market.
www.gyromarine.com

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



QUICK

A large marine manufacturing company, Quick SpA was founded in Italy in the early 1980s, and produces a wide range of nautical hardware, with further manufacturing in the US. The MC² X range of gyro stabilisers is available in nine models.

www.quicknauticalequipment.com

ROTOR SYSTEMS

ROTORSWING

Founded in Holland in 2011 to develop the ideas of Theo Koop, Rotorswing manufactures the cylindrical rotor stabiliser offered with both zero speed and rake functions to 25 knots. It is marketed in Europe through DMS.

<https://rotorswing.com>

STABILISING TRIM TABS AND FIXED WINGS

HULLVANE

The Hull Vane was invented by Dr Ir. Pieter van Oossanen, and is manufactured by Hull Vane B.V, which was established in 2014. Several variations of this fixed hydrofoil are available depending on the commercial or leisure application.

www.hullvane.com

ZIPWAKE

Based in Sweden and established in 2011, Zipwake was developed to connect own brand interceptor blades to gyro sensors sensors for fully automatic trim control. The product is plug and play and aimed at the retrofit market.

www.zipwake.com



▲ Several variations of Hull Vane B.V.'s fixed hydrofoil are available, depending on the application

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



▲ Linear lighting and expanses of glass are the look. This is Dominator's Illumen 28m

BRINGING THE OUTSIDE IN

LIGHT, TECHNOLOGY AND THE LATEST PRODUCTION PROCESSES ARE TRANSFORMING THE INTERIORS OF BOATS INTO HAVENS OF COMFORT AND CALM

WORDS: ED SLACK

THE RATE OF new boat launches has risen exponentially in the past three years as builders around the globe look to steal a march on their competitors by offering increasingly demanding consumers the very latest designs and modern conveniences they've come to expect at home and on the road. Where once boats of all sectors favoured a certain 'look' that would be subtly tweaked and refined over the years, builders now want to show themselves at the cutting edge of fashion and technologies as key points of difference.

Interior fittings and fabric suppliers have kept in step, absorbing the latest trends from high-end home interior fashions and the automotive sector, making the experience of stepping on the latest generation of

boats – whatever the size – a more inspiring experience. The key overarching trends are an increasing desire for light – whether natural or artificial – as well as texture in raw materials and products that allow owners to connect more fully to nature. Barbara Amerio, founder of Amer Yachts, offers an eagle eye on trends for 2019: "There will be lightness in lines matching round lines and geometric shapes in furniture; a vintage look from 1950-1970 with glass, metal, upholstered panels, with new natural fabrics that not only feel good to touch but give a sense of the exotic." The desire for well-made artisanal products will also be to the fore, with a nod to recyclability and eco-friendliness.

In the following pages *IBI* explores the major trends and the technologies behind

them, whilst highlighting some of the niche developments across a variety of boating sectors.

LET THERE BE LIGHT - GLAZING

One of the key areas to impact the interior of boats over the past 2-3 years has undoubtedly been the increasingly extensive use of glazing throughout, both to increase natural light into every deck level, but also to help improve natural ventilation and to reaffirm that all-important connection with the sea.

"The more glass the better, with larger format glazing, to let in as much light as possible at every deck level – so long, continuous runs of glass and fewer smaller pieces," says Trend's director of sales and marine projects, Jim Boulton.

TREND 1: Bigger is better

Whereas a few years ago a wedge of glass in the main saloon was the norm on most motoryachts, floor-to-ceiling glass is now a prerequisite on larger boats with the sides of the main saloon virtually entirely glazed. The stern access into the main saloon has also undergone a transformation over the past couple of years with traditional 'patio' style sliding panels, making way increasingly for windows that lift up, or drop down to serving areas or to allow for L-shaped galley/sofa options. Bi-fold and fold over fold doors are increasingly popular as owners demand as seamless a view of the sea and horizon as possible. Not surprisingly, the various demands have thrown up significant challenges to glazing manufacturers – not least in tackling the dimensions of glass they now need to produce. "A major challenge for manufacturers is re-tooling their factories to produce much larger sheets of glass," says Trend's Jim Boulton. "3.2m x 1.5m was considered a large sheet a couple of years ago, now it's more like 4.0m x 2.5m."

TREND 2: Patio doors

"Manufacturing materials vary from black aluminium surrounds, which have minimal interior visual impact, and large open expanses of glass with slimline frames," maintains Lewmar sales and marketing director Matt Johnston. "Other designers favour a more traditional full stainless-steel system offering bright and high-quality stainless steel interior finishes. The touch points of the openings systems are becoming increasingly sophisticated from

the look and feel of the simple operating door furniture to the electric push button opening windows and doors,” he says.

Trend’s Jim Boulton adds: “With some of the new designs it’s a real trial as you’re removing all the structure from the door with no mullions to support it. Then you put a jacuzzi on the deck above and want to run the boat at 30 knots – it’s definitely a design challenge.”

While creating complex curved shapes in glass can be a challenge, Taylor Made’s Mike Sturm, VP of Engineering, says it’s the fact that the designs using glass have become larger, heavier, and more complex in order to eliminate as much obstruction as possible from inside the boat, that really gets the manufacturers thinking. “While Taylor Made has offered thermally tempered glass for the last 50-plus years, in the last 10 years we have added chemically-toughened glass that allows us to produce larger glass to meet boatbuilder expectations. The chemical toughening process allows us to offer larger sizes of glass with more impact strength and lighter weight as compared to the thermally tempered glass.”

TREND 3: Feel the power

On deck the trend for electric operation has become more common in smaller and smaller vessels, says Lewmar’s Matt Johnston. “A general theme for much of the 2018 product development has been towards creating an open inside and outside space. Glass has traditionally been the barrier between the yacht interior and the external elements. Designers are now moving towards large powered openers in either the roof section or more increasingly in the topside panels which can be up to 3m in length.

“Depending on the interior layout these either drop vertically behind interior furniture, drop 100% below the deck or flip up into the outside space creating open, airy and roomy interiors.”

TREND 4: Tinting

Of course increasing acres of glass onboard create a potential problem for solar gain, something the glazing manufacturers have tackled by developing their various ‘tinting’ technologies to help dissipate heat and to prevent UV rays fading interiors. “Taylor Made offers the industry a multitude of tinted solar glass to help minimise the IR and UV rays entering the enclosed cockpit,” claims Taylor Made’s Mike Sturm.

“Most of the solar shades we offer eliminate the majority of UV radiation. However, the solar shades still do not eliminate the IR or the heat build-up in the cockpit. In the last 12 months, we started offering glass with an IRR HD coating fired into the glass for additional reduction of IR coming through the glass. The IRR HD coating has been found to greatly minimise the amount of IR coming through the glass, especially in areas where there is still a need to give the vessel operator maximum visibility. ➔

“Designers are now moving towards large powered openers in either the roof or more increasingly in the topside panels”

CLION-MARINE

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

CLION-MARINE
KEEPING YOU COOL

WWW.CLION-MARINE.COM



SeaDek®

MARINE PRODUCTS

- Comfortable, durable, PE/EVA blended material
- Customizable
- Covers spider cracks and other surface imperfections
- Easily cut to fit
- 3M™ Peel & stick application
- Great wet/dry traction



www.seadek.com

— VISIT CERTIFIED FABRICATOR AKTIVBOOT —
BOOT DÜSSELDORF 2019
— HALL 11 | STAND B27 —





▲ Lewmar has begun to supply products this season with fully integrated blind systems in components such as patio doors

“There is an increasing move towards XIR interlayer to help heat radiation,” explains Trend’s Jim Boulton. “Tinted glass and tinted interlayers means you can colour-match the glass. That has developed rapidly in the last couple of years. In the past, surface-mounted films were used that were not that marine friendly,” he concedes.

Lewmar recently invested in a 1440 full colour DPI printer enabling its clients to offer interior custom printed feature panels. This can be, at one end of the spectrum, a decorative design or picture, printed and fired into the glass. “At the other end of the scale, this could be client logos, coloured interior galley splashbacks, or high-finish interior staircase glass,” says Matt Johnston.

TREND 5: Integrated blinds

More recently in 2018, there has been a push for integrated blind systems into the interior of the boats, claims Lewmar’s Matt Johnston. “Previously on smaller boats, there would be either curtains or separate blind systems. This season Lewmar has begun to supply

products with fully integrated blind systems in components such as patio doors and sunroofs. This improves the interior look with greater integration, giving more interior space and reducing the installation time for the OEM.”

Trend is working increasingly with switchable glass as well as looking to further integrate very narrow micro blinds within the glazing assembly – rather than having surface-mounted blinds on windows.

TREND 6: Switchable glass

Next step on from interior blinds is the use of switchable glass technology. This allows the customer to block out light on individual panels by applying an electric current making a clear panel turn opaque. Previously this has been seen on boats +150ft, but now Lewmar is actively working on solutions for boats as small as 45ft.

TREND 7: Hull glazing

Arguably one of the biggest changes for the look and feel of the latest generation of boats is the increase of glazing in the hull

“Trends are for more laminated panels, with minimal interior structure giving larger, uninterrupted views”

– both to increase natural light to below decks, but also to add extra ventilation options. “The hull areas have seen the biggest change in the last 10 years,” says Taylor Made’s Mike Sturm. “Whereas the boatbuilders are looking for more natural light in the lower cabin, the older framed port lights limited the amount of light that could enter. Boatbuilders are using more tempered glass from forward to aft in their hull areas. Furthermore, in many spots, they are requesting and integrating opening systems to allow natural ventilation. Taylor Made offers systems that allow an opening where needed and still give the boatbuilder a seamless design.”

Openings are becoming larger and more integrated into the panels, according to Lewmar’s Matt Johnston. “Previously a saloon may have two or three panels with internal structural mullions, supporting a stand-alone portlight. Now trends are for more laminated panels, with minimal interior structure giving larger, uninterrupted views. This is often found in owners’ cabins or saloons. A now ➔



TREND WATCH: All decked out

THE SKI- AND wake boat markets in the US have been keen innovator drivers in recent years and their influence can be seen on aspects of interior fittings too – perhaps most vividly with non-skid products such as faux deck materials. SeaDek in Florida is a leader in the field and this year picked up a 2018 Small Business Association National Exporter of the Year award. Its PE/EVA blended foam material in its faux teak pads consists of two different coloured sheets of non-absorbent material, laminated together, 3mm on top and 3mm on the bottom. The surface is brushed for texture and then the pads are cut and bevelled on CNC machines exposing the colour beneath

and creating a realistic teak effect.

“We find that some markets prefer a more conservative colour pallet while others seek bold, wild colours,” explains SeaDek’s Jason Gardner. “Our Europe and sailing segments largely prefer the more traditional browns and greys while our domestic towboat aftermarket customers want bold, wild colours.” The same, it appears, goes for patterns and graphics. “One market wants a traditional faux teak look while others want to break up those straight lines and employ geometric patterns and customised artwork into their SeaDek kits.”

Seadek has developed a full-sheet designer laser patterning technology to meet with the growing demand for customised finishes.

◀ **SeaDek – not just for decks**

standard requirement is for a flush exterior look, but the interior is more variable due to individual designer tastes. General trend to get more fresh air into the yacht interiors.”

“Some clients want minimal visual intrusion, which includes narrow frames that blend smoothly into the glass panel. Other designers prefer a higher visual impact and more quality feel using highly polished stainless-steel frames and furniture featuring soft touch rubber inserts on the critical touch points.”

TREND 8: Getting smarter

Not only is there more glass than ever before onboard, it's getting smarter too. Trend is developing intelligent glazing systems enabling the captain or owner to know instantly which windows, doors and hatches are open or closed at any given time. It's also working with Smartlocks to provide remote keyless locking systems, following trends from the automotive and security sectors. “You can have a remote key or smartphone control that can work throughout the boat,” explains Boulton,

“so you can lock or unlock certain areas when you're not onboard to allow access, for instance, to service technicians. You can even tell when they arrived and when they left.”

Intelligent entry systems are one thing, but for the main, OEMs and their customers require solid, functional door handles and fittings. Italian firm Razeto & Casareto has built a reputation for its marine locks, developing an anti-rattle latch system while using double and stronger spring mechanisms to cope with the sort of vibration levels typically experienced at sea with engines at full throttle. But it's the aesthetics that set Razeto apart. Renowned for its sculptured handles and custom options – as far as its superyacht customers are concerned, the only rule is that there are no rules – in terms of serial boat producers, Andrea Razeto says the trend is towards more minimalist door fittings. One key development is its OSSH luminous handle project aimed at safety onboard. Initially being developed for use in the cruise ship

sector, the range of handles that light up green or red when detecting fire onboard, effectively lighting the safe exit route, could find their way into the superyacht sector at some point in the not so distant future.

ARTIFICIAL LIGHT – THE COMFORT ZONE

The manipulation of artificial light onboard has also come on leaps and bounds in the past two years with a number of key trends coming to the fore. Onboard lighting systems are becoming increasingly controllable via MFDs with a myriad of colour tones now available. The days of on/off rows of round downlights and visible LED strips are numbered as OEMs look to more subtle diffused LED strip solutions and anti-glare downlights. Dynamic White LED lighting systems, also known as tuneable white or Kelvin changing, allow full, dynamic control of white LED lighting systems and are becoming the norm.

TREND 1: Getting personal with lighting

Lighting specialist Lumishore has



BECAUSE YOUR TRIP SHOULD BE AWESOME

RECARO

AUTHORIZED
LICENSE PARTNER

WWW.SUNMARINESEATS.NL
NIJVERHEIDSTRAAT 60/2
6681 LN BEMMEL
+31 (0)26 325 89 37

DESIGN + PERFORMANCE
ARE THE KEY WORDS OF SUNBRELLA®.

WHETHER FOR SEATING OR PROTECTION,
SUNBRELLA® FABRICS RESIST PROLONGED
EXPOSURE TO THE SUN AND DO NOT DISCOLOUR.

EASY TO CLEAN, THEY ARE IMPERVIOUS TO SALT
AND TO THE DEMANDING MARINE ENVIRONMENT.

sunbrella®

DESIGN + PERFORMANCE™



SUNBRELLA.COM



Listing# E212282



Exhibiting at METSTRADE 2018
- SuperYacht Pavilion Stand:11.100A

HEADHUNTER 
WWW.HEADHUNTERINC.COM

**SPACE SAVING
&
RELIABLE
SEWAGE
TREATMENT
PLANTS**

3380 SW 11TH AVENUE
FORT LAUDERDALE, FLORIDA 33315
PHONE: +1 954-581-6996
HEADMASTER@HEADHUNTERINC.COM
WWW.HEADHUNTERINC.COM
WWW.HEADHUNTERINCSTORE.COM 



▲ Palagi's Netto lighting

taken all its know-how in underwater lighting technology above the waterline with a new range of downlighters and strip lights designed for interior use. Its new Smart Lighting System, which harnesses the functionality of the new range of lights, caught the eye of the DAME judges garnering a special mention in the Marine Electronics and Marine Related Software category at the DAME awards in November; the judges noted in particular the system's ability to fine tune colour balance including white light and for its multifunction display based user interface. The intuitive nature of the latter – which allows the user to zone lights with a simple drag and drop feature, and also to create lighting 'scenes', mirrors developments in the high-end home market, a sector that is driving interior lighting solutions.

Lumishore's Smart Lighting System allows an infinite number of personalised 'scenes' to be created, from chilled out mood lighting in the saloon, to soft corridor lighting at night time and functional task lighting in the galley. All the zones, inside and out (including underwater) can be linked too, ensuring one colour matched lighting scheme throughout if desired. The quality of the entire system resonates – from the intuitive plug and play nature of the Smart Lighting System to the lighting products themselves – the RGBWW LED strip lights are IP67 rated so can be used inside and out, but for interior use come with a diffuser.

TREND 2 – Linear lighting

Lumishore says it's no longer trying to create lights, but to create atmosphere too. It's an ambition echoed by Italian lighting specialists Palagi, whose Netto range of lights that can perhaps best be described as creating elegant razor slits of light, also won a special mention at the

DAME awards. Though the superyacht sector remains Palagi's core audience, Netto reflects a growing trend for 'linear' lighting solutions that break away from the traditional rows of spots and will be a trend builders of serial production boats will pick up on more and more. With a spring-loaded fitting for ease of installation and maintenance, Palagi's Rosanna Capitani told *IBI* that customers are also looking for more brushed finished and other options such as matte bronze, as well as more traditional stainless steel.

TREND 3 – New finishes and shapes

Not surprisingly the Italian firms are leading the way when it comes to textures and styling of fixture and fittings. Lighting specialists Cantalupi are seeing matte bronze and brass finishes gaining in popularity, with matte black very popular. Leather finishes are also on trend.

The increase in 'linear' lighting solutions and adoption of new finishes to fittings is something fellow Italian accessories firm Quick, has also picked up on. Area sales manager – Mediterranean Markets, Lorenzo Cesari showed off the firm's range of reading lights that come with discreet USB chargers built in, in a variety of finishes including brushed metals, PVD, silicone and leather, during the METSTRADE show in November. It is also supplying its new range of special anti-glare spotlights aimed at the 70ft-plus market. "We're seeing more continuous linear lighting – from indoors to outside- making the saloon onboard look longer or wider," Cesari told *IBI* at the show.

According to Mark Rutgers at Dutch distributor and manufacturer Allpa, production builders are turning to square-shaped, directional downlighters now as an option, and where shades are used they tend to be frosted. There is also much greater use of dimmers and warm whites.

Alberto Osculati at Osculti concurs with the above. As well as a range of pop-up table lights with frosted shades to create softer, diffused light ("people don't want to see LED spots anymore"), the manufacturer has also added a black PVD finish option on its light fittings, and, in picking up the trend for light control, will be launching an App so the owner can control the colour and intensity of light onboard.

FABRICS AND COVERINGS

While natural and artificial lighting developments might be changing the look

and feel of boat interiors, an evolution in the utilisation of fabrics and colours onboard is also having impact.

TREND 1: Keeping it cool

"Cool greys and neutral/off white tones have really picked up in the last few years," claims Warren McCrickard, director – Strategy, Corporate Development and Communications at Infinity Woven in the US. McCrickard says the trend is coming from residential and commercial applications, with grey setting a welcoming tone that is easy to accent against, light bright or dark.

"The off white implies luxury so it has become a more embraced flooring trend especially as woven vinyl stays clean with low maintenance. You are also seeing woven vinyl used more in accent pieces of upholstered furniture and as wall coverings," he maintains. The variety of design, durability and ease of cleaning makes vinyl a popular choice in some sectors of the industry, but despite the vast array of style

TREND WATCH: Head's up

EVEN TOILETS ARE getting a makeover. Comfort and hygiene remain obvious primary concerns but whereas for instance bath, sink and shower fixtures and fittings often come from domestic suppliers, marine toilets offer smaller drain pipe sizes specifically designed for use in cramped spaces at sea. Wall-hung units are popular with larger yachts, says Mark Mellinger, vice president of Florida-based sanitation system manufacturer Headhunter, with its own Aero range being used by the likes of Delta Marine and Dutch builders Damen. "Bidet seats are becoming more popular too. When we retooled our toilets a few years ago, we designed them so that the TOTO Washlet could be installed. These seem to be the most fully featured of these devices; customers request this brand the most frequently," he told *IBI*. And white is no longer the only colour. Headhunter offers a new colour for the toilets that matches Kohler's 'Thunder Grey'. "Sometimes we're asked to modify weird toilets to fit into the Headhunter system. We did one a year or two ago for Delta Marine that we all called the 'Stop Sign' toilet because of its shape."

Responding to customer demand is driving some interesting innovation. Tecma answered the call from a client who wanted a carbon look to their toilet at a fraction of the price of using real carbonfibre. They unveiled the new black

available, it's the classic designs like basket weaves and diamonds along with simple, one over one weaves, that remain favourites, says McCrickard. Infinity unveiled its Ricochet fabric technology that helps prevent heat build-up on dark fabrics, at IBEX back in October and will begin rolling out the technology in 2019 in its darker coloured fabrics.

TREND 2: High-tech fabrics

There have been significant advances in synthetic and coated fabric technology with coated fabrics probably offering the most versatile option nowadays, according to Alexander Paulsen, head of sales marine EMEA at Spralding, if you are looking for diversity in design, colour, textures, and performance. High performance protective finishes will prevent the material from getting stained, ease the cleanability, make it resistant to UV-light or inhibit the growth of bacteria, mould and mildew. "Coated fabrics are often chosen as they provide a longer life-span than the majority

of its product substitutes like fabrics or leather. They are durable enough to withstand wear and tear, and to resist scratches, tears and other damage," Paulsen informed *IBI*. "At the same time, coated fabrics are an eco-smart material choice because they are energy and resource efficient, recyclable, sustainable, and long-lasting. Being completely leather-free, they are a 100% vegan option that does not come from animal agriculture."

Paulsen concedes, coated fabrics have not always had the best reputation. But that's changing, he says: "We use a variety of different printing techniques, including state-of-the-art digital printing and a method that uses layering of translucent colours for a subtle, sophisticated sheen. Special in-house engraving techniques allow us to replicate almost any conceivable texture and offer completely customised solutions. You can create almost every imaginable texture in any colourway."

Paulsen says the majority of builders concentrate on whites and neutrals to grey

or black tones along with smooth surfaces that imitate fabric-like or leather textures. As one might expect, it is the Superyacht sector that is a more creative and exotic when it comes to textures and designs.

Working with Sunbrella, along with other fabric suppliers such as Agua Fabrics, Boltalflex and Nomi Fabrics, is Dutch fabric wholesaler Vyva. Founded by Carol Driessen, the firm has also developed its own range called F.4.L (Fabrics for Life) which includes its Bella Nappa range which is made of polyurethane but has the look and feel of leather and is for use on interiors; and its Viper and Viper Vintage range, the former being a flexible vinyl that Driessen says has the look and feel of Nubuck leather, and the latter having the look of a retro linen fabric. Both are suitable for outdoor use.

TREND 3: Going artisan

Leather still holds a premium in some quarters however, and specialists such as Italian firm Foglizzo, are supplying more leather than ever for walls, floors and ➔



▲ The carbon look for a fraction of the price, Tecma's new X-Compass toilet

'carbonfibre'-styled toilet at METSTRADE – but the look is more than skin deep. "This is not a simple wrap, the carbon look is created in the ceramic process – we're the first to do that kind of experimentation in ceramic," said Tecma's Maria Flavia Timperi. The new X-Compass toilet gives the sporty look that sports and race boat owners favour but at significantly less cost. In carbon, a like-for-like toilet would likely be some €2-3,000 more expensive. Tecma are looking to produce a toilet lid in polished black as an option alongside the matte black finish.



▲ Sunbrella fabrics allow for seamless indoor, outdoor living on a large Lagoon cat

headlinings for the likes of Oceanco and Lürssen. Alexandre Pecis says the firm which offers a wide range of ‘feathered’ and embossed finishes and recently launched an exclusive handmade leather range called Atelier. The company works with the likes of Aston Martin and Ferrari and sees some influence on interior trim onboard from the luxury automotive sector – notably a trend for geometric patterns and bold stitching, as well as perforated finishes.

TREND 4: Bold accents

There are also a few key neutral colours

such as off-white, black, cool grey and natural beige and navy, which is always a safe bet as a strong neutral, claims Louise Planchon Image leader Dickson-Constant whose portfolio includes Sunbrella, but that trending colours for 2018 have been “pastels, neutrals and tonic colours.” She highlights also popular colours currently being variations of lime, turquoise, orange, vivid purples, as well as lighter, brighter blues, deep reds, and bright yellows.

Sunbrella supplies 11 high performance ranges and a collection of 206 individual products for making hoods, biminis, tarpaulins, protective covers, rear closures,

but also for decorating and indoor & outdoor boat furnishings. “Designers and consumers are increasingly looking for more and more rich textures, with heavy and textured fabrics more in demand: textured weave with thicker yarn gives the fabric more depth and interest,” she maintains.

Bold colours means Sunbrella fibres are saturated to the core with highly UV-stable pigments making them resistant to fading and the degrading effects of sunlight. Sunbrella says they can also be cleaned with solvents such as bleach whilst maintaining their colour and are engineered to resist mould and mildew.

TREND 5: Indoor/outdoor

Louise Planchon identifies a trend for seamless inside/outside living, with fabrics running where possible from interior to exterior. “Natural fabrics such as silk, cotton and linen are most vulnerable to direct light, and they fade after periods of sun or UV exposure. More and more designers use Sunbrella fabrics above and below deck thanks to their durability, fade resistance and superior levels of design,” she claims. Again, home interiors are the inspiration: “More designers are playing with colours to create a cosy and clean atmosphere, whilst also trying to shake up habits by introducing the same textured fabrics that we use in homewares. The key to choosing fabrics onboard is to have a global colour concept including all materials onboard (wood, carpet, leather...)” she adds. **IBI**

TREND WATCH: In the driving seat

ONE NICHE AREA that has seen some significant developments over the last two years is helm seats. “We’re seeing a trend to more high-end, well designed, quality seating options and a move away from traditional and basic seating solutions,” claims Jason Egresits, director of Sales & Marketing at US seating manufacturer Shockwave. A major factor in this shift is the introduction of marine suspension seating, explains Egresits. “From the Pacific Northwest to the Gulf of Mexico to Australia the understanding, testing and now adoption of suspension technology is catching on.” Egresits says Shockwave’s new marine suspension module, the S5, is continuing to take market share, despite he claims a lot of competitors jumping in with me-too product. “Builders are continuing to invest in research and test new solutions. We have over a dozen currently testing our module and many builders are now using our S5 as an option or



▲ Shockwave suspension seating

even built standard into the boat. From an end user perspective they are getting more educated on quality seating options. You know that in most developed countries populations are ageing and

these types of boaters have more disposable income, time and a requirement for better seating solutions. The safety and prevention angles maybe don’t get played up enough.”

With high-end home interior trends arguably the single biggest impactor on the evolution of boat interiors, it’s little surprise the automotive sector is driving helm seat development – quite literally in the case of Sun Marine Seats based in the Netherlands, the authorised license partner of RECARO. Victor Willems took over the management of the company back in 1998 and has since seen marine slowly but surely adopt the features that one has long come to expect in cars – electronically adjustable lumbar and back supports, heating and ventilation, for instance. A more recent development, however, is the development of armrests to incorporate a mouse and a whole variety of fingertip controls.



DAME
SPECIAL MENTION
2018

Long Skin Fittings (thru hulls)

TruDesign Long Skin Fittings enable vessels with larger hull thickness to take advantage of our composite range of fittings including Ball Valves.

- Available in four sizes; ¾", 1", 1 ¼" and 1 ½". (2" available mid 2019)
- Eliminating all corrosion and bonding problems associated with electrolysis.
- Giving peace of mind with respect to the safety of your vessel.

TRUDESIGN™
Leaders in marine composite fittings.



New: Webasto Shading Solutions

Benefiting from over 10 years of experience in marine roof systems, Webasto is now offering a newly developed Marine Shading Solutions range. The Folding Shade & Rolling Shade Systems have been designed according to the highest quality standards and provide the perfect shelter for sunny days on the water.

Technical Highlights:

- For application above cockpit, rear deck or fly bridge
- Smart & customizable design to perfectly match the style of the boat
- Easy to use operation of the system by the touch of a button
- Folding Shade 2500: sliding and folding
- Rolling Shade 2500: sliding and rolling

For more information visit www.webasto-marine.com

Webasto

X-COMPASS



NEW! TECMA X-Compass – Italian ceramic with carbon layer

THETFORD
Marine

The new Tecma X-Compass toilet is the best combination of performance and looks: the beauty of the carbon fiber and the hygiene of the ceramic. Never before has it been recognized the effect that realistic carbon fiber can have on sanitary-ware.

The special material combination can be achieved by applying a custom carbon film onto the ceramic toilet, which is then treated with a special heat program in the oven.

The surface of the X-Compass is anti-scratch and resistant to any detergent.

The X-Compass has a narrow thermosetting seat and cover, featuring a soft-close motion that also increases the luxurious feeling on board.

www.thetfordmarine.com



i-Bridge Panorama VBS

www.team-italia.it

TEAM ITALIA'S I-BRIDGE Panorama VBS (Virtualised Bridge Solution) controls and manages onboard systems by means of 3D technology, multi-touch controls and joggers, as well as a 4k stretch display, integrated wing, new panoramic visualisation and front windscreen integration. The Italian company says it is focusing strongly on its design and developing ergonomic studies for a range of environments and new applications, and that production is currently running at full pace. Orders have been taken through to 2021.

“With over 500 30m-100m projects already launched, we can confirm our market trend is upward,” says Massimo Minnella, Team Italia CEO. “We’re working on 31 new superyachts this year and already have 42 confirmed orders for production starting in 2019 and 14 for 2020.”

Dometic Slide-Out Kitchen

www.dometic.com



THE DOMETIC SLIDE-OUT Kitchen is a compact unit with three-burner cooktop, sink, benchtop, storage compartments and accessories that can slide-out to the exterior deck for al-fresco dining. The units come in two sizes – 1m and 1.5m – and in a landscape or portrait layout styling. Dometic’s Julien Le Feuvre told *IBI* that the retractable galley is the first launched in the marine industry and that the units have been marinised from a similar product used in Australia by backpacking vehicles. They are made from corrosion-resistant aluminium and stainless steel materials and manufactured completely in Australia.

Schenker’s Zen watermaker

www.schenkerwatermakers.com

THE ZEN WATERMAKER from Schenker is a small, automatic, silent and efficient unit that can be installed both flat or vertical, enabling it to fit almost any boat. Sophisticated 3D modelling allows for optimal integration of each component, eliminating unnecessary parts with the primary objective of achieving the best efficiency and reliability. The basic model produces 30lt per hour of fresh water, consuming just 110W. Both 50lt and 80lt versions are to follow soon.



SSVC MiPlayer

www.ssvcmi.com



SERVICE SOUND AND Vision Corporation’s (SSVC) MiPlayer system is a live broadcasting service that operates over a local WiFi network without the need for internet connectivity. MiPlayer was first developed for the military and disaster relief agencies. It gives access connection to live news, welfare/entertainment and educational services in areas where internet connection may be impossible.

SEND NEW PRODUCTS TO: belinda@ibiplus.co.uk



Raymarine VHF radios

www.raymarine.co.uk

FLIR'S NEXT-GENERATION RAYMARINE VHF radios – the compact Ray53 (pictured), full-sized Ray63 and the multifunction Ray73 with AIS – are all full-function VHF marine radios with Class D Digital Selective Calling (DSC). Each VHF model is equipped with a built-in GPS receiver and connection point for an optional GPS/GNSS antenna, which Raymarine says improves the GPS reception when the radio is mounted below deck or in an enclosed pilothouse.

Class B+ AIS transponders from Digital Yacht

www.digitalyacht.co.uk

DIGITAL YACHT'S CLASS B+ AIS transponders utilise SOTDMA format transmissions which offer a 5W power output (2.5x more powerful than a regular Class B), a guaranteed time slot for transmission in busy traffic areas, and faster update rates depending on the speed of the vessel.

The Digital Yacht AIT2500 is a full function transponder with NMEA 0183, NMEA 2000 and USB data outputs. It ships with a GPS antenna and requires connection to a VHF antenna or suitable VHF-AIS antenna splitter.

The AIT5000 incorporates a patented ZeroLoss VHF-AIS antenna splitter, allowing the main VHF antenna to be shared with VHF and AIS as well as a wireless interface for connecting to iPads and tablets. Both models have the option of an AIS SART alarm.



Rutgeron rope clutches

www.rutgeron.se

TWO OF RUTGERSON'S most popular rope clutches are now available in new versions for smaller line diameters without compromising on either hold or strength. The RC75 and RC120 have been optimised for thinner lines but with the same high working load as the original – 750kg for the smaller model and 1200kg for the larger. Both clutches are fitted with the same integrated sheave as the standard version. They also have the same mounting plate, which facilitates installation when upgrading.

The RC75 is optimised for lines from 4-8mm compared to 8-12mm on the standard version, while the RC120 is adapted for 8-12mm lines versus 10-16mm. Both models are available as single, double and triple clutches. The RC75 can also be ordered as quintuple.

Yanmar 3JH40 common rail diesel

www.yanmarmarine.com

THE YANMAR 3JH40

from Yanmar Marine International is said to be the world's smallest common rail marine diesel engine in displacement, dimension and weight terms. It enables a whole new category of smaller leisure boat owners to benefit for the first time from the efficiency and performance advantages associated with electronically-managed CR fuel injection technology, Yanmar claims.

Offering minimal fuel consumption and exceptionally low noise and emission levels, the three-cylinder propulsion engine has an output of 40mhp and surpasses EPA Tier 3 and EU ECD Tier 2 emission regulations for virtually smoke- and odour-free operation. The four-cylinder, water-cooled 3JH40 is a good option for new builds and repowering applications, specifically monohull sailing yachts and catamarans up to 45ft, small motorboats or sloops, and light duty commercial craft.



SEND NEW PRODUCTS TO: belinda@ibiplus.co.uk



ACO Marine's 'smart' vacuum toilet

www.acomarine.com

THE AVT SMART100 from ACO Marine is a low-noise, 'smart' toilet system that is capable of intelligent operation. The ACO AVT150 range is the super-silent variant. Compared to existing vacuum toilets, the AVT Smart100 uses unique operating and control algorithms to significantly reduce maintenance requirements. For instance, the series has fewer components than competing systems, and does not rely on pneumatic valves – the component most prone to failure in traditional units. Instead, each system operates a patent-protected self-closing/opening pressure valve for direct flushing.

It is the diagnostics function of the intelligent AVT Smart100, however, that is expected to set the standard in yacht sanitation. Incorporating a fully-programmable microchip in the control system, crews can, for the first time, remotely control, monitor and maintain all of the toilet's functions.



Crewsaver's ErgoFit+

www.crewsaver.com

CREWSAVER'S ERGOFIT+ LIFEJACKET, due for launch in March 2019, comes with a halo hood system tailored to the shape of the inflated bladder to significantly reduce the amount of water that can reach the user's airway. Based on more than 60 years of lifejacket development, the ErgoFit+ offers the next level in man-overboard protection. Improved bladder and spray hood compatibility is combined with the new double-halo hood construction. The result is a fully self-supporting hood, which once deployed forms a spacious chamber above the wearer's face. The hood also includes an internal barrier that prevents further water ingress, while also doubling as an anti-glare panel to shield eyes from the lifejacket's light.

Ultraflex VELAIR aircons

www.ultraflexgroup.it

ITALY'S ULTRAFLEX GROUP has launched a new range of self-contained air conditioners under the VELAIR brand. The range includes two lines. The i-Line VSD (Variable Speed Drive) series – the i10, i16, i21 and i27 – has a cooling capacity ranging from 3k-27k BTU/h, along with built-in inverter technology for better efficiency, and less power consumption with no compressor start-up power spikes. The other line, the On-Off series, includes 7k, 13k and 18k BTU/h units. The On-Off air-conditioners are lightweight and easy to install, featuring a quiet, brushless fan rotary compressor.

Both series are operated via a wall-mounted control panel, with a built-in Wi-Fi module that allows the units to be remotely controlled with an IOS/Android App.



Standard Horizon HX890E VHF

www.standardhorizon.com

THE HX890E FROM Standard Horizon is a 6W floating class H DSC VHF with built-in GPS that shares the same DSC (Digital Selective Calling) capabilities as the HX870E but with more built-in features, including two scrambler systems. These are ideal for flotillas, sea anglers or marine authorities as the four-code CVS2500A and 32 code FVP-42 scrambler types allow for secure communication between two or more compatible sets. Thanks also to group monitor function, the set itself can track and display the position of up to nine pre-selected vessels using position calling.

Another new feature is the FM band broadcast receiver. A rechargeable 1800mAh Li-ion battery gives 11 hours of operating time and the 700mW speaker provides ample volume over wind, wave or engine noise.



SEND NEW PRODUCTS TO: belinda@ibiplus.co.uk



Tecma carbonfibre toilet

www.thetfordmarine.com

TECMA HAS GIVEN a sporty edge to its Compass line of macerator toilets with a carbonfibre finish effect that's more than skin deep. "This is not a simple wrap, the carbon look is created in the ceramic process – we're the first to do that kind of experimentation in ceramic," Tecma's Maria Flavia Timperi told *IBI* at the recent METSTRADE Show in Amsterdam. The result is an edgy, carbonfibre look and feel for a fraction of the price.



Halyard Exhaust Alert

www.halyard.eu.com

HALYARD'S EXHAUST ALERT provides a water-cooled exhaust overheat alert system in an IP67 waterproof gauge. The system incorporates touchscreen control, self-test functionality and 12/24 dual voltage. This essential safety product provides audible and visual warning, notifying and protecting the crew from potential injury and the exhaust, engine and vessel from expensive thermal damage.

Vitrifrigo's DRW180A

www.vitrifrigo.com

HAVING RECEIVED A Special Mention at this year's DAME Awards, the DRW180A from Vitrifrigo Srl is a double drawer refrigerator with an innovative 'all in one' function. The two drawers can separately manage different combinations of temperatures, meaning just one model is needed for multiple purposes.



SEND NEW PRODUCTS TO: belinda@ibiplus.co.uk

ADVERTISEMENT INDEX

AAA Worldwide Enterprises Ltd.....	Taiwan	27	Reckmann Yacht Equipment GmbH	Germany	31
Airex AG.....	Switzerland	17	Roodberg	Netherlands	34
Besenzoni.....	Italy	45	Rotorswing Marine BV	Netherlands	63
Boatbuilder Awards	UK	14-15	S.P.W GmbH	Germany	11
Bruntons Propellers Ltd	UK	07	SeaDek.....	UK	72
Clion Marine	Netherlands	71	Seakeeper Inc.....	USA	56
CMC.....	Italy	59	Seastar Solution	USA	47
Fischer Panda GmbH	Germany	45	Shanghai Boat Show	China	33
Frigomar.....	Italy	29	Sleipner Motor AS	Norway	61
Garmin Europe Ltd	UK.....	IFC	Solas.....	Taiwan	69
Gill Sensors & Controls Ltd	UK	21	Sole Diesel	Spain	31
Griffin Group International Pte Ltd	Singapore	49	SPX Flow Europe Ltd-Sweden filial	Sweden	49
Gyromarine SRL.....	Italy	67	Sunbrella/Dickson Constant.....	France	75
H + B Technics GmbH	Germany	34	Sun Marine Seats.....	Netherlands	74
Headhunter Inc	USA	75	Suzuki	Japan	21
IMCI	Belgium	09	Thetford Marine.....	Netherlands	17
Lumishore	UK	OFc	Tietoset Oy	Finland	23
Mavimare.....	Italy	08	Trend Marine	UK	27
Morbern Inc	USA	77	Veco	Italy	41
Nanni Diesel	France	33	Webasto Thermo & Comfort SE	Germany	06
Opacmare	Italy	10	Wilks (rubber Plastics) Mfgs Co Ltd	UK	27
Osculati	Italy	02	Yanmar Marine International BV	Netherlands	OBC
Plastimo Distribution SAS.....	France	37	Zipwake AB	Sweden	65
Quantum Marine Engineering.....	USA	67			
Quick Spa.....	Italy	63			
RAI Amsterdam	Netherlands	IBC			

www.ibinews.com *Worldwide news at your fingertips*

Brunswick CEO looks back on an industry in the midst of change

Mark Schwabero | Chairman and CEO, Brunswick Corp

Words: Tony Esposito



Mark Schwabero joined Brunswick in 2004 as president of Mercury Outboards after a 28-year executive career in the automotive and commercial vehicle industries. He became president of Mercury Marine in the autumn of 2008 as the US was entering what would become the 'Great Recession'. Six years later he was named president and chief operating officer of Brunswick Corporation, and then, in 2016, became chairman and CEO.

Mark Schwabero, chairman and CEO of Brunswick Corporation in the US, retires at year's end with the industry enjoying eight straight years of growth and Brunswick's stock having recorded several 12-month highs.

THE INDUSTRY THEN AND NOW

"I guess I was really surprised about how fragmented the OEM side of the business was. You know, a thousand boat brands and very, very fragmented. A big difference from commercial vehicles, the marine side was really focused on the initial sale of the boat. When you looked at the dealers, everything was about the selling of the boat and not as much on the backside; the service and support and everything that goes around it.

"The technology side did cause some consolidation [from 2-stroke to 4-stroke]; it clearly put Yamaha and Mercury in an even stronger position. The boats are a little less fragmented than they were in the past. I think there are things afoot today that are starting to get people focused on the service and support and the aftersale and addressing some of the hassle factors of owning a boat.

"A boater is going to have the same kind of aftersale support on the boat as he does on many other things he purchases in his life, such as an appliance or automobile or other thing. It's going to be natural to have that expectation and I don't think the marine industry is at that place today."

A MORE UNIFIED INDUSTRY

"I think the industry did a pretty damn good job of weathering the Great Recession, let's not forget that. I think we came out of the recession as a much more unified body, and one of the most visible examples of that is the American Boating Congress in May. It used to be 100 or 150 people, and today there are hundreds of people that show up for that event and it's a broad representation of the marine industry. I think the Great Recession brought the various constituencies in the industry into a more unified voice."

PERSONAL MILESTONES

"Leading Mercury through the recession and really the whole two-stroke to four-stroke conversion.

I became president of Mercury in the autumn of 2008. Those weren't easy days, laying off hundreds and hundreds of people; you know, you're affecting communities."

CHALLENGES FACING THE INDUSTRY

"Well, there are a couple, but I don't think they are anything new. We have to attract more millennials into the space and it may take different business models or a different sales and marketing approach to do that. I think we have to attract more minorities and diversity into boating. None of this is 'new' news.

"Technology is just going to keep increasing in this space and we need to make sure that the capability really is there to support that technology for the buyer."

RETIREMENT PLANS

"I'll probably pick-up some outside boards, and do that; there's some non-profit work that I really want to do as well. I'd really like to focus on undergraduate education at a college level, and I'm working on that. I have a long "Honey Do" list the last couple of years made it difficult to reduce and I have four grandkids that all live within 10 minutes of my house.

"I have two boats and I'd be embarrassed to tell you how many hours I put on my boat last year. I have a boat in downtown Chicago and a boat where I grew up back in Ohio, and I look forward to being able to spend more time there with family and friends, so boating will clearly be part of how I use my time." **IBI**

“ I think the Great Recession brought the various constituencies in the industry into a more unified voice ”

METS TRADE

MARINE EQUIPMENT TRADE SHOW

BOOK YOUR
STAND AT
EARLY BIRD
RATES
BEFORE
1 MARCH!

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



ORGANISED BY



POWERED BY



MEMBER OF



OFFICIAL
METSTRADE
MAGAZINE



OFFICIAL
SYP
MAGAZINE



OFFICIAL
MYP
MAGAZINE



METSTRADE.COM



YANMAR

YANMAR COMMON RAIL LINE-UP

40 - 440 MHP

Providing a full range line, 5x Best in Class features, the most robust service network in the world, relentless engineering standards, and more.



4JHCR Series
45 - 57 - 80 - 110



8LV Series
320 - 350 - 370

40

3JHCR



150 - 170 - 195 - 230 - 250

4LV Series



400 - 440

6LYCR Series



5x
BEST IN CLASS

CLEAN INTERCONNECTIVE QUIET POWERFUL FUEL EFFICIENT

boot
Düsseldorf
Visit us at 10657

PROVEN MARINE TECHNOLOGY

www.yanmarmarine.com