

# Fore and Aft

M A G A Z I N E



T H E Y A C H T H A R B O U R A S S O C I A T I O N

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UK Marina  
Conference  
Bournemouth

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Marina  
Day 8th  
June



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WRAS  
Guidance  
Update

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TYHA  
Summer  
Visit

MARCH 2019



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## In FOCUS



Jon White TYHA Manager

Whilst very involved and committed to help the industry face the challenge of making boating attractive to future customers there are also many issues that marinas are facing now which cannot be ignored. At the February TYHA Council meeting, members debated at length issues of direct relevance to the coastal sector such as the Coastal Margin and the Port Marine Safety Code. And issues potentially effecting the inland sector including the Canal and Rivers Trust's (CRT) Online Mooring Policy and CRT's potential take over of river navigations from the Environment Agency.

Underpinning both sectors is the ongoing work on a new Health and Safety code of practice that hopefully will gain approval from the Health and Safety Executive. These are topics that will continue to be debated and shaped to the benefit of the membership through the hard work and commitment of the TYHA Council and TYHA Board who we should be very grateful to.

We were reminded at the meeting through a presentation by Kenny Jones (IGY Marinas) that when the weather turns against us planning and preparation are vital to ensure that people are safe, damage is minimised, and operations can resume as early as possible. In 2017 eight of IGY marinas were hit hard by category 5 hurricanes Maria and Irma with winds reaching 185mph causing catastrophic damage to infrastructure and boats. A year on IGY have made remarkable progress with their marinas

open again for business, filling with boats and with little or no signs of the devastation. Kenny's message to all is: plan and prepare, ensure the safety and welfare of your staff, be well insured and photograph everything (before and after). He also said that being Gold Anchor accredited and ensuring his managers were CMM's played a vital role in ensuring effective preparation, staff safety and a good insurance settlement.

Let's hope that any exceptional weather during the 2019 season follows last year's theme of long sunny days and excellent boating conditions! I trust that the build up to the season goes well for you and wish you a successful 2019 season when it arrives.

F&A March 2019 / Volume 37 / Issue 01

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# TENDER TO HOST NEXT ICOMIA WORLD MARINAS CONFERENCE



for on-going business success, and the vast array of exhibits offer insight into the very latest in marina product development and technology. In keeping with its global perspective, over the last 25 years IWMC has been presented in cities as diverse as Amsterdam, Sydney and Istanbul.

The deadline for applications is 17 May 2019. Tenders are to be sent to the ICOMIA Secretariat who will circulate all submissions among the ICOMIA Marinas Group. Tending parties will be given the opportunity to present their bid at the ICOMIA Congress in Split, Croatia (4 June) and the winning party will be announced shortly after that.

Parties interested in hosting IWMC should in the first instance contact the ICOMIA Secretary General ([udo@icomia.com](mailto:udo@icomia.com)) for a copy of the conference Memorandum of Understanding and details on the requirements of the application process.

ICOMIA are issuing an invitation to tender for the hosting of the next ICOMIA World Marinas Conference (IWMC). Considering this invitation is issued following a recent cancellation by the awarded host for 2020, tenders can be submitted for a period spanning from September 2020 to June 2021.

Held biannually, IWMC is aimed at marina owners,

operators, developers, consultants, service providers, Government officials, equipment manufacturers, nautical tourism promoters, and port and harbour operators and draws audiences over 350 delegates and speakers from around the globe. The Conferences are highly informative and relevant to global market trends, whilst the extensive networking opportunities are invaluable



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## DRY STACK BOAT STORAGE SYSTEMS

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# PONTOONS

## INSTALLED BY WALCON MARINE BENELUX W2 SUPPORT B.V.

Walcon Marine via its Benelux distributor W2 Support B.V. has supplied a series of premium pontoons as part of the ongoing development of one of the largest flood-risk management schemes in the Netherlands in recent years. Not only have the pontoons been built to a very high specification, but the project architects also required

additional features and styling which Walcon was happy to accommodate. The 'Room for the River IJsseldelta' project is a major undertaking that includes the deepening of seven kilometres of the River IJssel and the construction of a new flood channel, the Reevediep. The result will be the creation of a new area for storing floodwater for managed release into the



Drontermeer and IJsselmeer. In addition to facilitating the flow of excess water, the Reevediep also forms an important link and shortcut in the network of sailing routes between the bordering lakes around the province of Flevoland and the river IJssel. Walcon Marine and W2 Support have engineered and supplied the pontoons for the fairways either side of the lock that connects the channel with lakes, located on the newly-built dyke of the river IJssel. In total five jetties, each 100 metres in length, have been

supplied to main contractor Boskalis. The pontoons are Walcon's proven System 21 units but built with extra-high freeboard of 900 mm and double fendering. While the majority of traffic using the pontoons will be smaller leisure craft, this specification will enable them to comfortably handle barges and other larger vessels. In keeping with this, they also have a higher than usual live load. Another feature is the handrails that run along the rear edge of each jetty. These required a compensating

solution to ensure that the decking remained completely level. Walcon personnel attended on-site to assist with the installation. "This has been a very satisfying project that demonstrates our ability to deliver custom solutions down to the finest details," says James Walters, managing director of Walcon Marine. "We worked closely with the project architects to ensure that they achieved exactly the effect and style that they sought. "It is also a pleasure to be working once again with

Peter van Dyke as our Benelux distributor. This has been a flagship project for the renewed relationship and we look forward to continuing our success in this important and discerning market in partnership with Peter and W2 Support.

For more information about Walcon Marines Pontoon range of products - visit [www.walconmarine.com](http://www.walconmarine.com)

# THE WRAS CONSULTATION WHAT YOU NEED TO KNOW!



among other things requested an extension from the original date to allow more detailed information. The consultation is now open until March 8th. British Marine is currently talking directly with WRAS on certain points regarding the validity of these proposed changes, as well as engaging with other stakeholders.

British Marine sent out a survey to members in order to get more information on this topic in December last year and if you have not received one or would like to respond please contact TYHA or British Marine (details below). You can find more information including the proposed IGN and how to respond on the WRAS website.

It is important that as many of those who will be affected by this proposed change respond to the consultation as soon as possible.

**James Scott-Anderson Environment, H & S Executive – British Marine**  
[jscott-anderson@britishmarine.co.uk](mailto:jscott-anderson@britishmarine.co.uk)  
[LGordon@britishmarine.co.uk](mailto:LGordon@britishmarine.co.uk)




In late October last year, the Water Regulatory Advisory Service (WRAS) undertook a consultation for stakeholders, which included the marine industry, on the subject of ‘backflow protection’ for hoses and hose union taps.


Essentially, WRAS have proposed a new Initial Guidance Notice (IGN) which gives best practice for operators in complying with the Water Regulations (fittings) 1999.

WRAS have classified Sea, River and Canal water as a category 5 risk fluid (which is the highest risk level). The required fittings protection level needed for this classification is air gap or cistern type, which can be very expensive to install, especially in the numbers that might be required on both coastal and inland waterways sites.


British Marine and TYHA responded to this consultation on behalf of its members, and

“  
**WRAS have classified Sea, River and Canal water as a category 5 risk fluid**









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## NEW, SAFE, CORROSION-FREE, BELOW-THE-WATER FITTINGS

It really can be a matter of life or death to understand the dangers of some inferior, below-water level fixtures. Any hole in a vessel's hull is a potential weak point so using the right fitting is absolutely essential for safety.

Lee Sanitation Ltd, who became a major distributor for Tru Design glass fibre nylon composite fittings in 2011,

announce the launch of the newest range of these revolutionary fit-and-forget products, which include skin fittings that have been designed for much thicker hulls.

Due to their construction from precision moulded, glass-reinforced, nylon composite, Tru Design thru hulls skin fittings are immensely strong. They offer the same level of

strength, but at a much lighter weight compared to the ferrous alternatives available. They also eliminate all corrosion and bonding problems associated with electrolysis.

The material is also unaffected by petrol, diesel, and chemicals associated with antifouling paints including copper coat. It is UV resistant and will not discolour with



“  
Materials are unaffected by petrol, diesel, and chemicals associated with antifouling



the sun's rays. All fittings are able to withstand an operating temperature of minus 20° C to 100° C and, like many other fittings from the Tru Design range, conform to ISO 9093-2, ABYC H27, Bureau Veritas. They are suitable for all types of hull including aluminium, wood, steel, composite and GRP.

Tru Design of New Zealand manufactures many different ball valves, skin fittings and other associated components.



Warwickshire based LeeSan hold the largest range of Tru Design product in the UK.

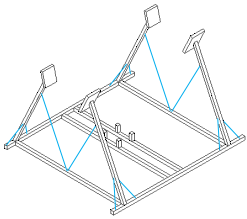
The longer Tru Design skin fittings and Seacock kits will be available to purchase in December as part of the comprehensive existing LeeSan seacock kit range.

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# THE BRITISH MOTOR YACHT SHOW

17-19TH MAY 2019

The British Motor Yacht Show (BMYS) is pleased to announce that the 2019 show will take place 17th-19th May in association with Motor Boat & Yachting Magazine and show sponsors GY&LF (General Yacht & Leisure Finance). Now in its seventh year, this in-water show will be set on Premier's innovative new floating marina at Swanwick Marina on the Hamble. The BMYS is the result of an inspired collaboration between leading UK marina provider, Premier Marinas, and luxury British motor yacht brands Fairline, Princess and Sunseeker.

Since inception, the British Motor Yacht Show has built an enviable reputation for

presenting a stunning line up of luxury motor yachts - with most years including world premieres. But now with the London show scratched from the UK's boating calendar, the BMYS is more than ever a 'must visit' for serious buyers who want to avoid the crowded international shows, and who enjoy getting up close and personal with the most reputable motor yachts in the world. But that's not all, unlike the internationals, the British Motor Yacht Show also offers buyers the 'private time' and space to talk to technical experts who have a passion for their brands and to learn about all the practical and exciting aspects of owning a luxury motor yacht.

“  
**The British Motor Yacht Show has teamed with Motor Boat & Yachting Magazine to present Britain's Finest Motor Yachts**



Alongside a superb line up of motor yachts, visitors to the show can look forward to an impressive range of complementary motor boats including Axopar boats, Chris-Craft launches and high performance RIBS. There will also be a superb display of prestige cars and high-end yachting equipment.



To register your interest in visiting the show go to [www.britishmotoryachtshow.com](http://www.britishmotoryachtshow.com)  
 For exhibitor enquiries please contact [marketing@premiermarinas.com](mailto:marketing@premiermarinas.com)

## WEYMOUTH AND PORTLAND WIN MARINA DESTINATION OF THE YEAR

Dean & Reddyhoff's Portland Marina and Weymouth Marina have jointly won the UK Marina Destination of the Year award at the first British Yachting Awards. Voted for entirely by boaters, the team at both Dorset marinas are thrilled to be first across the line.

Michael Prideaux, Managing Director of Dean & Reddyhoff said, "Our dedicated and enthusiastic team work really hard every day to welcome visitors and berth holders to Weymouth Marina and Portland Marina. We are thrilled to have been recognised by boaters as the best that the industry has to offer and would like to thank

everyone who voted for us."

The British Yachting Awards panel shortlisted the marinas describing the offering as,

"A double whammy here from Dean & Reddyhoff; this pair of state of the art marinas demanded their place on the shortlist with their excellent blend of traditional seaside town atmosphere for the cruisers in Weymouth combined with the state of the art facilities at neighbouring Portland. Both lie at the heart of Dorset's Jurassic Coast; all in all, a recipe for success."

As well as the marina and new dry stack which opened earlier this year, Portland

Marina has a full-service boatyard for boats up to 50 tonnes, with engineering and Boat Care services.

Weymouth Marina, located at the heart of Weymouth Harbour gives access to the Georgian seaside town, beaches, excellent eateries. Just beyond the lifting bridge which opens ever two hours, Weymouth Marina offers a stunning base to explore the beautiful Jurassic coastline.

For further information about Dean & Reddyhoff, visit [www.deanreddyhoff.co.uk](http://www.deanreddyhoff.co.uk)



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# MDL MARINAS

## RAISE MONEY FOR CHARITY

**M**DL Marinas has raised £3,000 to be divided between two great charities, Blue Marine Foundation and Ocean Youth Trust South. The money was raised at TheYachtMarket.com Southampton Boat Show 2018, where MDL members and guests bought tickets for a daily raffle and donated money for refreshments during a daily charity hour at the company's waterfront stand.

MDL's raffle featured prizes such as a Crewfit 180N Pro lifejacket from Crewsaver and a spa package courtesy of Towergate Insurance, as well as many other terrific prizes from other sponsors such as Mistral Hayling Ltd., Clean to Gleam, Salcombe Gin, West System International, Hamble Point Yacht Charters and Musto.

Additionally, the following companies made a donation to be featured on the charity supporters wall:

Hamble Point Yacht Charters, Inland & Coastal Marina Systems Ltd., Marine Advertising Agency, Mistral Hayling Ltd, Musto, OneSails GBR (South), Plymouth Sea Chest Ltd., and Ski Weekends.

Pictured is Maxine Lane, Senior Marketing Manager at MDL Marinas, presenting cheques to Jacob Kean Hammerson from Blue Marine Foundation and Peta Koczy (Staff Skipper) from Ocean Youth Trust (South) at Port Hamble Marina.

The Blue Marine Foundation (BLUE) works to provide innovative solutions to overfishing and enabling the creation of marine reserves. MDL has supported BLUE for three years, during which time BLUE has initiated a conservation project to replenish the Solent's oyster population. Currently there are 105 Oyster cages in MDL Marinas.

Tim Glover, BLUE's UK Projects Director says: "MDL Marinas has made a huge contribution to BLUE's Solent Oyster Restoration Project by funding its original research study and then going on to design, build and install innovative cage systems beneath its pontoons in seven Solent marinas. Thanks to MDL's enthusiastic support, the project has been able to house more than 20,000 breeding oysters in these cages which are capable of producing billions of oyster larvae a year to significantly help the re-population process. This kind of commitment from a Solent marine enterprise is invaluable to the project's success."

Mark Todd, Chief Executive of Ocean Youth Trust South says: "MDL is one of Ocean Youth Trust South's most valued supporters and we are so grateful for all that they do for us. Not only do they provide a home for our vessel Prolific,

but they do a tremendous amount to give disadvantaged and vulnerable young people the chance to experience sailing and to benefit from the skills learned on a voyage, from confidence and communication to resilience and teamworking. The money that MDL has raised will ensure that more places can be offered to young people who would never otherwise have the chance to take part in anything like this. Earlier this year, we were contacted by a 14-year old whose first voyage with us was supported by MDL, to say: "The knowledge and skills that I gain each time I sail will stay with me for life. My confidence grows with each voyage and so does my leadership and teaching skills. There is nothing quite like sailing on the Prolific." MDL's support for Ocean Youth Trust South really does change young lives for good, and on behalf of all the young people who benefit, we can't thank them enough."

"We are delighted with the amount of money we have raised for our chosen charities," says Adrien Burnand, MDL's Head of Marketing. "We've been supporting both for a long time and continue to be impressed with their dedication and the difference that they are making

in their respective areas. Our members and partners have been brilliant, getting behind all the activities at this year's boat show, and we will continue to raise money for these two fantastic charities throughout the year."

For more information on MDL's association with both charities, visit [www.mdlmarinas.co.uk](http://www.mdlmarinas.co.uk)



“  
**£3000 is to be divided between two great charities, Blue Marine Foundation and Ocean Youth Trust South**

“  
**Quay Marinas are delighted to report 3 of Quay Marinas’ marinas have been awarded 5 gold anchors**



**CONWY QUAYS** 🏆🏆🏆🏆🏆  
 Lying in the scenic Conwy Estuary and close to the historic town and castle, Conwy Quays Marina offers 460 fully serviced berths with onsite services including chandlery, engineering, convenience store, bar and restaurant and a boatyard for 140 boats.



**PENARTH MARINA** 🏆🏆🏆🏆🏆  
 Sitting within the historic Penarth Dock and ideally located inside the Cardiff Bay Barrage, Penarth Quay Marina is ideally located for all that Cardiff and the Bay has to offer. With a fabulous onsite restaurant and excellent customer interaction with tenants, management offer a high level of service which was reflected in their scoring.



**PORTISHEAD MARINA** 🏆🏆🏆🏆🏆  
 With a thriving community centred around the marina, Portishead marina has continued to expand and now offers 325 berths, with easy access to the Bristol Channel seaward and the Severn through Gloucester and inland waterways. There is a local convenience store and several restaurants within walking distance and helpful well trained staff who can offer advise on eateries and sailing routes.



**TINGDENE STOURPORT MARINA** 🏆🏆🏆🏆🏆  
 Stourport Marina offers 140 serviced berths in a sheltered location close to Stourport on the River Severn. There are a range of services on offer and a Clubhouse which offers food, drinks and regular entertainment.

“  
**Setur Antalya are proud of the approval of 5 Gold Anchor accreditation**



**TINGDENE UPTON MARINA** 🏆🏆🏆🏆🏆  
 Located on the River Severn in a delightful rural setting near the Malvern Hills, the marina lies between the small town of Upton and Tewkesbury. Offering 263 berths for boats up to 70 feet they also offer lift out, park and launch, and storage facilities. There is an onsite chandlery, repair services and a restaurant.



**PREMIER SOUTHSEA MARINA** 🏆🏆🏆🏆🏆  
 Located at the entrance to Langstone Harbour in an area locally known as The Locks, Southsea Marina offers berth holders very convenient access to the Eastern Solent within a protected marina. With 310 fully serviced pontoons, this is a popular marina, maintaining high standards and facilities and customer satisfaction figures running at very high.



**TEOS MARINA** 🏆🏆🏆🏆🏆  
 The marina is built on one of the most important sites of Turkish history with ancient Teos dating back to BC1000, making this a fantastic sailing destination. The marina offers all the facilities you’d expect from a 5 Gold Anchor marina along with a vibrant social timetable organised by their Yacht Club during the summer months, onsite shops and restaurants, swimming pool and other sports.



**SETUR ANTALYA MARINA** 🏆🏆🏆🏆🏆  
 Backed by the Taurus mountains, the marina is ideally located near the bustling city of Antalya with excellent transport links. Beautifully landscaped with flowers, trees and grasses, this fully serviced marina offers 235 berths with a further onshore capacity for 50.



**G MARINA KEMER** 🏆🏆🏆🏆🏆

Situated in the centre of Kemer town this 225 berth marina is ideally situated to explore the ancient area of Lycia, visiting Phaselis and Xanthos. The marina also offers all the services that you would expect from a 5 Gold Anchor marina, has a sophisticated ambience, excellent social facilities which attracts berth holders, locals and tourists.



**ALCAIDESA MARINA** 🏆🏆🏆🏆🏆

At the foot of the Rock of Gibraltar, the marina is ideally located near the airport offering direct flights from many UK airports. The marina has doubled in size over the years which has added to its liveliness and ambience, with a bar and restaurant and a well stocked chandler. Alcaidesa Marina is a perfect gateway to the Med and North Africa.



**SAIDIA MARINA** 🏆🏆🏆🏆🏆

Marina de Saidia is an 800 berth, full service marina on the North Coast of Morocco and just two miles from the border with Algeria. This development started in 2008 by transforming a small fishing harbour into a well protected yacht haven. The second basin caters for up to 420 boats and is surround by bars, restaurants and night discotheques.



**MARINA DAVILLA** 🏆🏆🏆🏆🏆

A specious full service, 148 berth marina, catering for mega yachts up to 170 meters. Centrally located in Vigo, a strategic enclave in the northwest of the Iberian Peninsula, south of the Bay of Biscay which is an area of outstanding beauty. A well laid out marina which provides separate access to the boatyard and brokerage from the main marina basin and there is an excellent onsite restaurant.

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# MAKING THE MOST OF RYA AFFILIATION

## Promoting & Protecting Safe, Successful & Rewarding British Boating

The RYA works hard to protect the interests of its 112,000 members and the wider boating community. From ensuring that legislators, regulators and other authorities understand and take account of recreational boating activity; to resisting legislation or red tape that is disproportionate, ineffective or unenforceable, or will place an unnecessary burden on affiliates and the many volunteers the sport relies upon.

As an influencer, the RYA seeks to ensure that boating remains a self-regulated activity where taking personal responsibility and 'education

“  
**RYA affiliated clubs have access to a whole host of services and benefits. We take a closer look at exactly what is available and how affiliation can help your club**

not legislation' prevails. The RYA's Safety Management System maintains a comprehensive log of any incidents; identifying trends and lessons learned and shares information accordingly to affiliates, as well as providing advice and support with applications to funding bodies and Sports Councils.

Through conferences, workshops, seminars, online, RYA publications and over the phone, RYA affiliated clubs have access to a wide range of information and advice. From safeguarding and disclosure and barring services; planning, environment issues and licensing; to risk assessment, safety and crisis management.

## Promotion & Communication

The RYA's participation and membership teams help affiliates promote their organisations. Programmes such as OnBoard, Push The Boat Out, Sailability, Team15 and more are all designed to help develop participation, while a team of regional communicators provide local PR support.

Access to resources to help grow membership is also available, plus promotional opportunities such as the RYA's 'Where's My Nearest' interactive search function, reaching over 190,000 unique users a year, including current and potential participants trying to find a club or training centre near them.

For those affiliates interested in racing, the RYA provides education and training for participants and volunteers to help organisations understand and apply the Racing Rules of Sailing (RRS). Training is also available for

technical volunteers and equipment inspectors to ensure a consistent application of class rules.

The RYA coordinates the Portsmouth Yardstick (PY) and National Handicap for Cruisers (NHC) systems in order to allow the benchmarking of different classes and designs to enable sailors to race against each other, as fairly as possible.

The RYA's Racing Department can also help find appropriately qualified and experienced race officials and coaches to support the delivery of a specific event or activity, as well as offering subsidised training and development programmes to upskill coaches to support affiliates in the development of sailors.

## Training & Development

Affiliated clubs are encouraged to provide RYA training and are supported in progressing to become an RYA Recognised Training Centre. This offers access to a wide range of internationally recognised training and development programmes to assist in the development and retention of members, staff and volunteers.

Clubs can also become an assessment centre for the ICC in order to help members obtain an ICC – which is free for RYA members.

Affiliates can also access online E-learning for safeguarding leads and Disability Awareness Training courses to help organisations become more inclusive, accessible and successful



via the integration of under-represented groups.

## Discounts & savings

Insurance providers Arthur J Gallagher provide an insurance policy specifically designed to cover the needs of most affiliates, while qualified race officials, who are RYA members, can obtain race officials insurance free of charge.

Affiliated clubs can also take advantage of the RYA Suzuki Safety Boat Packages offering a choice of three specially priced packages that can be tailored to reflect the club's environment and activities.



**So if you're an existing RYA affiliated club, make sure you're making the most of the benefits available to you and if you're looking to affiliate visit [www.rya.org.uk/go/affiliate](http://www.rya.org.uk/go/affiliate) or contact member services [member.services@rya.org.uk](mailto:member.services@rya.org.uk) for more information.**

## THE VOLVO IRISH SAILING SUSTAINABILITY AWARD

This year a new award (the Volvo Irish Sailing Sustainability Award) was presented to joint winners marina Royal Cork Yacht Club and Howth Yacht Club for innovative ideas when thinking about the environment and sustainability. From providing sailors with reusable water bottles at events, using compostable food and coffee containers, paper straws, online documents, to organising rubbish collections from their local waters and giving educational talks, both

clubs invested much energy into reducing the impact sailing has on the environment, and worked with young sailors, members and their local communities to create sustainable sailing practices.

### “ Royal Cork Claims the Inaugural Sustainability Award



At Volvo Cork Week 2018 the Club attained the Gold Certification from the International ‘Sailors for the Sea’ Clean Regatta programme with the event sustainability partners MaREI Centre for Marine and Renewable Energy and An Taisce’s Clean Coasts programme. The Clean Regattas programme is the world’s only sustainability certification for water-based events. The initiative helps people run more environmentally friendly events to protect local waters and beyond, raising the bar for ocean health around the world.

In addition to the Royal Corks environmental and sustainability work during events, the Club also collaborates with MaREI who came in to talk to our young sailors during our sailing courses about caring for the marine environment. The talk entitled Ocean Devotion covered the importance of the sea to our lives – for providing food, transport, leisure and oxygen – why we need to care for it, and how we can take action.

MaREI have delivered ocean literacy outreach activities at the Royal Cork Yacht Club for the last 3 years, a collaboration which led to the Club running Volvo Cork Week 2018 as a Clean Regatta, a certification from the Sailors the Sea program.

# Fibreglass Marina Decking



## Marina Deck has one of the highest degrees of slip-resistance ever measured

### Applications:

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Jetties  
Fuelling areas  
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### Benefits:

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# OFFER YOUR VISITORS 24-HOUR USB/DATA/ 13AMP CHARGING



Rolec's new Outdoor Charging Station provides the ideal solution to cater for the extra power requirements of modern marina life.

Allow your visitors to stay connected and remain powered up with the unit's USB/13amp charging capabilities – ideal for charging mobile phones, tablets, laptops, etc. indoors or outdoors at any time of day.

Rolec's Outdoor Charging Stations provide a range of safe, permanent, innovatively engineered Smart solutions to revolutionise how people interact with your marina.



#### Features of the stations include:

- LED amenity lighting
- 13amp charging
- Up to 8-way USB charging facilities

Rolec Outdoor Charging Stations can be customised to feature your marina's corporate branding colours and logos. For more information, or to register your interest, email: [rolec@rolecserv.co.uk](mailto:rolec@rolecserv.co.uk)

#### The stations are:

- IP65 Weather Proof & UV Stabilised
- Strong & durable proven hardware
- CE Certified



# DIAMONDS ARE A LODGE-PARK'S BEST FRIEND

**D**iamonds are a lodge-park's best friend. Woolverstone Marina Lodge Park has won a 2018 Diamond Award for its exceptional quality and outstanding customer service. Presented by Hoseasons, the Diamond Award crowned Woolverstone as the Best Small Relax and Explore destination in the East of England.

The Diamond Award was presented to Kelly Sharman (Woolverstone Marina manager), and team member Emma Coverley (left), by Hoseasons Head of Product Scott Drew (right), at the Hoseasons Annual Owners' Conference, in Newport.

"I was really delighted to accept this award on behalf of the marina team," says Kelly Sharman. "It's lovely to receive recognition of all the hard work which has gone into the lodge park over the past 12 months, and all the hard work which goes into making sure all our visitors are very well looked after when they arrive, and throughout their

## “ MDL's Woolverstone Marina Lodge Park wins Diamond Award

stay. "We pride ourselves on the extras we offer and going that extra mile to ensure every customer has a great experience and hopefully returns at some point in the future. It's a new venture for us, and I am extremely proud of the team, so well done to all. We are thrilled."

Woolverstone Marina Lodge Park has been running for 12 months and has already proven a hit with discerning holiday makers whose reviews are online on the Hoseasons booking site ([www.hoseasons.co.uk/woolvers](http://www.hoseasons.co.uk/woolvers)

tone). "The success of our business is ultimately dependent on how holidaymakers feel about their stay with us, so receiving an award based on the strength of our customer satisfaction scores is particularly pleasing," Kelly continues. "We do everything we can to give our guests a first-rate experience whenever they visit, so it's nice for the team to get the recognition they deserve."

The marina lodge park, set in 22 acres of riverside woodland, currently features 10 lodges. The lodges are truly stunning. Each of them is unique but they all offer the same high quality in build and furnishings, plus guests all benefit from the outstanding service delivered by the Woolverstone Marina team. Some even feature private hot tubs for starlit nights plus four lodges cater for dogs (and come with complementary doggy treats, dishes and towels).

They can accommodate up to eight guests with spacious open plan living and dining rooms, fully equipped kitchens,



[ Above: Emma Coverley, Kelly Sharman, Woolverstone Marina manager and Scott Drew, Hoseasons Head of Product ]

multi-channel TV, and en suite and family bathrooms. All have dedicated parking, luxury linen and towels, MDL WiFi and feature woodland balconies.

"All are welcome to stay in the lodges," Kelly continues. "They're perfect for a couple's retreat, or a large family

gathering. There's plenty to do around here, whether you're getting onto the water or enjoying all the tourist attractions. Find us on Hoseasons to experience our Diamond Award winning park."

**For further information about MDL Woolverstone Marina Lodge Park visit the website [www.mdlimarinas.co.uk/mdl-woolverstone-marina](http://www.mdlimarinas.co.uk/mdl-woolverstone-marina)**

# TYHA SUMMER VISIT 2019

DON'T MISS OUT,  
SIGN UP TODAY

DAY 1 19-06-19

- Torquay Marina
- Premier Noss on Dart Marina
- Darthaven Marina
- Royal Dart Yacht Club
- Yacht Haven Quay

DAY 2 20-06-19

- Plymouth Yacht Haven
- All onboard the Spirit of Plymouth and set sail to Sutton Harbour, Mayflower Marina, sights of Plymouth Sound

2 night's accommodation (18th & 19th June), lunches, dinners and drinks, travel by VIP coach and boat trip are all included:

- Single occupancy £570
- Double occupancy £970

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**Inland and Coastal**  
Marina Systems




The Yacht Harbour  
Association

Contact : Libby Gordon  
LGordon@britishmarine.co.uk  
Call: 01784 223817

# ARE YOU THINKING OF HOLDING AN OPEN DAY THIS YEAR?

**M**arina Day is an opportunity for local communities and regional visitors to discover more about what happens in your marina, not just in terms of the boats on your pontoons, but also the other services, facilities and experiences that you offer, plus the enjoyment that getting afloat and being by the water brings.

TYHA are encouraging UK marinas to join the growing number of participating marinas to host a Marina Day on 8th June 2019 with the objective of attracting a new demographic to marinas to enjoy all that marinas and their tenants have to offer and ultimately introduce a new generation of people to our wonderful boating world. TYHA believe that this is an excellent idea and are keen build a critical mass of marinas participating which will undoubtedly raise the profile of marinas and help find

our future customers.

In 2018, a number of marinas joined MDL (who started Marina day) and invited members of the public and boaters into their marinas to experience life in and around the water. Activities in marinas varied greatly from 'come in for coffee and see what we do' to full on water festivals such as the extravaganza at MDL Torquay Marina, conceived and delivered by manager Mike Smith and his team.

We are adding to the resources we provided to members last year and will make them available on the website to help you with your open days, either on June 8th as part of Marina Day or at some other time during the year.

We appreciate that tides and other local factors influence when you can hold an open day however please consider holding an open day.

“

**Then why not link in with Marina Day 2019 on 8th June!**



**Here's a list of Marina Day activities you could consider:**

- Rib rides
- Windsurf demonstration
- Introduction to paddle boarding
- Visit boats – staff and boat owners show people around boats in the marina
- Guided tours of your Marina
- Speakers' Corner – some short interesting presentations
- Pop up food stalls
- Workshops and displays of marine crafts
- An introduction to working in a marina
- Interactive games/competitions (sail hoisting and rope work). You could also consider things like a chandlery sale, mini boat jumble, try a kayak, flare demo, RNLI demo



## PREMIER MARINAS RETAINS INVESTORS IN PEOPLE GOLD AWARD

**P**remier Marinas is celebrating, following its recent reassessment for the Investors in People Standard, where it retained Gold accreditation for the second consecutive time.

Investors in People provides a best practice standard, offering accreditation to organisations that demonstrate continuous development and which operate with a customer-centred focus. There are four levels of recognition - Standard only, Silver, Gold and Platinum.

The latest accolade follows a rigorous assessment, including an invitation to every employee to contribute to an online assessment and of which 77% of the Premier workforce gave feedback. Individual employee interviews across Premier Marinas' nine sites also added value and depth to the assessment process. This year's assessment was the first under

**“  
The Investors in People Award is a tool to help support the growth and success of staff members**

the new, more meticulous, Generation Six Investors in People Framework which reflects the very latest workplace trends and essential skills required to perform in any industry. After visiting Premier Marinas Head Office in Swanwick Marina, Investors in People Assessor, Margaret Faulkner, made the following comments: 'Premier Marinas is a well-managed organisation. The interviews confirmed that people "enjoy coming to work" and "believe in what Premier stands for". It is clear we are living and breathing strategic development here.'

Upon hearing the news that Premier Marinas had been successful in retaining the Gold Investors in People Award, Pete Bradshaw, CEO said: "We are delighted to receive such a positive report which demonstrates our commitment to Premier's core values, respecting and rewarding employees as well as providing opportunities for training and development. We have a talented team of people and as a company we can be very proud of this external recognition".

Premier Marinas welcomes the Investors in People Award as a tool to help support the growth and success of staff members across its nine marinas. Seven million employees in over 35,000 organisations have achieved Investors in People accreditation and this award continues to help companies stand out from competitors and attract and retain the most talented people.



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## BOAT SHOW WILL HELP TRANSFORM ANGLESEY INTO THE EVENTS CAPITAL OF NORTH WALES

A major maritime-themed show will spearhead ambitious plans to transform Anglesey into the events capital of North Wales.

Tourism chiefs have hailed news that the All-Wales Boat and Leisure Show is coming to the Anglesey Showground as an economic boost for the island.

The event from Thursday, May 30, to Saturday, June 1, is expected to attract boat lovers from across the UK. It's grown out of the All-Wales Boat Show that's previously been staged in Conwy and Pwllheli.

According to organiser Davina Carey-Evans, managing director of Beaumaris-based Sbarc Event Management, the showground is a great venue with huge potential to be developed while Anglesey is the perfect setting. The marine sector is growing faster in Wales than any other part of the UK and boating generates an annual tourism spend of £282 million.

Anglesey is also popular with surfers and scuba divers, who pump £7.8 million into the local economy.

Davina, who has previously been involved with marine events such as the One Ton Cup, a world-renowned sailing event which was based in Pwllheli in 2001 and the annual Round Anglesey Race, said: "The All-Wales Boat Show has evolved and grown and the 2019 event will also include a strong leisure element.

"Moving the show to Anglesey showground will hopefully be a catalyst for our plan to turn the island into a major events hub. "We certainly have all the right ingredients. Anglesey is already a destination for 1.8 million visitors every year looking for things to see and do while, the venue is ideal, with 3000 square metres of undercover buildings, parking for 3,000 vehicles and excellent accessibility as it's just off the A5 and A55.

"The show will connect together industry leaders in boat and leisure products and services across Wales, with not only watersport and boating enthusiasts but all those that have a passion for the great outdoors.

"The level of interest from the marine sector is unprecedented for the next event, with over 17 of the best-known brands already signed up. Among them are Robalo, Bayliner, Finnmaster, and Ocean Master, to name a few."

"Anglesey is already a mecca for water sports that's surrounded by 146 miles of brilliant coastline. We're aiming for the enthusiasts in the middle of the market, we're not going for the high-end multi-millionaire yachtsmen or women.

"This event is designed for the people who tow their boats behind their cars, not to mention the kayakers, surfers, wakeboarders and scuba divers. These are the people who do it for the fun of it.

"It's going to be a must-visit for boat owners, water sport-lovers or families looking for a great day out.

"Eighty 80 per cent of the people who come to Anglesey are repeat visitors, which means they probably have access to a boat and certainly have access to the water with all the available slipways.

"I'm really excited by the potential of the event and how it can be the start of something even bigger."

It was a sentiment endorsed by Phil Scott, who is chair of the Destination Anglesey Partnership and a Director of the award-winning RibRide Adventure Boat Tours, who are based in Menai Bridge. He said: "Anglesey is defined by its coastline so this is the perfect place for the event to be held.

"We're also very lucky to have Mount Snowdon very close to us, and we always think of Anglesey as the best place to visit Snowdonia from.

"RibRide has just recently been honoured as the best tourist attraction in North Wales at the Go North Wales Tourism Awards and we have also been named as the number one boat tour in the UK on Trip Advisor.

"The success that we're enjoying is a good pointer to the huge potential of staging the All-Wales Boat and Leisure Show here on Anglesey."

Jim Jones, the Managing Director of North Wales Tourism, is equally excited.

He said: "Maritime tourism is on the up here because North Wales generally and Anglesey specifically has so much to offer. It's second to none.

"We already have fantastic attractions on the Menai Strait, including RibRide and the brilliant facilities at the National Outdoor Centre for Wales, Plas Menai, which excels in delivering the ultimate in water sports courses and outdoor adventure activities. .

"North Wales is undoubtedly the European capital of adventure tourism and marine tourism is a big part of that.

"There is so much confidence in the industry, so much investment going into North Wales, and we're now reaping the rewards.

"The plan to stage the All-Wales Boat and Leisure Show at the Anglesey Showground heralds another economic boost for the region and underlines that we are now in a golden age for tourism."



# NEW TYHA MEMBERS

## UK & OVERSEAS



### TRAFALGAR WHARF

Trafalgar Wharf, Hamilton Road  
Portsmouth, Hampshire, PO6 4PX

Contact : Chris Hems  
Tel: 02393 233826  
www.trafalgarwharf.com

Trafalgar Wharf is a shipyard in Portsmouth accommodating marine engineering businesses ranging from sailmakers and boat brokers to boat builders.



### VOYAGER MARINE LTD

Southdown Quay,  
Millbrook, Cornwall, PL10 1HG

Contact : Dominic Squire  
Tel: 01752 823329  
www.voyagerboatyard.co.uk

Voyage Boatyard was established more than 25 years ago and offers a variety of marine facilities including boat storage, repair, maintenance and new builds.



### YELVERTOFT MARINA

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Northants, NN6 6LA

Contact : Alison Jackson  
Tel: 01788 822292  
www.yelvertoft-marina.co.uk

Services include moorings for narrowboats up to 70ft, a service quay and boat maintenance, water and electricity to pontoons, pump out, toilets, showers and a laundrette.



### ABERDEEN MARINA CLUB

8 Shum Wan Rod, Aberdeen,  
Hong Kong

Contact : Simon Sung  
Tel: +852 2555 8321  
www.aberdeenmarinaclub.com

Fully serviced marina offering berths up to 100ft, state-of-the-art dry Berth facility and a full boat maintenance, repair and haul-out service.



### LIONWELD GROUP

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### RMCS

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RMCS Offer full design and installation of their range of pedestals, sanitation and pump out systems and lighting.



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The Pontoon & Dock Company offer a comprehensive range of marine and boat yard services. A team comprised of highly experienced marine operations professionals can bring a wealth of knowledge to your site.

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## 2019 MARINA CONFERENCE

24 - 25 April 2019 – Bournemouth, UK

We are now taking bookings for the 2019 Marina Conference. Don't miss the opportunity to network with other marina professionals, as well as attending interesting sessions.

### Conference Programme (subject to change)

#### DAY 1

- Key Note Speaker – The Marina Customer (Ben Martin - HKS | Creating places that enhance the human experience)
- Our Future
- BREXIT – panel discussion
- Marina Manager Training and Accreditation
- The new Marina & Boatyard Apprenticeship
- Anti-Fouling Initiative



#### DAY 2

- Key Note Speaker – Environmental Marinas (Monty Halls - Marine Biologist & Broadcaster)
- Environmental Issues: Invasive Species, Green Blue, Just One Ocean
- Disaster Management – panel discussion



Showcase Display Stands available - please contact Liv Whetmore for further information

Further information is available from Liv Whetmore –  
lwhetmore@britishmarine.co.uk / 01784 223631



# Composite Pontoon Decking



Below surface fixings for barefoot safety and professional appearance

## Traditional timber appearance with composite technology

#### Applications:

Pontoons Marina Walkways  
Fingers Mooring pontoons  
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#### Benefits:

Low maintenance  
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Long lifespan

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# LEESAN

## TURNING THE TIDE

Working with Pump Technology Ltd., their parent company, LeeSan, the leading specialist in sanitation systems for Marine, Leisure and Welfare applications, are now able to offer a comprehensive range of pumps and pumping systems for a wide variety of marine applications.

The growth of “floating” offices, restaurants, houses and other building means that pumping systems for sewage and waste water are often essential to enable the buildings to pump waste to the main sewer.

Sometimes boatyards and marine premises, which are generally at quite low (water

level) locations also need to pump grey or black water uphill, again to the main sewer. This may include cafes, restaurants, toilet blocks, laundries, washing facilities etc.

Additionally, marina installations may require Pressure Booster systems to ensure that potable water is available at the end of long pontoon runs.

These and a variety of other pumping problems can now be solved by LeeSan using the products (and sometimes additional expertise) of their parent company Pump Technology Ltd.

The combination of Pump Technology's expertise and massive stocks, together with

“  
**Full Range of Marine Sewage, Waste Water and Booster Pumps now available from LeeSan**



LeeSan's years of experience planning and installing Pump Out systems in boatyards and marinas throughout the UK and worldwide, now provides a service which is hard to beat.

Everything from basic “standard” pumps to fully customised “bespoke” systems with integrated control panels and backup functions is available.

Karl Sutcliffe, Operations Director, comments:

“This now means that we are in a position to handle just about any pumping problem we come across. Not only that, but we can be certain that we have the group experience behind us to enable us to offer the best solution at really competitive prices”







**Henk Gravestein - CMM**

I joined Jachthaven Bruinisse in 2007 as Project Manager for the renewal and extension of the Marina. After a couple of months I was asked by the owners to take over the general management of the Marina. With my strong commercial background I immediately started to change the organisation to a more commercial thinking and customer friendly company.

Coming from an intermediate Marina with 550 berths, Jachthaven Bruinisse has become one of the most modern Marinas in the Northern part of Europe with almost 1000 berths on a very high level of service and customer relations.

I am very proud to be awarded CMM and being part of a select group of professionals in the industry and will endeavour to be a good ambassador for the Industry.



**Kerry Marriott - CMP**

After completing the Advanced Marina Manager's course in Athens in October 2018, I'm very proud to have achieved my Certified Marina Professional accreditation.

Having worked for MDL for over 18 years and progressing from Administrator to Head of Operations, this was one accolade I was determined to achieve and would like to thank both MDL and British Marine for their help and support in achieving this goal.

**“  
Congratulations  
to the Marina  
Managers  
for their recent  
CMM & CMP  
Accreditation**



**Stavros Karnakis - CMM**

After 10 years in the marina industry, serving as a General Manager at Athens Marina in Greece, I was very sceptical about undertaking the AMM course, thinking there was no real value for me. However, as I finished the Advanced Marina Management course and I achieved my Certified Marina Manager, I can really say that it was a great accomplishment for me and a privilege to be part of this unique network of experienced managers and be able to share knowledge and best practices across the globe. I made friends around the world marina industry, I participated in discussions and presentations for many issues, business cases, technical problems and solutions and many other, with managers that face the same ones as I do in my line of local marina practice, and all of these with the help of experienced CMM coordinators and British Marine professionals.



## EZ Dock Pontoon

EZ Dock's floating, modular, composite docks and accessories offer unbeatable adaptability, exceptional performance in rough water, superior strength and durability. The modular pontoon system provides safe access for any age or ability. EZ Dock offers a range of customisation options allowing you to add walkways, docks, PWC docks and other features you need. As your space grows, our docks grow with you.

- + Flexible Floatation Technology
- + Adaptable Design
- + Universal Accessibility
- + Easily Customisable
- + Low Maintenance
- + Self-Floating
- + Environmentally Friendly

# WALCON MARINE

Docking Solutions which, following its acquisition last year, is now a brand of Walcon Marine, has supplied six of its distinctive, heavy-duty, tubular steel pontoons to the Town Dock in Torquay Harbour. They have replaced conventional yacht pontoons on the seaward side of the outer harbour that had reached the end of their life. This part of the harbour is exposed to swells coming in through the harbour entrance and so the Tor Bay Harbour Authority chose the Docking Solutions product to replace the previous infrastructure, based on their durability and requirement for a more robust solution.

Bay in South Devon, Torquay Harbour is a popular home and destination for yachts and motor cruisers. However, like all the harbours in Torbay it is

particularly susceptible to easterly winds. The pontoons just inside the entrance of the harbour are already Docking Solutions' products and are configured as a wave screen. The harbour authority's positive experience with those over the past twelve years prompted it to order the additional units. They have also been a tough and effective docking solution for larger vessels such as the wind farm support vessels that use the harbour.

"The six pontoons are three metres wide to match the existing Docking Solutions wave screen," says Walcon's Colin Bower. "The four at the seaward end are each 24 metres long, providing an exceptionally stable and robust structure, and the two at the shoreward end are approximately nine metres long,

The first one in the line has a variable freeboard so that the inner end matches the existing marina pontoons at 500mm and then the gradient increases gradually along its length to 700mm to match the wave screen freeboard. We designed this arrangement so as to avoid the need for a steep ramp."

"It's great to have them in and providing the wave protection that we need," added Nick Burns, Deputy Harbour Master at the Tor Bay Harbour Authority. "They are much sturdier than the product we had before. Our existing Docking Solutions pontoons have been in place for 13 years and are in good shape, so we are very happy with this continuation."

Docking Solutions pontoons use twin tubular steel floats braced by welded cross tubes for exceptional strength and durability, mounted in a catamaran configuration. They can be fabricated to almost any length and size, and in high-freeboard configurations. Customers include harbour and port authorities, search and rescue services and the MoD, as well as marinas serving leisure users.

“  
**Walcon Marine's docking solutions adds more wave-attenuating pontoons to Torquay Harbour**



# THE GREEN BLUE

## Creating sustainability heroes at your club events

### Will you sign-up today to The Green Blue's Sustainable Event Charter?

Greening your events and regattas can have great benefits, such as improved reputation and cost savings, and it really isn't that difficult to do. The Green Blue, the joint environmental initiative of the RYA and British Marine, offers support and resources to help clubs and training centres conserve and protect our marine habitats. Increasingly, clubs and training centres are looking to make a commitment to reducing the environmental impact of their events and regattas. Following The Green Blue's best practice guidance by signing-up to the free 'Sustainable Event Charter' will help you run greener events and regattas.

### At your event

- Brief competitors, race officials and volunteers about the environmental features of your event so that everyone knows what you are trying to achieve and will cooperate.
- Avoid using disposable cups and plates. Or if not possible ensure they are recyclable and that recycling facilities exist – remember the classic "three Rs" of recycling, reduce and reuse
- Water refilling systems are a great way to encourage participants to drink more water in a sustainable fashion
- Provide reusable water bottles to prevent use of plastic cups or bottles and provide clear signage to direct people to where they can refill them with drinkable water
- Ensure safety boats (including those borrowed from other clubs) follow the best practice measures



- Ensure any vinyl bow stickers are correctly applied by competitors to prevent coming loose in the water
- Reduce the waste generated by your event by using sustainably sourced or recycled materials for regatta trophies

### The competitors

- Encourage vehicle sharing amongst participants, spectators and event staff and provide public transport details on publicity materials and on the club or event's website
- Ask competitors to wash down their boats before arriving at and leaving your site to reduce the spread of invasive non-native species from one location to another
- Encourage competitors to use your harvested rainwater for boat wash down
- Encourage competitors to recycle waste and use reusable water bottles
- Ensure there are sufficient facilities to dispose of hazardous waste
- Encourage competitors to use low phosphate/ environmentally friendly cleaners



Kate Fortnam, The Green Blue Campaign Manager, says: "Safe and sustainable boating begins with careful event planning and active preventative measures to reduce both the impact of our activities and the risk of disturbing wildlife. It's important to create a tradition of sustainability at regattas and club events that will have a lasting impact on the marine environment for years to come. "Encouraging a shared sense of responsibility amongst your club members and regatta participants will allow you to become a catalyst for engaging boaters to protect their waters. At your next regatta, why not consider reducing as much paper as you can by prioritising paperless communications?"

### Contact Kate

[info@thegreenblue.org.uk](mailto:info@thegreenblue.org.uk) or on 023 8060 4227 for your free event sustainability checklist to select which best practices work for your next event. For further information and support, visit [www.thegreenblue.org.uk](http://www.thegreenblue.org.uk).



Join us at  
**BRITISH  
MARINE EXPO**

**26-27 MARCH 2019**  
St. Mary's Football Stadium, Southampton

The inaugural British Marine Expo will take place on 26-27 March 2019 at the impressive St. Mary's Football Stadium in Southampton, with its bright, modern, open spaces. This will be the first of a series of annual Expos that will take place across the country with locations in the Midlands and North being investigated for subsequent Expos in the next few years.

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## Bringing the industry together

Promising fantastic opportunities to learn, network and sell, British Marine Expo will bring the marine industry together to do business in this iconic venue in the Solent region. It will form the associations' flagship trade event and is sponsored by British Marine Trades Association and Superyacht UK. The Expo will include:

### DAY 1:

- **Supply Chain Conference** - focused presentations and discussions exploring how companies of all sizes can grow and exploit the array of opportunities open to them. The Conference will help companies tackle the very real threats to the supply chain's future
- **'Meet The Buyer'** - an annual event offering UK suppliers of marine products and services the unique opportunity to network with a range of buyers including overseas boatbuilders and distributors
- **British Marine Trades Association Awards Annual Dinner** - an entertaining evening showcasing the best of the UK marine industry

### DAY 2:

- **The Superyacht UK Technical Seminar** - returning for 2019, it will host a range of knowledgeable and respected speakers presenting on a wide range of current legislative hot topics

### BOTH DAYS:

- **Marine Showcase** - 30 stands available for companies to showcase products & services with shell scheme panels to be provided. Price on application
- **Stadium tours** are available for those who'd like to see behind the scenes of a Premier League club


Throughout the event, British Marine's group and regional associations from across the industry will host a range of networking events, meetings and training sessions.

## REGISTER NOW!

To register your interest in attending, being part of the Marine Showcase or sponsoring the Expo please email [BMExpo@BritishMarine.co.uk](mailto:BMExpo@BritishMarine.co.uk)




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# FROM THE BALTIC TO THE AEGEAN

**T**ransEurope Marinas is very proud to report a significant geographic expansion up to Germany's popular Baltic coast. This inland sea offers some accessible cruising with virtually no tide, relatively shallow waters and easy distances from one member to the other. Our 7 new Baltic members hail from the Marina Network Association, a group that prides itself on maintaining quality facilities and promoting good practice. Their marinas are well-serviced and spread conveniently along the length of the region, from the notable chalk cliffs of Wiek auf Rügen to Marina Lagunenstadt Ueckermünde, nestled inside the Stettiner Haff, a lagoon replete with two nature reserves. With a wealth of charming details from pretty resort architecture and majestic medieval castles, to white sandy beaches and rich flora and fauna, the Baltic has delighted visiting international sailors who travel up to spend a languid summer, immersed in the gentle lifestyle and fascinating coastal culture. The TransEurope network is delighted to welcome

## “ Seven new members for TransEurope Marinas

these new members and embrace some constructive new ideas on how to improve our members' boating experience:

1. Sonwik Marina Flensburg
2. Ancora Marina Neustadt
3. Marina Boltenhagen
4. Marina Wiek auf Rügen
5. Baltic Sea Resort Kröslin
6. Naturhafen Krummin
7. Lagunenstadt Ueckermünde

Last year's summer temperatures created spectacular conditions for being out on the water and visitor numbers were higher than ever. The network offers both a reassuring fraternity of established yacht harbours and of course the benefit of a cruising discount across a vast area that now stretches from the Baltic, around the British isles and down the French and Iberian Atlantic coast to the Canaries, up through the Med and all the way to the Adriatic and across to the Aegean, which is where this January's other new member is located: Linariá Marina, on the south coast of the Greek island Skyros.

The mood in the group is positive, despite industry concerns about a declining boat-owner demographic. Tangibly prevalent is a strong conviction in the quality of a life connected with the sea, enriched by memorable voyages enjoyed with like-minded sailors. Ocean-awareness, skill development workshops, introductory sailing courses, easy flotillas and improved integration with charter activities are just a few of the ways where members are working both individually and collectively to foster more interest in boating.



For more information please visit [www.transeuropemarinas.com](http://www.transeuropemarinas.com) or email: [info@transeuropemarinas.com](mailto:info@transeuropemarinas.com)



# ICOMIA MARINAS GROUP PUBLISH POLICY PAPER ON MARINA LEASE TENDERS

The ICOMIA Marinas Group has developed a policy paper giving recommendations to governments and investors worldwide on marina lease tenders.

Marinas around the world provide essential boat storage; associated infrastructure and amenities; public access to waterways and many economic and social benefits to the local community. Marinas are most often developed and operated with private investment and require professional management of the complex

interface between public access, operational health and safety, environmental control, industrial activities, tourism and community activities.

Essential to the long-term viability of marinas and consequential delivery of high-quality public benefits, is an investment framework that provides both security of tenure and affordable seabed and land rents within the range of Sustainable Occupancy Cost. Unsustainably high occupancy costs typically lead to poorly maintained, operated or abandoned facilities delivering

poor community outcomes.

This policy paper, developed by the ICOMIA Marinas Group, supports competition and the fair financial return to government for the lease of public assets but notes that this must be balanced and tempered with ensuring that this return is also financially sustainable over the term of the lease to the operator to deliver the ongoing community benefits derived from professionally managed and maintained marina infrastructure.

To find out more visit  
[www.icomia.com/library/Default.aspx?LibraryDocumentId=1708](http://www.icomia.com/library/Default.aspx?LibraryDocumentId=1708)



## Equipment Training

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

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# CHARGING FOR ELECTRICITY

Over recent months TYHA have had an increasing number of enquiries from berth holders regarding how marinas charge for electricity, this has inevitably been prompted by increased charges.

As you will be aware berthholders (your customers) can be charged for the electricity consumed by them and their craft, provided the unit price of electricity that they pay does not exceed the unit price paid by the Marina or yard owner (you). In addition, berthholders can be charged a service charge to recover the costs associated with the supply of electricity to berths. This charge can either be a flat fee or a unit fee based on the consumption by the craft and its berthholders. An increasing number of marinas are moving from charging a flat service charge to one based on consumption

(prorated), this has been done to make service charges fairer, with the lower users paying less and the higher users paying more. This is both considered reasonable and fair by the marina industry and Ofgem (the regulator). Of course, moving from charging on a flat fee basis to a prorated basis will inevitably mean some customers pay less and some pay. Those with smaller bills may thank you however those with larger bills definitely won't!

To help you our industry guidance documentation on this issue was formulated following communication with Government and Ofgem, the following is an extract from a letter written by Colin Atkins, Consumer Protection Policy Manager at Ofgem, which was one of these communications: Ofgem's legal remit only extends as far as the recovery of costs paid to the bulk electricity supplier.

Where these include a standing charge, this should be pro-rated amongst the customers according to the differing volumes, or estimated volumes, of electricity supplied to them. Ofgem does not regulate the charges which a reseller makes to recover his own infrastructure and administration costs (although there may be controls for which we are not responsible). It might be sensible to pro-rate these, but we cannot compel resellers to do so.'

Whichever service charge model you decide to use (flat fee or prorated) it is important to clearly differentiate on your invoices the charge for electricity units and the service charge. You should also be able to evidence to your customers the unit cost you pay for electricity (to confirm it is the same that your customers pay you). Ofgem does not require you to justify your service charge fee however many marinas make this information available to berthholders should they require it.

In conclusion if you are preparing to change the way you charge your customers for supplying electricity to their berths (service charge) then we recommend explaining to them beforehand the reason for the change and the impact it is likely to have on them. Also make sure you clearly differentiate between the unit cost for electricity and the service charge on your invoices.



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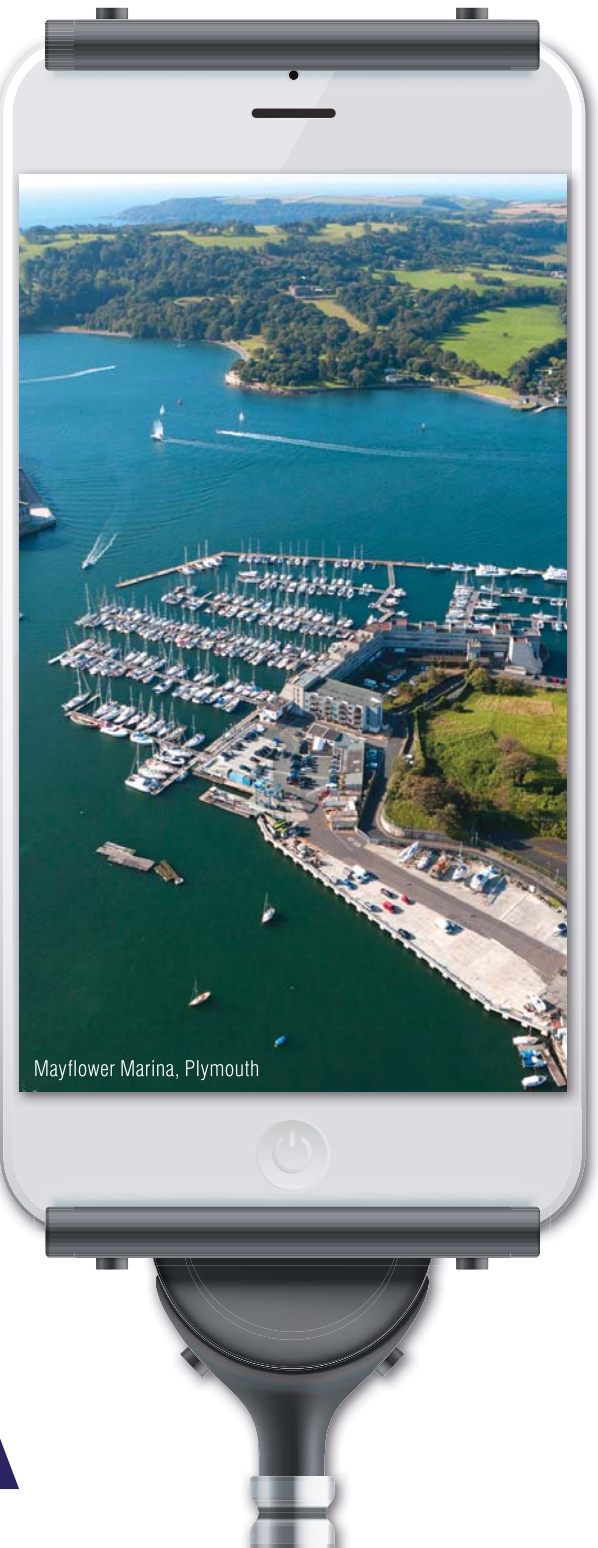
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