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and

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In FOCUS



Jon White TYHA Manager

The TYHA team and Directors hope that this edition of Fore & Aft finds you, your families and colleagues in good health. Since our last F&A edition much has changed in the world with most peoples personal and business lives having adapted to cope with the uncertainty that COVID-19 brings. Although a very challenging business environment the feedback from many marinas post COVID-19 lockdown is reasonably positive, annual berthing contract numbers are good and customers are using their boats more than usual; boat sales are also booming in many countries. Marinas dependant on charter and/or visitor berthing however are experiencing difficult trading conditions which has been compounded by regional lockdowns, inter-country travel restrictions, quarantine

requirements and a cautious consumer approach to air travel.

The immense effort that marina staff put in during lockdown has clearly been greatly appreciated by berth holders as we have received many positive comments about how well staff looked after customers beloved boats during lockdown with status reports, pictures and videos being provided. In the main customers have understood and valued the approach that marinas have taken to protect their staff and customers during these difficult times with some innovative ideas and practices helping. All of this has been evidenced by an unprecedented number of votes for Gold Anchor marinas participating in our Towergate Marina of the Year Awards through which many positive comments have been posted about staff actions and great communications. Despite being unable to hold a normal awards ceremony for the Towergate Marina of the Year competition this year the awards ceremony will still take place but online this year, more details to follow soon.

I'm very pleased to confirm that following Andrew Jagers recent retirement from the Gold Anchor assessment team that James Burnell is joining us. Read more about him on page 34 of this issue. James joins us as we prepare to recommence Gold Anchor assessments so Hayley will be in contact with you soon if your marina is due an assessment. We will initially focus on countries where we have a resident Assessor and our primary focus will be to ensure that assessments do not compromise the safety of Assessors, your staff or customers.

It has been a pleasure meeting online with many members in recent months however I very much look forward to future face to face meetings at events and conferences as they start to recommence. We have a TYHA stand booked for Boats 2020 in September and still hope to have a presence at BOOT in January.

In the meantime, I hope you enjoy this edition of Fore & Aft and wish you good health and success on establishing your new business norms.



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WILDLIFE SUCCESS
AT ROYAL QUAYS



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Front Cover: Stornoway Marina - Isle of Lewis

F&A September 2020 / Volume 38 / Issue 03

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“ THE FIRST WATERFRONT HOTEL FROM YACHT HAVENS GROUP

The Salt Lodge at Troon Yacht Haven, Ayrshire, Scotland, is a stunning collection of Scandinavian and Scottish design influenced waterfront suites. The Salt Lodge will offer a new option for visitors to the Ayrshire region with its stylish, comfortable and flexible waterside accommodation suiting families, golfers, visiting boaters and working professionals.

Externally, crisp weatherboarding in ocean colours echoes Scandinavian timber homes and traditional Scottish boathouses. Internally, the one and two bedroom suites feature a contemporary living space and a terrace or balcony overlooking the vibrant marina and out over the Firth of Clyde coast.

A blend of cottons, linens, wools and wood create a cosy atmosphere similar to the

increasingly popular 'hygge' lifestyle. Blueprints and photos of classic yachts designed by Ayrshire's world-renowned architect William Fife III adorn walls and soft furnishings, reflecting The Salt Lodge's maritime setting.

The ten suites feature super king beds (or twin beds) and the convenience of an added sofa bed. The comfortable one bedroom suites can accommodate up to four guests and the two bedroom suite up to six. Each suite comes with kitchenette and dining area. Guests can also enjoy great food and drink at neighbouring Scotts, a popular bar and restaurant offering seasonally changing menus and views over the marina. Two suites on the ground floor are dog friendly.

Additional facilities include complementary Wi-Fi throughout and, for those enjoying a round of golf or two,

secure golf club storage and heated drying racks for shoes.

Prices at The Salt Lodge Hotel at Troon Yacht Haven start at £95 per night for the one bedroom suites and £125 for the two bedroom, family suite.

Opening reservations at The Salt Lodge, Stephen Bennie, Director of Troon Yacht Haven, says: “The fresh, flexible and stylish waterfront suites at The Salt Lodge add something very special to Ayrshire's tourism market. They will appeal to a wide range of guests coming to enjoy the region's stunning countryside, heritage and, of course, challenging and celebrated golf courses.”

The Salt Lodge sits at the epicentre of Ayrshire's most prestigious golf courses - the Old Course at Royal Troon; the home of the Open Championship, Prestwick Golf Club; and the Ailsa at Trump Turnberry.

For those touring by boat, boot and bike, The Salt Lodge is also perfectly placed close to excellent cycling and walking trails around coast and countryside including the National Route 7 stretching from Sunderland in North East England to Inverness in the Scottish Highlands.

The family run Yacht Havens Group owns and operates nine marinas around the UK and in Europe and has developed each location to suit the local market, from offices to eateries and retail.

www.yachthaven.com
www.saltlodgehotel.com



IGY

EXPANDS NETWORK

IGY is excited to announce the continued expansion of our global marina destination network with the addition of St. Katharine Docks Marina (SKD Marina), London. Marking our 18th marina across 11 countries – we welcome this 5 Gold Anchor, 185-slip facility, which provides luxury accommodations for a host of vessels including yachts up to 40 meters (130 feet). IGY Marinas will operate, market and brand St. Katharine Docks Marina. The destination is owned by real estate funds managed by Blackstone, one of the world's leading investment firms. This is a thrilling opportunity for IGY to showcase our industry-leading marina operations and global marketing platform for which IGY has become well known.

St. Katharine Docks is Central London's only marina and is located approximately 40 nautical miles up the Thames River, adjacent to the Tower of London with many of London's most famous tourist attractions in close proximity. The asset was renovated by Blackstone and has evolved into a thriving waterside community, featuring a mix of commercial, residential, retail, food and beverage amenities that surround the marina. The Docks' cobblestone promenade of boutiques, eateries, pubs and markets, provides beautiful places to explore along the marina's waterfront. A true "bucket list" yachting destination - the marina offers waste management, concierge services, provisioning, fitness center, showers, and world-class on-site dining and shopping.

For more information about IGY and their expanding network products and services, please visit the website www.ramtech.co.uk



“
St. Katharine Docks is Central London's only marina and is located approximately 40 nautical miles up the Thames River

RYA SAFE TRX

The download that could save your life

Picture the scene – it is a perfect afternoon to be out on the water and you are sailing on a small sea-going day boat with a group of friends. You passed Brancaster 15 minutes ago on your way to Wells-next-the-Sea on the North Norfolk coast when one of your friends is suddenly feeling breathless and unwell, you suspect they may be having a heart attack. In this situation you swiftly begin to notice an increasing feeling of concern and an unnerving notion of isolation.

However, one of your friends registered your trip on the RYA SafeTrx app before you set off and is already requesting assistance using the emergency icon.

The app has alerted HM Coastguard and sent details of your trip to them including your track. The Coastguard now know your location, how many people there are on board and are already tasking the Search and Rescue Services to airlift your unwell friend to land.

With the best planning, sailing experience and weather forecasts, the totally unexpected can still happen when undertaking any trip – no matter how short.

How does RYA SafeTRX work?

The RYA SafeTrx app is an app for both Android and Apple iOS smartphones that allows you to track your journey on your phone.

You can enter your journey details directly from your smartphone and plan a trip knowing that should you not arrive by the time given, a nominated emergency contact will be alerted and advised to initiate appropriate action.

When an emergency contact calls HM Coastguard about an overdue trip or the emergency icon is pressed, the Coastguard will have access to your location and SafeTrx trip data through a secure SafeTrx server.

Whilst components of the GMDSS system remain the preferred means for communication and distress alerting, the app is a useful backup and particularly helpful

for those on small craft that may not have the ability to carry standard GMDSS equipment.

More than a mobile vessel tracking APP

The app provides all recreational boat users, particularly dinghy cruisers, PWC users, RIB users, canoers, kayakers, wind and kite surfers with an easily accessible and simple to use means that can inform HM Coastguard of their voyage plans and location in the event of distress.

RYA SafeTrx is more than a mobile vessel tracking app, it is also a practical tool that provides safety information and the knowledge to be safer at sea.

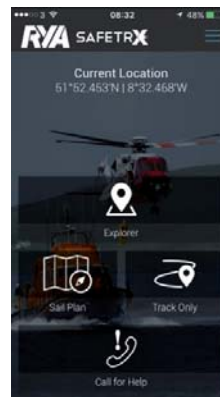
The explorer function provides weather information, port and marina contact details and VHF details based on your location when on the water. You can also share your journey and individual trip statistics, such as average speeds and distance, with friends and family on Facebook.

How do I download RYA SafeTRX?

The app is freely available to anyone who wants to be safer afloat. It is free to download and there are no charges to use it. To download the app or to find out more information visit the Safety Hub on the RYA website: www.rya.org.uk/knowledge-

advice/safeboating/Pages/hub.aspx. There, you will also find a handy list of answers to user's Frequently Asked Questions and a user guide.

For users who do not want to use the app, but wish their vessel's details to be available to HM Coastguard should you ever need assistance, there is the option to register an account and vessel details online at safetrx.rya.org.uk



MAXIMISE MARINA OCCUPANCY BY BUILDING & CONVERTING SALES LEADS

A robust lead management system combines friendly people with automated data handling to deliver timely, consistent customer service that converts into contracts, income and profit.

Increasing Enquiries

To get more enquiries, you need to tell potential customers about your offering and make it easy for them to register their interest. This is all about marketing, and the first place to start is your website. Whether you drive traffic through social media, advertising, newsletters or engaging content, it's your choice. But if you don't include a visible enquiry form that feeds into your customer database, you're missing a big trick.

Aquavista's new website incorporates a link to the Portal for customers to check their account in real-time, and to the embedded enquiry form where the choice of marina, boat type and marketing preference is all automatically captured in Harbour Assist.

Enquiry Handling

Research shows that customers expect businesses to respond to an email the same day – if your system relies on Post-it notes and email strings, you're not going to meet customer expectations.

Harbour Assist removes the ambiguity and alerts the enquiry team every time a request is submitted. Leads are turned into tasks, visible to the user and their manager, plus alerts can also be sent by email or SMS – there's no excuses for a sluggish response!

Customisable Responses

Every customer should receive a tailored reply – no-one wants a 'Dear Sir/Madam' missive. That doesn't mean writing everything



from scratch. Customising a standard response with free text and merge fields is more likely to be consistently successful. Before sending any communication, it is best practice to check the customer database to for the previous history. A regular visitor will need different information to a new boat owner, a returning berth holder or someone new to the area. Why not create a suite of enquiry response templates?

Lead Reporting

Understanding the source of your leads, how the volume changes over the year, the services people are interested in, and the success rate of conversions helps managers to deploy money and people more efficiently. Multisite marinas can track the interest levels across their estate, shifting promotional spend and resources between sites to maximise occupancy.

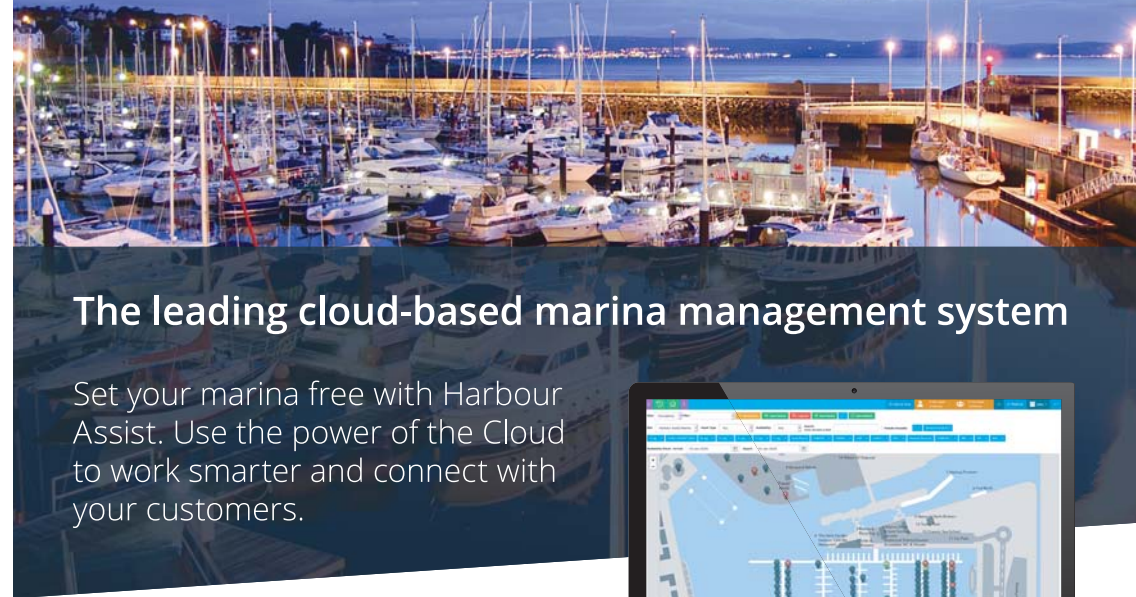
Harbour Assist can Help

It is easy to be seduced by stand-alone products, but the central principle of a single database accessible to all makes sense. It's more efficient, reduces errors and enables all parts of your business to share and use the same information. Even better if all correspondence is automatically attached to the customer record – letters, emails and customer responses. Staff who know their customers deliver a superior customer experience.

To find out how Harbour Assist can help you maximise occupancy, contact Nick Gill nick.gill@harbourassist.com or visit harbourassist.com for case studies, news, tips and features.

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surrounding foreign travel and regulations in France and Spain at the height of the lockdown have caused many British registered vessels to make way to home waters.

Gosport Marina is ideally suited to accommodate large vessels up to 40m LOA - with all states of tide access, large berths with 3 phase 63amp power and the facilities of Endeavour Quay next door with its 180 ton capacity travel hoist and full service boatyard.

At the end of May the yard was called upon to lift out a 34m performance sloop named LIARA for mechanical service work and minor composite repairs carried out by onsite specialists, Vortec Marine. The all blue yacht was built by Baltic Yachts of Finland as a multi-role superyacht for global cruising and racing. Delivered to her owner in 2019

she was due to start a world tour in 2020, but this was cut short when COVID-19 hit.

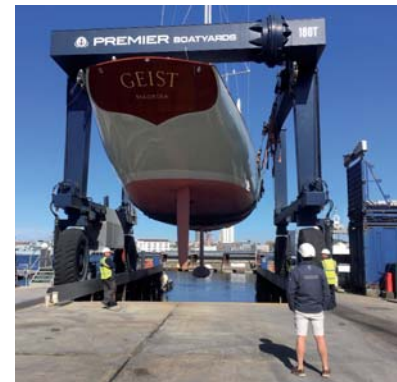
Endeavour Quay's yard Manager, Tim Newell said: "We are pleased to be able to accommodate so many large yachts here. Normally we would be servicing one or two big boats at this time of year, we currently have five to look after. Premier Marinas recent investment in additional large capacity pontoons is really bearing fruit. The services of the travel hoist are now in high demand for the months ahead, which in the context of the massive "pause" that was put on our industry in March and April, gives me great confidence for the remainder of the year".

To find out more about Gosport Marina and the services provided visit www.premiermarinas.com

“ LARGE YACHT HUB AT GOSPORT MARINA

In recent weeks Gosport Marina and its specialist boatyard Endeavour Quay have been called upon to host a high volume of large private yachts as a result of the COVID-19 pandemic.

Yachts that would normally journey from the Caribbean to the Mediterranean each spring have instead sailed to the Solent to spend the summer in UK waters. The uncertainty





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BUSY TIMES

FOR PDMS AND THE PONTOON AND DOCK GROUP

Despite these difficult times, 2020 has been extremely busy for the companies in The Pontoon and Dock Group.

PDMS have been busy delivering new boat yard equipment such as the recent small Roodberg SW5 slipway trailer to Silver Boats UK Ltd in Christchurch along with various others. These small hydraulic trailers have been a hit since being introduced some 6 years or so ago, as a very quick and simple way of recovering small craft. All of course backed up with the renowned Roodberg

quality, something which the company is finding is becoming more and more important to customers rather than just price.

The services side has also been extremely busy, with plant works, accredited training, site audits and LOLER inspections taking place nationwide. PDMS can provide training on boat yard plant and operations to various levels, including under the NPORS scheme. Both this and a more general boat yard operations training package (including cradling and storage of vessels) are proving to be very popular, with the ability for the

course to be tailored to individual sites with both novices and experienced operators accordingly.

Another in demand area has been site reviews and plant condition reports and inspections, as often organisations like to refurbish their existing equipment, with the refurbishments themselves also being provided.

Multi Mover UK have also been busy supplying electric walk behind tugs, ideal for moving boats on trailers, trollies and wheelie bins around marina and boat yard sites.

Notable customers include the Environment Agency, Canal and Rivers Trust, Inland Fisheries and others, with a machine range from 1200kg all the way up to 80,000kg capacity. Demonstrations are always available.

Meanwhile P and D Environmental have been busy on the marine civils side, with pontoon installs, piling and dredging taking place all over the UK. P D and E are doing a lot of work with Inland and Coastal Marina Systems such as the Fish Quay at Hartlepool, as well as with the Pontoon and Dock modular pontoons.

Finally of course The Pontoon and Dock Company have been busy supplying a variety of boat lifts, including AirBerth, drive on cube pontoons and the world renowned EZ Dock Jet Ski ports, allowing marinas to utilise often underused spaces for additional income.



Notable installs have been;

The supply of a second AirBerth to Hampshire Police to go with their existing one in Hamble Point Marina. They have been so impressed with their original that it was one of the first accessories they demand when procuring their new boat. The M520 AirBerth can lift up to 5200kg with ease and the boat can be launched rapidly in an emergency. Hot on the heels of that installation, the crew headed over to Belfast to install an M800 which can lift up to 8000kg.

This was to lift DAERA's newly refurbished boat, and had to allow for a hull covered in sensors and electronics. DAERA were so impressed with the result that they have now asked us to look a designing one for their new 35tonne CAT that they have just ordered!

On the smaller scale, we have been working with Canal and River Trust on various projects - including the dam at Toddbrook reservoir, have supplied Premier's Brighton marina with 10 new Jet Ski Ports and shipped out and installed a multitude of various sized cube drive on systems.

All in all 2020 has been an interesting year so far but with lots of positivity around. Many projects are continuing, some are delayed but still underway, the general feeling is one of onwards and upwards.

To find out more visit www.pontoonanddock.com



NEW INLAND AND COASTAL MARINA SYSTEMS MARINA IN THE HEBRIDES

This summer, local and visiting leisure craft to Stornoway Harbour will be enjoying 75 new marina berths in its Newton Basin – increasing capacity for leisure craft to 155. The new facilities, designed and built by Inland and Coastal Marina Systems (ICMS), will be protected by a state-of-the-art breakwater and complement the existing 80 berth marina that was expanded previously in 2014.

With demand again currently exceeding supply for berthing in Stornoway, ICMS is installing its leisure marina walkway and finger pontoons as part of Stornoway Port Authority's 2017 Masterplan.

The GRP mini-mesh decked pontoons will provide the much-needed additional marina berths, all with excellent anti-slip properties.

The Outer Hebrides is a key sailing destination for visitors, and Stornoway is an important link in the chain of safe havens stretching from the Butt of Lewis to the Isle of Barra. The marina's situation on the Isle of Lewis makes access to the mainland and construction plant challenging.

"Being in the Hebrides has its logistical issues when it comes to installation, but we always find a solution," explains Brian Curley, Inland and Coastal Senior Project Manager.

"Assembling the pontoons offsite really helps timewise and reduces the amount of specialist machinery needed in-situ.

"This exciting project will also incorporate a new slipway and boat hoist, enabling the marina to offer boat yard services to visitors and port users," continues Brian. "We are delighted to be involved in such a prominent project in Scotland, which will be enjoyed by locals, sailors from aboard and the wider community long into the future."

To find out more about Inland and Coastal's pontoons and unique decking options visit www.inlandandcoastal.com sales@inlandandcoastal.com



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INNOVATIVE NEW WATERLODGE™ ARRIVES AT EASTBOURNE MARINA

Premier Marinas is delighted to announce the arrival of a sales demonstration Waterlodge Three floating apartment at Eastbourne Marina. An exciting new concept in on-water living, this lodge is for available for viewings through onsite estate agent Leaders.

Ian Watkins, Director of Waterlodge explained further: "Waterlodge Three brings 32 square metres of internal living space with two generous double bedrooms that include built in wardrobes, a fully fitted galley kitchen, a luxurious shower room, storage/utility room and up to 40 square metres of outdoor living and entertainment space; with

open deck areas at both ends of the lodge for outdoor furniture, a spacious Skydeck roof terrace and even the option to add a hot tub!"

He continued "Hand-built to order, these contemporary craft are particularly stable and their design ensures longevity, low maintenance and low running costs; making them the perfect holiday lodge for anyone who enjoys being by the water." Moreover, Waterlodges feature easy access, with the deck level positioned at the same height as the pontoon, enabling people with limited mobility to enjoy all the comforts this craft has to offer. Premier's Marina Manager, Daniel Heckford, is keen to introduce

more craft of this type into the marina: "Following a successful trial of this type of craft at Brighton Marina, this launch at our Sovereign Harbour, Eastbourne Marina is an exciting development that brings together all the convenience of an onshore holiday lodge to the peace and tranquility of staying on the water. It also offers owners the chance to enjoy the lifestyle and surrounding environment that comes with berthing in a coastal locked marina without the need to acquire sea craft skills.

For more information about the new waterlodge visit www.premiermarinas.com



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PADDLE CENTRE OPENS AT SWANWICK MARINA



These works included the build of a new decked area overlooking the slipway and river, the installation of new windows and doors and inside the container, a series of new under seat lockers were added to keep customers' belongings safe.

Tony Jones, Managing Director of The Paddle Centre, said: "I am thrilled to announce our partnership with Premier Marinas and the opening of our first Paddle Centre. The team at Swanwick Marina and the management at Premier Marinas share in our vision to provide the opportunity for new and experienced paddlers to get afloat in a safe and informal way and find joy in the outdoors. The Hamble River, particularly the upper reaches, is a short paddle away from Swanwick Marina and the views are just stunning."

With dedicated parking onsite, the new Paddle Centre also has toilets and changing facilities, plus provision to serve hot drinks and snacks to customers.





For more information and to call the Paddle Centre to pre-book the hire of kayaks and SUPs this summer, visit www.thepaddlecentre.co.uk or call 02380172189.


Plus, for those new to paddle boarding, the centre has an experienced team on hand to help customers get on the water for the first time or help make paddling experiences even better with 1.5 hour SUP Taster lessons, where attendees can learn basic SUP paddle skills and water safety before adventuring out alone.

In the lead up to its opening, the new Paddle Centre facility was prepared for social distancing requirements and underwent extensive infrastructure works.


Premier Marinas is excited to announce that The Paddle Centre is now open at Swanwick Marina, providing berth holders and visitors with the opportunity to hire both Stand Up Paddleboards and Kayaks with which to enjoy the beauty of the Hamble River.


Besides offering SUP and kayak hire on a 'pay and play' basis, the centre offers a host of classes, such as Sunrise and Sunset SUP excursions, paddleboard safaris and yoga on the water.




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A ROARING SUCCESS FOR MUSIC ON THE MARINA

Berthon Lymington Marina trialled an innovative music concert on Friday 7th August. It would be safe to say the event was a resounding success. The weather was perfect, the band was on point and the atmosphere was magical.

Many, including the Governmental Covid-19 guidelines team, realised that Boating might just be the perfect way to socially distance. Brian May, Berthon's Managing Director, had a light bulb moment - why don't we bring live music to our Berth Holders whilst they are socially distanced on board in the marina?

The event swiftly materialised to take advantage of perfect weather conditions. 300 berth holders attended the ticketed event on a glorious balmy August evening. As the evening progressed, there was dancing on board boats up and down the pontoons. Clapping, whooping and horns rang out across the marina as songs finished.

The event was even special for Gavin & Inchley and the rest of the All Stars Band, their first live gig this year, and a unique

experience for them playing to a floating audience surrounded by flybridges and masts!

Many berth holders took the time to email some lovely comments including: "There was a unique atmosphere and the sounds of ships horns (including the ferry) up and down the marina at night was an amazing spectacle. A unique and privileged experience that we'll remember forever."

Berthon were delighted that the pilot event was so well received and look forward to posting details of future events.

For more information about Berthon Lymington Marina and the services they provide visit www.berthon.co.uk

“ BERTHON ARE PROUD TO ANNOUNCE THEIR PARTNERSHIP WITH HENSHAW INFLATABLES LTD

The combination of Berthon and Henshaw Inflatables Ltd are able to offer a true end-to-end Superyacht tender repair, refit and refurbishment service to discerning Captains & their crews, Superyacht management companies and Superyacht refit yards. Our shared wealth of knowledge paired with industry-leading facilities on site at Berthon's Lymington HQ, combined with 30 years of Henshaw tender collar and fendering manufacturing and installation expertise, stand us in excellent stead as market leaders

for Superyacht tender support. Benefiting from a boat-building history spanning decades, Berthon's talented staff use unparalleled facilities and extensive in-house knowledge to meet exacting Superyacht standards.

On-site we have dedicated engineering workshops, spotlessly clean undercover heated sheds, world-class painting facilities as well as multiple forms of boat moving equipment. Head of new business development Ben Bradley-Watson comments: "Berthon is the best kept

secret in the marine sector. Our in-house skills and facilities are second to none. Our comprehensively equipped shipyard means turnaround times are extremely quick, with absolutely no compromise on quality of work."

A highly experienced workforce of shipwrights, engineers, electricians and painting specialists understand the importance of immaculate work when catering to the Superyacht industry. Any assignment is approached with the same minute attention to detail.



By partnering with Henshaw Inflatables Ltd, the leading manufacturer of tender collars and fendering system in the UK, we are further able to guarantee quality, as well as a complete an "end to end" solution.

At the start of a contract, the client is allocated a dedicated project manager, who carefully assesses the task before a detailed individual refit plan - including any coding compliance - is drawn up. This plan is formed in keeping with the busy schedule of the yacht; including picking up the tender from any European location, to returning it to her mothership and all steps in between. This ensures we are able to maintain a tight timeline, meet any required regulatory compliance, as well as provide clients with accurate anticipated costs.

A weekly report with photos is sent to the point of contact to track the project progress, as well as budget and allow Superyacht pursers to maintain precise accounts from afar. This truthful timescale also allows Captains to plan their programmes with confidence. The Berthon Group also benefits from having workshop facilities, in Palma, Spain, and offices on

the Riviera in France, Newport RI, USA, and west coast of Sweden, all of which know reliable contractors providing extensive aftersales support to Berthon clients.

To date, Berthon and Henshaw have welcomed tenders from many high profile superyachts, including J Class Velsheda; M/Y Rahal ; M/Y Lady Christine, S/Y Red Dragon, M/Y KOGO and S/Y Leopard 3. We have undertaken refits on many well-known super tender brands including Hunton, Pascoe, Compass, Windy, Novurania and Sealegs tenders.

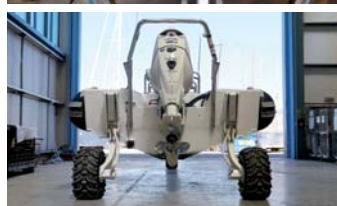
Berthon are also main dealers for Iguana tenders with sales as far away as UAE; our expertise therefore extending confidently to amphibious tenders. Our proximity to Southampton Port - one of the United Kingdom's main shipping hubs - allows for rapid transport inward and outward bound worldwide.

Furthermore, the in-house list of high quality brands within both companies add to the full service we provide busy Captains

and management companies. Berthon are able to offer a unique 'Repowering' option, retrofitting tenders with the revolutionary COX Powertrain diesel 300HP outboard

engine. Alternately, Berthon are the UK's leading supplier and service support agent of other outboard and inboard engines brands. Our international brokerage offices in UK, Spain, Scandinavia, France and the USA gain us far reaching coverage for SY tender sales in the main second hand markets.

As well as collar systems, Henshaw Ltds are also one of the world leaders in the manufacture and supply, Superyacht inflatable fendering systems, sea pools, swim platforms, rafts and jetski docks, thus adding to a formidable "in-house, one stop, end to end" solution for the Superyacht Tender Support Sector. We expect this to be a highly successful partnership.



For all new enquiries, contact Business Development Manager, Ben Bradley-Watson + 44 (0) 1590 647 416, ben.bradleywatson@berthon.co.uk

“ Could Your Marina Improve its Green Credentials?”

The Green Blue is on a mission: increase environmental awareness amongst boaters and showcase marine businesses that are striving to incorporate sustainability into their everyday work.

As a boating community we play an important role in protecting the environment we live, work and enjoy spending our leisure time in. With more and more of us taking to the water each year it is important that marinas are able to give boat users access to facilities which enable them to boat in a sustainable manner.

The Green Blue's website: thegreenblue.org.uk offers free information and advice on environmental facilities and operations for marine businesses. The site also has as an Awareness Raising Toolkit to assist marine businesses in communicating environmental best practice to customers -



from how to boat safely around wildlife to how to avoid water pollution.

The Green Blue is the joint environmental awareness programme between the Royal Yachting Association and British Marine. The programme aims to raise awareness to the boating community of the importance of protecting our marine and inland waters. The Awareness Raising Toolkit includes sustainable boating posters, info-graphics, short video guides and written green boating guides. Written guidance includes, 'The Green Guide to Coastal/Inland Boating' and 'The Green Wildlife Guide for Boaters,' which can be provided to visitors and customers, for example, in berth holder packs or digitally in newsletters. Many marine businesses are also supporting The Green Blue by including a link to the programme's website to enable their customers to access free environmental guidance.

The Green Blue Business Directory

As well as having a plethora of advice for boat users, The Green Blue also has an online Business Directory. This popular online resource has a list of products and services which help to make boating more sustainable. The businesses that are included in the Directory are all British Marine members that have been selected as either their service or product, has been developed to aid the recreational boating sector in minimising its environmental impact.

If you are a member of British Marine and would like your business to be added to The Green Blue's Business Directory, simply fill in the online form on The Green Blue's website.

Mapping Environmental Facilities At Marinas Boatyards and Harbours

The Green Blue's online Pump Out Directory continues to be the most visited resource on the website, demonstrating the demand from boat users looking for marinas, boatyards and harbours that offer simple, non-time exhaustive solutions for improving their activity's level of sustainability.

The Green Blue is updating and expanding its directory of Environmental Facilities at UK marinas, boatyards and harbours. This will be available on The Green Blue website in the form of an interactive map helping boat users to search and locate marine businesses providing black water waste disposal, recycling waste disposal and filtered/closed loop wash-down facilities. If you are a business that offers some or all of these facilities and would like to be listed in the Directory, then please complete the online survey here.

For regular updates on sustainable boating and to share advice with your customers, follow The Green Blue on social media: @TheGreenBlue on Facebook, Twitter and Instagram.

For more information on environmental facilities and operations, as well as awareness raising materials, visit the website: www.thegreenblue.org.uk



“
**Trafalgar
 Drystack hits
 Spring Bank
 Holiday boat
 launching record
 as British boaters
 return to the
 water**

Since the lockdown was eased on 13 May, Trafalgar Drystack has achieved a record number of boat launches, as private boaters have flocked back to the water.

With an average 50 launches a day, since outdoor activities were resumed, the Drystack’s expert team handled 100 boat launch requests and retrievals, on Monday 25 May, one of the hottest Spring Bank Holidays for many years.

Colin Richardson, General Manager of Trafalgar Drystack explains, “We’ve managed to achieve a 3 hour window, from receiving the customer’s boat launch request to actual launch time, even with the social

distancing, additional boat hygiene and cleansing measures we’ve put in place. This means our customers can go boating the same day, without needing to give 24 hours notice. To handle 100 launches in a day, with this additional workload, is a fantastic achievement by our dedicated Drystack team.”

Trafalgar Drystack use three huge Wiggins forklifts to launch their customers boats in an almost entirely mechanised process, lifting them from the vast, indoor boat racks and lowering them into the water, all ready to go. Additional cleansing measures are in place when the boats need fuelling and after tying them up, ready for their owners to arrive.

All customers have been issued with clear arrival guidelines, together with current advice from the RYA, local harbour safety guidelines and refresher videos about safe boating.

Colin explains, “With three of these giant boat lifts readily available, we always keep one in reserve, which guarantees that customers boats can always be launched in the event of any

mechanical issues. By being able to launch continuously, this avoids any backlog, and is greatly helping us reduce any risk that customers are kept hanging around together. They can go straight from their car to their boat on the pontoon at their appointed arrival time, and maintain a physical, social distance at all times.”



To find out more about **Trafalgar DryStack** and the services they provide visit www.drystack.co.uk

JAMES BURNELL CMP GOLD ANCHOR ASSESSOR



in actual operations. It helps me have a really good understanding of what the industry is all about, and what will or won't work best for the client and therefore their customers.

I was one of a regular team doing in-house audits and reviews for the marina group and I found this was always an area that interested me. Indeed, I continue to undertake audits and suchlike under my P and D Marine Services hat, with a special focus on health and safety and boat yard operations. I always like to consider CPD for myself and my colleagues, so when I completed my CMP certification, becoming a Gold Anchor Assessor was a logical step. I've always been impressed by the Gold Anchor Scheme as it gives marine organisations a clear target to strive for and the recognition they deserve when awarded it, an independent confirmation that they can and do deliver.

I have been working in the marine industry since I left University in 2000, with the majority of those years spent involved in the operation and management of marinas and boatyards. I was with one of the large marina groups for some years, then marina and general manager of an independent site and its offshoot business streams

for nearly 10 years. I then joined Pontoon and Dock in 2016, and in 2019 we started P and D Marine Services Ltd, a very boat yard and marina service focused company. It is all about answering demand for high quality and reliable services and equipment, and I find many customers like the fact that I have these years under my belt

“

**Celebrating 20 years in the marina industry
James Burnell joins the Gold Anchor Assessor team**



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P&D Marine Services provide a complete range of support services to include servicing and repairs of boat yard plant, LOLER thorough examinations and general condition reports, custom adaptations and more. Our network of highly experienced and qualified engineers can tackle all problems, regardless of nature or equipment manufacturer. Our primary focus is customer service – getting or keeping your plant running as quickly as possible with high quality work.

PORT DE PLAISANCE DE LA ROCHELLE

In La Rochelle, a city already running an ambitious project to be carbon-zero by 2040, the marina management team found that despite years of adhering to existing environmental certification schemes, they needed to send a more focussed message to their berth-holders.

The marina holds 4 Gold Anchors, a global marina accreditation administered by The Yacht Harbour Association (TYHA) in the UK and the Marina Industries Association (MIA) in Australia, which already implies considerable commitment to environmental practices. As a complement to this, the Ports Propres scheme was perceived to resonate with

a more domestic audience. Responsible environmental behaviour is encouraged on a routine basis in the marina, and involves staff, boaters and onsite nautical professionals.

Examples are as follows:

- The collection and selective sorting of 11 types of waste and free distribution of classification bags to boats.
- Collection and treatment of contaminated yard run-off
- Free self-service pump-out for bilge water and other grey and black water tanks.
- An environmental manager within the port's administrative team
- Eco-citizen walks organised all year round in partnership

with the association Echo-Mer, to learn more about the marina's environmental challenges. (Dates and information posted on website)

- Sale of biodegradable products (cleaners, dishwashing liquid, detergent, sprays, shampoo, shower gels, soaps...) at the Marina Office.
- Daily intervention of the blue brigades in charge of cleaning the port (macro-waste)
- Awareness-raising actions on pontoons during the high season with the distribution of containers for used batteries, ashtrays for use on board, waste sorting bags.
- Promotion of ecological modes of transport (bicycle, bus, sea bus, electric vehicles, etc.)

A good communication strategy is essential, and the port employs various channels to make sure that all members of the wider marina community are made aware, including their official marina guide, a visitor brochure (produced in French, English and German), website, newsletters and various social networks.

Visit the website to find out more www.portiarochelle.com/en



DRY STACK BOAT STORAGE SYSTEMS

DESIGN MANUFACTURE INSTALLATION



SPIRIT YACHTS

Choose Gosport for Spirit 111 Commissioning

Earlier this year Ipswich based yacht builder, Spirit Yachts chose Gosport Marina and its specialist boatyard Endeavour Quay as the base to commission its brand new 111 foot superyacht.

Built by a team of boat builders using the highest quality sustainable timber and incorporating traditional techniques with the latest technology, the Spirit 111 is one of the most environmentally friendly superyachts created. She is also the largest single-masted wooden yacht to be built in the UK since the J-Class Shamrock V in 1930, which in a delightful twist of happenstance was built and commissioned at the very same boatyard in Gosport at what was then called Camper & Nicholson's.

The Spirit 111 is one of a handful of superyachts capable

of cruising without professional crew. She boasts energy efficient Lewmar hydraulic deck hardware and OneSails GBR (East) 4T FORTE sails (made from recyclable materials) fitted to a Hall Spars carbon fibre mast with in-boom furling.

The magnificent yacht was delivered to Gosport Marina in March for sail trials, class certification and commissioning. However, the Coronavirus lockdown meant much of the activity was delayed during April and May. Now back on track, Nigel Stuart, Managing Director of Spirit Yachts is pleased with how the final commissioning stages have progressed as the lockdown has eased: "Whilst adhering to the latest government coronavirus guidance, a skeleton team of staff has been able to continue commissioning the Spirit 111.

We are grateful to the team at Endeavour Quay, who have been efficient and professional during a challenging time.

We were really pleased with the sea trials on the Solent last week as we continue to use Gosport as our base away from

Spirit's Suffolk headquarters."

Endeavour Quay's yard Manager, Tim Newell added: "This is an exciting project to be a part of and further cements our reputation as the go to service centre for Superyachts in this part of the UK. Endeavour Quay

has been a home from home for the Spirit Yachts team, offering ample deep water berths with access in all states of tide, close proximity to good sailing in the Solent as well as the all-important facilities of the ship yard to draw on when needed."

For further information about Spirit Yachts visit the website www.spirityachts.com and for Endeavour Quay visit www.endeavourquay.com



BERTHON NOW OFFERING CLINICALLY APPROVED BOAT DECONTAMINATION

Berthon now offers a clinically approved decontamination of boats, to reduce the 72-hour contamination quarantine of surfaces to 1 hour, reassuring visitors and staff.

Engaging the services of a specialist clinical decontamination company (www.mghz.co.uk), Berthon have immediate access to decontaminate boats. The process of sterilisation is known as 'fogging' and reduces the government recommended waiting time between persons on board to 1 hour.

This treatment uses the same chemicals that ambulances and hospitals use to decontaminate effectively. The substances used are appropriate antibacterial and antivirus disinfectants that kill 99.9 per cent of microorganisms and viruses, dry within an hour and are not alcohol based, thus non-damaging to use in engine rooms.

Berthon has access to a specially trained team that will carefully 'fog' boats after they have been occupied by either an owner, staff member or

contractor providing we are aware that an owner is returning on board within 72 hours. Washrooms ashore will be decontaminated daily when further easing is sanctioned.

Brian May, Managing Director of Berthon, commented "We are delighted to be one of the first companies in the marine sector to offer this service to our customers" he continued "our focus is the wellbeing of our staff, local community and customers. We are very proud of our staff and how well they have adapted to the changes we have made throughout lockdown. We continue to produce the highest quality of work in utmost safety for our customers."

Decontamination must be arranged at least 48 hours in advance by contacting our Yacht Maintenance and Repair team, to coincide disinfection with visits on board and rendering the boat safer for all parties.

| Visit the Berthon website www.berthon.com |



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WALCON MARINE

As Italy begins to contemplate life after COVID-19, Walcon Marine's latest project in the country will be one of countless leisure facilities that can look forward to welcoming visitors.

The new marina is located in a stunning location at Castelletto Ticino on the southern end of Lake Maggiore, one of the largest and most beautiful of the famous Italian Lakes in the north of Italy. It has been built as part of the development of a contemporary, stylish new lakeside headquarters complex designed by leading architects Piuarch for Techbau S.p.A., a major Italian construction and civil engineering company, and sits directly in front of the building.

Walcon's Italian partner, Walcon Marine Italia (operating as the Sistema Walcon brand), were responsible for the supply of the marina and it has been engineered by Walcon to make full use of the lines of an existing, curving, breakwater that protects the location from swell and wash. The mooring facilities are comprised of a walkway 190 metres in length that runs along the inside of the breakwater and

provides stern-to mooring for around 40 boats up to 12 metres in length and then, projecting out into the harbour, a second, straight, 68-metre walkway for stern-to mooring on both sides for a similar number and size of boats.

The marina has been built using Antares aluminium pontoons, a Walcon Marine Italia variant of Walcon's System 2000 range. Two metres in width, they have polyethylene floats and feature Novowood WPC (Wood Plastic Composite) decking supplied in an attractive copper-brown colour. Access to each walkway is via two 10 by 2 metre access bridges with aluminium handrails.

The marina is managed by CM Nautica and is open to the general public. "This is a project of the highest quality build to complement both a remarkable new building and the beautiful location looking across the lake to the mountains beyond," says Sara Lanzoni of Walcon Marine Italia. "We are proud to have been selected to fulfil this project and are confident that our products will give many years of safe and dependable service."

Visit the Walcon Marine website to find out more www.walconmarine.com



COMMON TERNS AT ROYAL QUAYS A WILDLIFE SUCCESS STORY

Over recent summers, Royal Quays Marina has become home to a thriving colony of Common terns (*Sterna hirundo*). The birds migrate all the way from sub-Saharan Africa to mate and rear their young, having become a notable feature of the marina in the summer months. The colony started from a couple of pairs which Marina Manager Matt Simms first noticed nesting about 12 summers ago and has grown to reach over 60 breeding pairs each year.

Initially, the terns nested on a small patch of old railway track ballast at the end of the marina. Staff were keen to encourage the birds and the colony prospered. However, whilst this site was very much to the terns' liking, they were not welcomed by all



marina users, who found their territorial behaviour and aerial attacks threatening. Hard hats and umbrellas had to be provided for passers-by on the marina pontoons! Ultimately, the site had always been earmarked for development, and with plans for a new cafe bar restaurant gathering pace, the decision was taken to provide a safe new home for the Terns on a floating raft in the north-west corner of the marina basin.

Seeking advice from Dr Paul Morrison, the RSPB Site Manager

who had been keeping a close interest in the success of this colony over the years, and Jackie Hunter, an ecologist with the local council, both supported a proposal to relocate the colony in recognition of the conservation gain from having a more protected habitat.

A specially converted marina pontoon, complete with crushed scallop shell and gravel surfacing, chick shelters, and rescue ramps to enable errant chicks to climb back on board, was launched and moored in April 2014. When the terns returned from their winter break in early May, they were lured onto the new raft with hand-painted clay decoys (a rather large net having been placed over their old home). After a few anxious days whilst they checked it out, the team were relieved to see that the birds took to their new home and enjoyed a bumper breeding season. On the raft the birds suffered less from disturbance and passers-by, and marina users were not subjected to the usual aerial bombardment, allowing wildlife and a busy marina to co-exist more harmoniously.

Common Terns article from the TransEurope Marinas website: www.transeuropemarinas.com
To find out more about Royal Quays Marina and their services visit www.boatfolk.co.uk/royal-quays-marina



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“ Back to Boating Bonus

Berth holders at MDL Marinas have donated their ‘Back to Boating Bonuses’ to the RNLI and Ocean Youth Trust South. The charities will receive circa £5000 and £900 respectively. As lockdown eased, and everyone was able to get back on the water, MDL offered its berth holders and annual dry stack customers a 50% rebate on their April berthing fees. Berth holders had the choice of having the ‘bonus’ applied to their account or donating it to either the RNLI or Ocean Youth Trust South, MDL’s two chosen charities.

The RNLI, the lifesaving charity which received the lion’s share of the berth holders’ generosity, was extremely grateful for the donation.

Ed Stevens, Area Lifesaving Manager at the RNLI, says: “Because of coronavirus restrictions over the past few months, the RNLI’s usual ways of fundraising have been halted. We are kept afloat entirely by public contributions and we’re always grateful to our donors but now, more than ever, a donation like this will help our volunteer crews continue to save lives. We’d like to say a huge thank you to the berth holders at MDL Marinas for their generosity and for keeping us in mind at this time.”

MDL has supported the Ocean Youth Trust South for over 30 years, developing a close relationship with the charity which offers young people life changing sailing experiences. Thrilled to receive the donation,

Mark Todd, Chief Executive of Ocean Youth Trust South explains how the money will make a difference: “We’re so grateful to MDL’s berth holders for their generosity. The money donated will assist us in our endeavours to get more young people out on the water who couldn’t otherwise afford to, changing their lives through sailing on the voyages we offer.”

“The Back to Boating Bonus was a thank you to our berth holders for their patience over the last few months, it’s been tough for everyone,” says Tim Mayer, MDL’s Sales and Marketing Director. “We’re delighted that so many of our customers decided to donate their bonus to our two chosen charities, both such worthwhile causes.”



“We’re on a steady path toward a summer of great sailing, and we look forward to working with our teams and customers to make sure that we can all enjoy the water while keeping all necessary precautions around Covid-19, social distancing and hygiene measures.”

www.mdlmarinas.co.uk |

“
Berth holders donate over £5000 ‘Boating Bonus’
to MDL Marinas’ chosen charities

PREMIER MARINAS AND AGAPI BOAT CLUB FORM PARTNERSHIP

Premier Marinas, the UK's leading marina group, has partnered with Agapi Boat Club to create a smarter way for UK boaters to enjoy all the pleasures of high-end boating - at a fraction of the cost of traditional ownership.

The Premier Agapi Boat Club offers a prestigious subscription boat club model and a variety of membership styles that allow clients to select a fee plan to reflect their choice of boat models, level of usage and service requirements as well as access to Agapi Club Centres in multiple locations.

Premier showcased the first arrivals into the Club's fleet including, the award-winning Agapi 950 at the 2020 British Motor Yacht Show (1-9 August).

Designed in Sweden for Agapi and built to a high specification in Poland, the Agapi 950 is supremely seaworthy and effortlessly delivers a thrilling, fun and reliable experience at over 50 knots.

Commenting on the association with the Agapi Boat Club, Andy Mills, Premier Marinas Business Development Director said: "Before starting on this journey we researched a number of boat models and

operators, looking for exactly the right fit for Premier - and we found it with the Agapi Boat Club." He continued: "Agapi not only offered the kind of club we aspired to run and the cutting edge service systems to back it, but they also provide the premium boats that we require to fit with the Premier brand. But as importantly, we found that there were shared values between our two organisations including a requirement for professionalism, respect for customers, staff and suppliers and a deep understanding of what delivering a first-class service means."



| www.premiermarinas.co.uk |



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SWANWICK MARINA'S DRY STACK SET TO EXPAND



Premier's Swanwick Marina on the River Hamble is delighted to announce planning approval to extend its dry stack – a service for boats up to 11m which provides boat owners with a flexible and cost effective alternative to keeping their boats in the water.

Currently with capacity for up to 80 boats, this year's investment of £100,000 will see the dry stack increase to 112 spaces. Dry stacking is the ideal way to store small to medium motor-driven boats as it provides improved security against theft and allows boat owners to maximise their time on the water by reducing the time they spend on the launch and retrieval of their boat. Boat owners can also expect to

benefit from easier maintenance, as dry stacking reduces wear and tear on the hull, which in turn means improved through the water performance and reduced fuel consumption. Maintenance costs are lower too and the boat's residual value is maintained for longer.

Graham Bristowe, Swanwick's General Manager commented: "We're excited about the expansion and

investment. The steel frame is currently being built and from next month groundworks will commence, with the project due to be completed by the beginning of August – still giving plenty of time for new customers to enjoy the delights of the Solent. As a service it offers a safe and secure solution to storing motorboats or RIBs and gives boat owners almost instant access to their boat, 7 days a week."

Dry stack customers can enjoy a host of benefits including unlimited lifting and launching all year round, fuel at cost, free full Sea Start membership and for those who download the Premier mobile app, there is the option to book the launch or lift of their boat at 'the touch of a button', any day of the week. Plus, on returning to the marina boat owners are able to leave their vessel on a waiting pontoon,

where it will be lifted ashore, washed off and stored safely until their next visit to the marina.

With the additional spaces, Swanwick Marina's dry stack will rival the size of Premier's Gosport dry stack.

For more information about dry stack or to get a quote, contact Swanwick Marina on 01489 884 081

LYMINGTON BOAT CLUB

Lymington Boat Club, launched from Lymington Yacht Haven in early 2019 and provides access to a fleet of boats for an annual fee, has expanded its fleet to offer even more availability and choice.

Joining the fleet for the 2020 season is a brand new Axopar 28 T-Top with all new features, adding to a fleet that already

includes a Merry Fisher 695, Scorpion 875 RIB, Gemini 650 RIB and an Axopar 28.

The club offers members unlimited access to all five boats in the fleet; the chance to enjoy all the fun of boating without the responsibility of ownership. There's something for everyone, with friends and family, and even pets, being welcome aboard the

club boats. Members can go fishing, cruising, head somewhere for lunch or just relax on the water and drop anchor, with extra toys available to members on request including Stand Up PaddleBoards, a tender and fishing equipment.

"Year one was very successful for the Club - we've been able to bring new customers into boating, as well as re-engaging previous



boat owners", says Marina Director Rupert Wagstaff. "Our aim is to offer everything you could want for a day on the water, on a boat that is fully-serviced, immaculately maintained and fuelled up ready for members to step on board and go boating".

"Before choosing our new boat, we surveyed our members to find out what they most love about boating and which boats they would like to use more. Fleet versatility and style are our top priorities when selecting a new boat as we want to ensure our boats are suitable for all the activities that our members undertake on the water."

Listening to members' feedback, Lymington Yacht Haven chose the Axopar 28 T-Top to offer maximum day-boat usability and the most spacious

configuration for cruising, sun-bathing, water-sports and socialising.

Like the rest of the fleet, it is coded to MCA safety standard with lifejackets provided for everyone onboard. The new boat also has the added benefits of seating for 8 persons, a dedicated drinks serving area on the aft deck bar, and an electric windlass.


The boat is fitted out with a 300HP Suzuki Outboard, for improved fuel efficiency and performance, and a Multi-Function Display Screen on the dashboard. The specification includes an upgraded 12" touch screen Garmin chart plotter; premium lighting package including underwater lights, fully-integrated Fusion entertainment system, a removable teak table in the

cockpit and most importantly, for all year round enjoyment, a Webasto HEATING system.

For those wanting to join the Lymington Boat Club, they are offered full training on each boat as well as RYA Level 2 Powerboat training and certification, if required, as part of their annual membership.


The Lymington Boat Club is the second club launched by Yacht Havens Group; in early 2018 Plymouth Boat Club launched followed by their expansion into casual RIB hire in Plymouth in 2020.

Annual memberships cost £8,000. For more details, visit LymingtonBoatClub.com or call 01590 677071.



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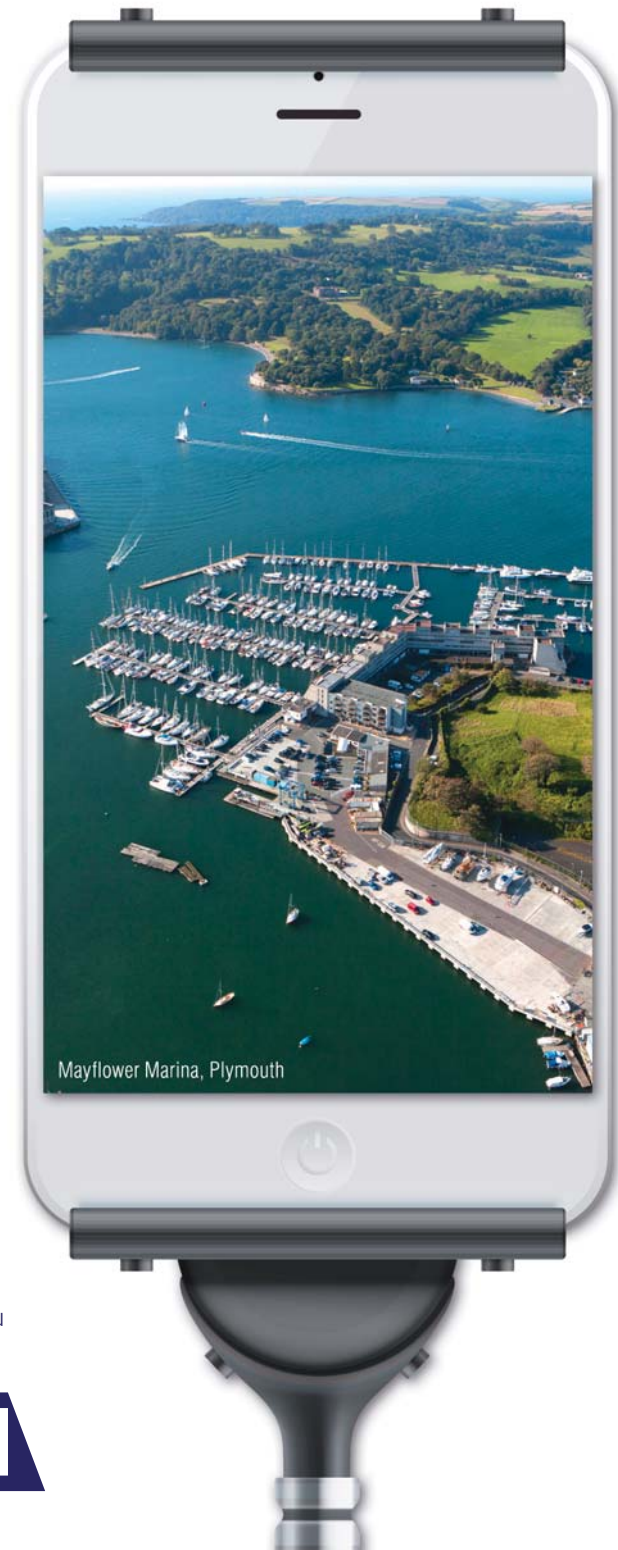
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