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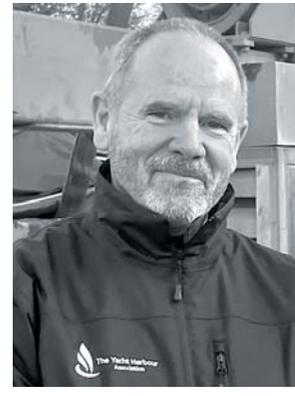
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In FOCUS



Jon White
TYHA General Manager

“
**2023 is
 upon us and
 our industry
 enters it with
 confidence.**

It is very encouraging to see that there is significant confidence in the leisure marine industry to invest and likewise in our marina sector. There remains a strong desire for acquisitions both from established players and new investors which is clearly underpinned by confidence in the leisure boating market and the consumers who invest their leisure spend with us.

During my recent travels to visit members at their marina sites, at boat shows and CMM networking meetings, there is both confidence and excitement for the coming months and years.

This has been reinforced at the ICOMIA Marinas Group and Grow Boating meetings I have been involved with during the Marine Equipment Trade Show (METS) and BOOT Dusseldorf.

Later this year members will have opportunities to share their experiences at events, shows and conferences such as the TYHA Marina Conference and the World Marina Conference hosted in Portugal at Marina de Vilamoura which has recently been accredited with the prestigious 5 Gold Anchor Platinum award. Along side the conference will run an IMM course which is part of the busy 2023 GMI course schedule, more information is available later in this magazine.

TYHA's Board, staff and Assessor team wish all members a very successful 2023 season and prompt you to contact us should you need any help or ideas which we will strive to assist you with.



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FORE & AFT ADVERTISING:

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hcloke@britishmarine.co.uk
 T: +44 (0)7923 227693

EXECUTIVE TEAM:

General Manager:
 Jon White
 TYHA Gold Anchor Executive:
 Hayley Cloke

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5 GOLD ANCHOR PLATINUM
MARINA DE VILAMOURA



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29 TYHA MARINA CONFERENCE 2023
RNLI COLLEGE, POOLE, DORSET



44 THE SOUTHAMPTON
BOAT SHOW - 2023



50 YOUNG PEOPLE IN THE
MARINA INDUSTRY



Front Cover: Suffolk Yacht Harbour

F&A March 2023 / Volume 41 / Issue 01

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“ TONY DYE

CMM

TYHA Gold Anchor & Clean Marina Assessor

Tony has been involved in the marine industry for over 20 years having set up his own marine consultancy in 2012, and prior to this was Operations Manager for an independent group operating seven marinas with a total of 1700 berths and moorings. Within this role he also managed two south coast marinas and was responsible for group branding/marketing & advertising together with participation at international boat shows. Prior to working in the marina sector Tony owned and operated an international haulage company specializing in refrigerated cargos and is a qualified agricultural auctioneer.

He joined TYHA as an Assessor for their Gold Anchor Global Marina Accreditation Scheme in 2013 assessing marinas worldwide wishing to join this internationally recognised accreditation. He has worked as lead Assessor assisting the TYHA Management in the implementation of the

revised Gold Anchor Scheme which is a joint project with the Marina Industries Association of

Australia plus the introduction in 2021 by TYHA of the International Clean Marina

accreditation. The scheme now certifies all categories and style of marinas and boatyards from inland waterway / canals to luxury marinas offering Superyacht & Mega yacht facilities afloat and ashore. “I enjoy the challenge of developing new marinas & harbor’s into the schemes and working with directors / managers, seeing how the facilities integrate either or both systems into their operations and branding. It is particularly satisfying returning to a marina

and see our flags proudly flying and knowing you may have assisted in improving customers services or overall safety across the site”.

He has extensive coastal and inland marina operations and marketing experience and offers knowledge. Tony provides advice on efficient marina management and operations, effective marina marketing, marina business strategy / development together with exhibition planning and implementation.

He was awarded his CMM qualification in 2010 having attended both Intermediate and Advanced schools. He has been Chair of the UK & European Global Marina Institute for the past 4 years and acts as Mentor on the British Marine / GMI Intermediate and Advanced Marina Manager courses.

Tony was also Vice-Chair of TransEurope marinas, the independent group of marinas offering reciprocal berthing arrangements for their customers.



NEW PUMP OUT FOR WAVENEY MARINA



and reliable 2" peristaltic pump complete with safety control panel. This is linked to a token mechanism and stop button for easy use by marina clients. The station is timer controlled to eliminate any dry running and to allow the marina to charge appropriately for each use.

To overcome the challenges of flooding as well as wash from passing boats on the Broads, it has been mounted on a plinth. Ongoing work will be undertaken to improve this installation with additional groundworks and relocation of the pipework in an underground duct.

Karl Sutcliffe, LeeSan's Technical Director, comments "It's always good when a customer is happy to come back to us for replacement equipment. It shows that they are happy with both the kit and the service".

Warwickshire based Marine Pump Out Specialists LeeSan have just replaced the original pump out station at

Waverney Marina, on the Norfolk Broads, which had been in service for over a decade. The new unit is an LS200W pump out station fitted with a powerful

For more information please get in touch:
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“
The marina is undergoing a significant revamp after recently being acquired by Tingdene Ltd.

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INTERMEDIATE MARINA MANAGERS COURSE 24th - 27th April 2023 - Athens, Greece

British Marine are holding the internationally renowned Intermediate Marina Management Course (IMM) in Athens, Greece.

This four-day course is accredited by the Global Marina Institute (GMI) and is designed to provide marina personnel in a leadership position with fast-track training in the critical issues in marinas. It is also an essential course in a career path leading to the globally recognised Certified Marina Manager (CMM), Certified Marina Operator and Certified Marina Professional (CMP) qualifications.

The course is aimed at managers, supervisors and foremen who have had at least one full year of experience working at this level.



ADVANCED MARINA MANAGERS COURSE 26th - 30th June 2023 - Venice, Italy

The AMM course has been designed as a pathway towards Certified Marina Manager (CMM) and Certified Marina Professional (CMP) Certification.

Each day is packed with a range of learning opportunities, including formal classes and lectures, informal discussions, field trip to nearby marinas, group projects, marina/boatyard industry networking and evening classes and discussions.

Places will be strictly limited, so early registration is advised. To ensure a wide mix of delegates, no more than two people from the same marina organisation can attend the course. The course will be taught in English.

Applicants must have a minimum of three years' relevant management experience. British Marine will assess the application against this requirement.



**FURTHER INFORMATION: Call Kitty Judd –
07923 250650 or kjudd@britishmarine.co.uk**



INTERMEDIATE MARINA MANAGERS COURSE 6th - 9th October 2023 - Vilamoura, Portugal

The (IMM) course is aimed at managers, supervisors and foremen who have had at least one full year of experience working at this level.

This four-day course is accredited by the Global Marina Institute (GMI) and is designed to provide marina personnel in a leadership position with fast-track training in the critical issues in marinas. It is also an essential course in a career path leading to the globally recognised Certified Marina Manager (CMM), Certified Marina Operator and Certified Marina Professional (CMP) qualifications.

Each day is packed with a range of learning opportunities, including formal classes and lectures, informal discussions, field trip to nearby marinas, group projects, and marina/boatyard industry networking.



ADVANCED MARINA MANAGERS COURSE 30th October - 3rd November 2023, Abu Dhabi

British Marine, in association with the Global Marina Institute (GMI), presents the internationally renowned Advanced Marina Management (AMM) School.

The AMM course has been designed as a pathway towards Certified Marina Manager (CMM) and Certified Marina Professional (CMP) Certification.

Each day is packed with a range of learning opportunities, including formal classes and lectures, informal discussions, field trip to nearby marinas, group projects, marina/boatyard industry networking and evening classes and discussions.

Applicants must have a minimum of three years' relevant management experience. British Marine will assess the application against this requirement.



**FURTHER INFORMATION: Call Kitty Judd –
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TYHA MARINA OF THE YEAR AWARDS 2023

CHOOSE FROM TYHA ACCREDITED
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THE YACHT HARBOUR ASSOCIATION

It is your time to vote for TYHA's Marina of the Year 2023!

Visit : www.tyha.co.uk/marina-awards

Any marina with a Gold Anchor status is eligible for one of the Five categories in TYHA's Marina of the Year 2023.

Plus – any marina, berth holder or member of the public can nominate a marina employee for TYHA's Marina Employee of the Year.

Your customers can vote for their favourite marina using the search box online and nominate their chosen employee by entering their full name, marina, and reason for choosing them in the comments box.

Voting closes midnight on 27th August 2023

Terms and Conditions of TYHA's Marina of the Year 2023 (Owned and operated by The Yacht Harbour Association)

There are six categories; Marina Employee of the Year, Coastal Marina of the Year - under 250 berths and over 250 berths, Inland Marina of the Year, International Marina of the Year, and Superyacht Marina of the Year. There will be one winner per category, decided by public vote. This is based on: The number of votes per marina divided by the number of berths in that marina. TYHA will announce the winners at the Southampton Boat Show 2023 TYHA awards ceremony. Voting opens from midnight on the 01/01/23 until midnight on the 27/08/23. Votes received after this time will not be considered. Votes limited to one vote per person and must be placed through the online web form at www.tyha.co.uk/marina-awards. For the Employee of the Year award, a panel of judges will consider both number of entries and comments provided to determine the winner. Verbal permission must be received for somebody to nominate an employee. The panel of judge's decision is final.

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SUPPORT “ THE GREEN BLUE PLEDGE



With sustainability moving ever-increasingly up the boat user’s conscience, how can your business support boaters to reach their green goals?

With a rising interest from boat users in how to lower their impact on the environment, The Green Blue, the environmental awareness programme co-founded by the Royal Yachting Association and British Marine, have now launched The Boating Pledge.

Adopting a Sustainable Attitude

The Pledge has been created to draw boaters’ attention to some of the simplest and most effective actions that we can all take to protect the environment. There are fifteen Pledge points focussed around the strapline, ‘Respect, Protect, Enjoy.’ When anyone is preparing to get on the water, the Pledge will act as a reminder to try and lower the activity’s impact on the surrounding wildlife and to be considerate of local habitats.

The Pledge also encourages boaters to be respectful of the areas that they are travelling through, such as keeping noise disturbance to a minimum, adhering to speed limits, and anchoring with care.

Sustainability is fast becoming a priority for many water users as they witness first-hand the effects of water pollution, wildlife disturbance and erosion along banks and sand dunes. Promoting sustainability and encouraging visitors to be more

environmentally aware can help protect the local area for future generations and showcase boating best practice behaviours.

How to Join

The Pledge is open to all boat users, whether they’re choosing to operate a boat with a fuel engine, or a vessel powered by wind, whether they sail once a year or once a week! The Pledge actions are also relevant to both marine and inland waterway users, so wherever your visitors enjoy getting afloat they can join the Pledge. In return Pledgers can opt-in to receive a Pledge Pack with a Pledge pin badge, handy environment best practice leaflets and a certificate.

Support

As gateways to our waterways, marinas and harbours can positively impact the behaviour of the people that use them. The Pledge can act as an ideal opportunity to demonstrate how important the future of the environment is to your business.

There are several ways that your business can help support and promote the Pledge:

- Post about the Pledge on your social media pages.
- Display a poster in your business.
- Add the Pledge email banner to your email footer.

- Share a news article about the Pledge in your business newsletter.
- Join the sustainable boating community and make your own Pledge!

To receive your Pledge Promotional Pack with articles, images and posters, to start promoting environmental best practice at your harbour or marina, email: info@thegreenblue.org.uk

You can also join The Green Boating Pledge, by visiting The Green Blue website: www.thegreenblue.org.uk/boating-pledge. Don't forget to use the hashtag on social media: #GoGreenOnTheBlue.



“ MAJOR BOATYARD INVESTMENT AT LARGS

Largs Yacht Haven has invested in their boatyard operation by buying a new 75 Ton wise hoist.

The popular marina on the Firth of Clyde has taken delivery of a new 75 Ton WISE boat hoist which will replace the ageing 45 Ton hoist that has been at the site for over 30 years. The new hoist will now work alongside the existing 70 Ton hoist allowing flexible lifting in their boatyard which operates 7 days a week.

“With our brand new hoist comes brand new technology,” explains Marina Manager Dave Hewitt. “It will allow our boatyard operators to move around the hoist while manoeuvring rather than operating from a fixed location on the machine.

It really is like the difference between driving an old Land Rover and a Tesla!”

It wasn't just increased capacity that was key to the marina team; safety and new features were also paramount. “Working with WISE, we were able to specify the exact features we wanted ensuring we are able to offer far more than purely the increased weight. For example, our new hoist comes with greatly improved LED lighting to make emergency night time lifts much safer. The hoist is operated via remote control making it safer for our boatyard team, and we have automatic monitoring sensors that feedback real-time data to the manufacturers.”

Largs's boat lifting facility operates 7 days a week with emergency 24 hour lifting

available. For small or quick jobs, boats can be held in the hoist for an hour, over a tea break or overnight. For longer periods of storage, vessels can be positioned in the secure boatyard.

The delivery comes off the back of similar investments across Yacht Havens Group. The marina group, which owns and operates nine marinas across the UK and the Netherlands, have invested heavily in new boatyard equipment this winter. In addition to the new hoist at Largs Yacht Haven, Lymington Yacht Haven has also taken delivery of a new 60 Ton hoist, while Yacht Haven Quay Plymouth have purchased a new Wiggins Marina Bull Dry Stack forklift.

To find out more visit the website www.yachthavens.com



“
The new 75 Ton Wise hoist increases capacity, enhances safety and provides new operational features for the boatyard team



“ Mark Wanless, Operations Director for Aquavista

New TYHA Council Member

Mark Wanless, Operations Director for Aquavista, one of the UK's largest marina groups has had a career defined by customer service. After starting out in sports development, nurturing talent alongside brands like Adidas, Umbro and Coca Cola, Mark moved into the world of

hospitality, working in management roles across the country for Premier Inn.

It was during his time at Premier Inn, including undertaking training at the prestigious Disney Institute that Mark developed his love for delivering top class customer service. “Brands such as Disney and Whitbread,

pride themselves on consistency of service, placing customers and team at the heart of everything they do. Their passion for people is evident, treating their employees as customers combined with their relentless to innovate and continually improve their respective businesses, really sets them apart from the competition.

Mark took up his current role at Aquavista during the Covid-19 pandemic, a challenging period for the company, but one in which the management put a clear focus on supporting its customers and its teams. “It was undoubtedly a difficult time for everyone, but Aquavista committed to ensuring that help would be forthcoming to any customer or team member in need. We prioritised safety during this period and ensured that anyone having financial difficulties was properly looked after.”

He credits his move to Aquavista as being driven by the company's strong potential, “I was drawn to the business because of Aquavista's huge growth potential and the opportunity to continue to develop the Aquavista brand as a leader in the sector. At it's heart, Aquavista is a customer service business, and I could see clear parallels between this and my previous roles in hospitality”.

Mark's love for customer service is at the heart of his favourite aspect of the job - meeting customers everyday who share his passion and love for Britain's waterways. “We have 29 marinas across the country, each one completely unique with its own special character. It's one of the joys of the role to get out and about around the marinas, meeting with our customers and hearing their stories. I often find that people recognise me when I visit their marina and always come up to talk to me about any issues they might have.”

While he admits that he has yet to graduate to owning his own boat, Mark can often be spotted around the Aquavista estate and canal network, on his Kayak with his son's and daughter in tow.

“We've always been a family, which enjoys getting out on the water, and this role has provided a wonderful opportunity to discover so many varied and unique locations.

As a company, Aquavista's mission is to help people 'discover the life' and I like to think the role has certainly helped my family to do just that.”

“
**We have
29 marinas
across the
country**

Leading on all things customer service and sales at Aquavista, Mark has a particular interest in the way in which innovation and technology can help make Aquavista more efficient to further improve the customer experience.

“The opportunities to utilise technology to improve the customer experience in this role are endless, Aquavista have already commenced the rollout of the latest laundry technology to hit the UK, allowing customers to utilise a cashless app system.

During the summer of 2022

we also launched our Explore 34 benefit scheme which enables customers to take advantage of our water network and visit multiple locations at no extra cost to their current contract. Our aim is to make the whole process as stress free as possible, enabling our customers to focus on enjoying their time on the water. This year we will invest almost £5m improving the facilities and amenities at our marinas with a similar plan for next year. Making these improvements for our customers makes a real difference to our business and the brand. We have also successfully built our sales team to really help our customers be those current or potential, find the right boat to enable them to discover waterside life with us.

While Mark believes Aquavista has already made significant strides forward in recent years, he wants to ensure that the company remains at the forefront of what comes next for the UK Waterways industry.

“I'm passionate about the water, I'm passionate about the industry and as the sector evolves, I want to have some influence on what comes next, I want to be part of that future and innovation.

I've also met so many fantastic, knowledgeable people through TYHA, especially from British Marine whose advice has been invaluable during the past three years.”

To find out more about Aquavista visit the website www.aquavista.com

“ Market insights Marinas and Moorings

During the many interactions with TYHA members and the extensive CMM/CMP network the subject close to the top of the agenda is inevitably the state of our industry. Most of the information exchanged is location, or group specific, however it will give comfort to many that the statistics back up

the anecdote according to the recently released 2022 UK Marinas and Moorings Study conducted by British Marine in conjunction with TYHA.

Across the UK's 723 marinas, made up of 334 coastal marinas (63,727 berths) and 389 inland marinas (40,251 berths), average revenue growth is 13.5% up and sector profits are up 32.3%.

Average occupancy is 90% with many marinas full with waiting lists and there is significant confidence that the market will continue to see growth in 2023.

The 31-page report delves into many enlightening aspects of the UK marina industry with the vast majority of indicators being positive. The study also identifies that 31% of marinas have electric vehicle charging and 23% are experiencing demand for the capacity to charge electric boats so some helpful insights when it comes to writing business plans and identifying investment priorities.

For further information on this study please contact the TYHA office



Marina & Moorings Sector: Headline Statistics



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ANOTHER SUCCESSFUL GMI TRAINING COURSE!

British Marine in conjunction with TYHA, presented another successful Intermediate Marina Managers Course in Cardiff between 6th to 9th February 2023 on behalf of the Global Marina Institute(GMI). The Cardiff course with 15 delegates from the UK, Montenegro, Corfu & the United Arab Emirates follows the very successful course held last October in Dubai with 16 delegates from the UAE and UK.

The 4-day course is delivered by experienced professionals and designed to provide marina personnel in a leadership position with fast-track training on the critical issues in marinas. It is aimed at managers, supervisors and foremen who have had at least one full year of experience working at this level.

Topics covered included an introduction to Maritime Law, Customer service, Social Media in today's market, Finance, Environmental, Sustainability and Health & Safety Emergency Management. The 2 final days included visits to 2 local marinas with delegates being tasked with presenting a project idea in groups on the final morning with the aim to develop candidates business planning together with developing presentation skills.

Manj Mahey, Head of Training commented, "Fantastic to see the course sell out and have a diverse selection of delegates from varying marina organisations and places across UK, Europe and UAE. It made for a wonderful week with passionate conversation and engaging presenters imparting valuable knowledge, opportunity

to see two local marinas, tailing off with amazing presentations from our delegates! I look forward to seeing each progress in their careers and on a Advanced Marina Manager course!"

The Global Marina Institute was formed in 2011 as a joint partnership between British Marine and the Marina Industries Association of Australia, to deliver global marina training and certification with the aim of maintaining and increasing

standards in marinas across the world. The two organisations work together to maintain existing certifications and develop new certification pathways and training courses that reflect current industry trends whilst providing candidates updates on current legislation.

Candidates are then able to progress to the Advanced Marina

Management (AMM) Course with increased managerial experience either as a manager or assistant manager eventually leading onto the globally recognised and prestigious Certified Marina Manager accreditation.

The interest in industry recognised training courses has seen a rise in demand post pandemic with employers looking to develop employees skills and understanding, in all aspects of the industry, with retention of staff at the top of their agenda.

For details on all future training course please contact Kitty Judd @ British Marine Training, kjudd@britishmarine.co.uk www.tyha.co.uk/jobs/british-marine-training-programmes



The delegates all successfully completed the course



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MIKE SMITH

Premier Marinas announces the appointment of Mike Smith MBE CMM to the post of Marina Manager at Noss on Dart.

Mike joins Premier from a background in marine, events and hospitality including over 21 years with MDL – most recently as Regional Operations Manager. Mike brings with him a wealth of knowledge and experience which he will be able to draw upon as the redevelopment at Noss on Dart enters its next phase.

Phase one of the £75M regeneration project at Noss on Dart is near completion which includes the floating marina, a state-of-the-art full-service

boatyard, a dry stack for around 100 small motorboats, a self-store facility and a thriving tenant community offering diverse marine services.

Exceptional customer service is Mike's priority and he will take great pleasure in bringing the community together to create a real buzz around the new marina. He aims to make Noss one of the best marinas in the country.

In 1994, Mike received the MBE for services to the community having raised significant funds for the RNLI, including five D-class inshore lifeboats. Mike rallied a team through numerous physical challenges across the South West and beyond – cycling, swimming

and running – a dream he devised whilst on tour in the gulf.

Mike comments: "I am delighted to join the team at Noss on Dart and the wider Premier Marinas family. Premier Marinas has a collection of the finest marinas in the UK and this one on the stunning River Dart is no exception."

Phase two of the redevelopment at Noss on Dart will involve the redevelopment of the waterside area – previously home to the Philips building, the original shipbuilders on the site. This development comprises a hotel and spa alongside numerous waterside residential dwellings.

Mike Smith Appointed Manager at Premier's Flagship Noss On Dart



Base Marine
Making a WISE choice



This 16 Wheeled Monster is equipped with our renowned multi-mode steering system. So while it may be a big machine, it can still maneuver in the tightest of spaces.



JEDDAH YACHT CLUB MARINA JOINS TYHA



extended charter seasons right in the heart of Jeddah.

The Club itself boasts a beautiful and unique design, while the Marina enjoys industry-leading facilities that are under constant upgrade and development to ensure they're always offering the best service imaginable.

Staff and Crew can enjoy their own luxurious stay while berthing at JYC, with 5-star crew facilities available on-site, as well as the beautiful and historic Jeddah Old Town to explore on the doorstep.

For guests, members and charterers, JYC is the perfect location to discover the untouched world of adventure in the Red Sea. Welcoming, inspiring and convivial, Jeddah Yacht Club is uniquely positioned, proudly overlooking the city of Jeddah and the glorious Red Sea coastline.

Whether sailing, celebrating, or unwinding, JYC's elegant five star surroundings, hotel, restaurants and shops are a haven for people looking to unwind.

The team at Jeddah Yacht Club are always available to answer any questions on berthing, charter, membership, or the onsite sailing Academy: info@jeddahyc.com



Jeddah Yacht Club (JYC) Marina welcomes international yachts on Saudi Arabian Grand Prix Weekend 17-19th March 2023!

Jeddah Yacht Club and Marina is Saudi Arabia's first luxury west coast marina, and the first Saudi Arabian Marina to join The Yacht Harbour Association (TYHA).

The new and exciting JYC Marina is flanked by the glorious Red Sea, right in the heart of Jeddah, by the Corniche F1 Circuit. Located between the famous Al Rahma floating Mosque and the new Jeddah Yacht Club, distinctly

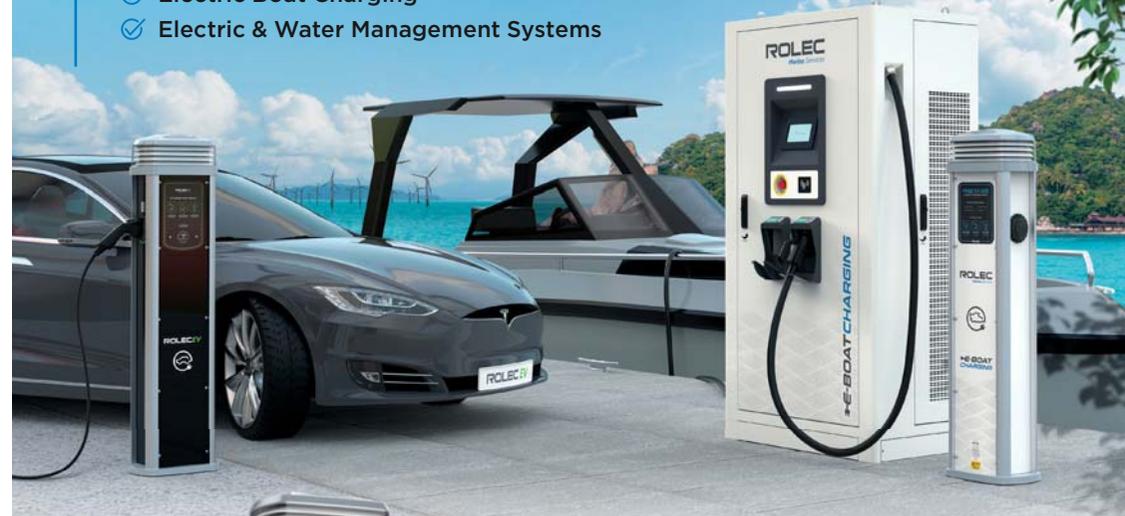
recognisable by its sail, mast, and boom architectural design rising 20 meters above sea level, the marina is ready to host many special moments on water.

Jeddah Yacht Club and Marina provides 95 berths from 10 meters up to 120 meters for annual and short-term visitors, including F1 event berthing for motor and sailing yachts. International yachts in search of untouched cruising grounds can find winter sun moorings and

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YALIKAVAK MARINA

Yalikhavak Marina, the proud recipient of the “Superyacht Marina of Year 2022” award from The Yacht Harbour Association (TYHA), has been further honored as a Clean Marina.

Following Yalikhavak Marinas Marina of the Year (MOTY) success Jon White, TYHA General Manager, and Murat Tuncer, TYHA Gold Anchor Assessor, were pleased to visit the marina to formally present the MOTY award and assess the marina against the Clean Marina accreditation criteria. A detailed assessment was conducted which scrutinized the environmental standards at Yalikhavak Marina, after this Jon and Murat were pleased to award Marina Director

Deniz Akaltan with the Clean Marina accreditation.

Clean Marina is awarded to marinas that recognise the importance of doing all they can to ensure their operations do not pollute the marina basin or surrounding waters. Ensuring that all the correct facilities are in place and operational is vital in ensuring that no pollutants enter the water course. The award therefore confirms that key equipment is operational such as blackwater pump



out, correct capture and filtration, drain interception, waste segregation and disposal (domestic and hazardous) and of course that customers and staff play their part to ensure that they use the facilities correctly and promote sustainability.

Marina Director Deniz Akaltan stated: "Bodrum is one of the most prominent destinations in Turkey and protecting nature and respecting the environment is our top priority in order to preserve and carry this identity to the future generations. We are associated with various international maritime organizations and communities, such as The International Council of Marine Industry Associations

(ICOMIA), The Yacht Harbour Association (TYHA) and the Foundation for Environmental Education (FEE). We are in constant communication with this wide network around the world, and abide by international standards to conform to this new reality. We will work diligently to uphold our commitments to meet the criteria for both the Blue Flag and TYHA, as well as the Clean Marina Certificate."

“

**5 Gold Anchor Platinum accredited
Yalikhavak Marina Recognised as a Clean Marina**



INVITATION

TYHA Marina Conference 2023

Thursday 11th May
RNLI College, Poole, Dorset

Key topics and interactive sessions to include:

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- Sustainability
- Government affairs & research
- Contracts & legal processes
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“ New ICMS floating concrete breakwater facilitates berthing expansion at Haslar Marina



Berthing at boatfolk's Gosport based Haslar Marina is being given a boost with the installation of a 70m wave attenuating breakwater in an exposed area of the marina.

As part of this two-phase project, pontoon and water access specialist, Inland and Coastal Marina Systems (ICMS) has designed and manufactured a bespoke floating concrete breakwater to reduce the wave climate in a particularly exposed section of the marina close to the entrance of Portsmouth Harbour.

The first phase is now complete and comprised the installation of two 60-ton 20m x 4m floating concrete breakwater units, carefully orientated to fit within the major reshaping of the marina which also involved realigning the green lightship, a prominent feature in this busy corner of the marina.

Extending the frontage of the marina, the protection this new fully serviced floating breakwater provides will enable Haslar Marina to create 45 new berths in the main part of the marina, as well as act as berthing for larger boats and superyachts.

“Over the last couple of years, as boating has boomed, demand for quality berthing across the UK has increased,” says Jon Challis, Sales Manager at ICMS. “With space tight in many marinas, they're looking at using sites not previously used due to exposed conditions. This is where our floating concrete breakwaters come in.

“They are designed specifically to reduce waves to a level where sheltered and comfortable berthing, either in a harbour or marina, can be provided – ensuring berth holders and visitors get a good night's sleep.

“Combining high strength and flexibility, our concrete breakwaters are built to withstand severe weather and wave action. Being fit for purpose does make the units heavy, which means they can be challenging to transport and manoeuvre, but working closely with the team at boatfolk, and experienced local marine contractor, Baker Trayte, the installation has been seamless. Haslar Marina now has the first phase of the protection it needs to expand its berthing facilities.”

Phase two is expected to start shortly, adding two 15m x 4m floating concrete units to the

breakwater – completing the full 70-metres of the wave attenuation programme.

Lucas Shotts, Operations Director at boatfolk Marina Group, comments: “Since inception of the project and the initial site analysis and design, the team at Inland and Coastal have been superb in their input and assistance in achieving the right product within our budget.

“There has been a huge amount of detailed knowledge shared between us which has resulted in the installation of a high quality and extremely effective floating breakwater in a harsh and busy environment at one of our most important marinas. It has been a pleasure working with the great crew at Inland and Coastal and we have become a really strong team.”

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

“ CONGRATULATIONS TO TWO NEW CMM’S

TYHA would like to congratulate Phil Langley from Aquaduct Marina and Angus Maughan from Overwater Marina for being awarded with their

well-deserved Certified Marina Manager (CMM) awards from Tony Dye, GMI Chair Europe and Middle East. Upon completion of their Advanced Marina Manager course both candidates, from

Cheshire (UK), pulled together comprehensive portfolios of their experience, credentials and references which lead to their joining the ever-growing community of CMM’s and CMP’s.



“ Phil Langley from Aquaduct Marina and Angus Maughan from Overwater Marina

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Christopher Odling-Smee, MD, The Marine Group
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“ HOLYHEAD TO BUILD “STATE OF THE ART” PILOT BOAT FOR FALMOUTH HARBOUR

The new £1.6M vessel designed and built by Holyhead Marine will replace the 45 year old LK Mitchell and join Arrow to provide Falmouth Harbour’s pilot services 24/7, 365 days a year.

Falmouth Harbour (FH) has awarded Holyhead Marine the £1.6M contract to build a clean, safe, fuel-efficient pilot vessel to join a fleet operating 24/7, 365 days a year and completing more than 1,000 boardings and landings per year within the Falmouth Harbour Pilotage Area.

It follows a competitive tender process of top boat builders around the UK, with a remit to make full use of modern advances in fuel-saving technology, safety and crew welfare and to have the new, 16–18m dedicated coded pilot vessel operational in 2024.



The 45 year old LK Mitchell (right) and Arrow (left) currently provide Falmouth Harbour’s pilot services 24/7, 365 days a year. Photo, Falmouth Harbour.

“Our Pilot boat crews work 24/7 365 days a year, in all weathers, to keep our Harbour open and safe to shipping and they deserve the best equipment we can buy,” says Falmouth Harbour CEO Miles Carden. “This new pilot vessel, built in the U.K. by Holyhead, will be an incredible asset for the next 20-30 years. “It will be state of the art and one of the few Tier 3 compliant pilot vessels operating in the country - with features which help Falmouth Harbour Commissioners meet their sustainability targets.” Holyhead Marine Managing Director Nick Colin York says, “We are particularly excited about this project as this Pilot Boat will have the Camarc Design refined hull form which has been developed to improve

efficiency, reduce fuel consumption and enhance seakeeping capability. “We are absolutely delighted to have been awarded this contract and are looking forward to working with Miles and the team at Falmouth Harbour.” Falmouth Harbour’s two current all-weather coded pilot boats operated by the Pilot Service are Arrow, a 16.7m Halmatic built modern pilot vessel built in 2006 and the LK Mitchell, a 17.5m Nelson 56 pilot vessel built in 1978. A two-boat operation, with the vessels operated in rotation, is essential to ensure complete coverage of the area and allow for vessel downtime and maintenance. “At 45 years old LK Mitchell is fast approaching a point where she is no longer economically

viable to operate to the standards required of a 24/7 operation in Falmouth,” says Miles. “She has been a loyal servant to our Port but the time to replace her has come. We will outline this vessel’s future in the coming months and we hope to redeploy her in a second, less demanding commercial life.” Falmouth Pilot Services (FPS) are a service arm of Falmouth Harbour operating the Falmouth Pilotage Area which spans from Black Head to the Dodman including Falmouth Bay, the Helford and Percuil rivers, the Carrick Roads and the River Fal.

For ongoing news regarding the new pilot vessel as well as full information on the work of Falmouth Harbour, Falmouth Haven and Falmouth Pilot Services visit www.falmouthharbour.co.uk

“ RED DIESEL

Use and Supply of Red Diesel in the UK

UK marinas are adapting to the new HMRC rules on the use of red diesel which commenced on 1st April 2022, one of the key impacts being that no longer can it be used to power shore located marine equipment such as boat hoists, boat movers, cranes, or forklifts; these now must use white diesel. The only machinery and equipment that can refuel with red diesel are those which are permanently attached to a boat such as a dredger.

The full briefing on this was issued by TYHA which can be found on our website in our

technical publications section of the member area: Technical Publications - The Yacht Harbour Association (tyha.co.uk)

It was a relief for many however that private pleasure craft could continue to use red diesel after 1 April 2022 (except for private pleasure craft in Northern Ireland). This is on the proviso that the person refuelling pays their supplier the duty differential on the proportion of fuel which is used for propulsion (this is a continuation of the previous policy).

As the new boating season approaches all UK marinas that

are RDCO's (Registered Dealer in Controlled Oil) are encouraged to continue to highlight to their customers that they are responsible to honestly declare, in their self-declaration, the proportion of the fuel they are buying that is to be used for propulsion and therefore pay the correct duty. If they do not they personally risk penalties from HMRC and ultimately HMRC could revoke the derogation which would mean all boaters paying full duty on fuel purchases regardless of its use (domestic or propulsion).



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savvy navy

founder wins Great British Entrepreneur Awards 2022

Jelte Liebrand, founder of global marine technology company savvy navy, has been recognised as one of the most exceptional business leaders in the UK winning 'Scale-Up Entrepreneur of the year' at the Great British Entrepreneur Awards 2022.

Jelte Liebrand founded and developed savvy navy, an all-in-one navigation app aiming to simplify boating technology by making navigation safe and easy

for everyone. Often referred to as 'Google maps for boats', the app continues to go from strength to strength and has this year almost doubled its users in more than 100 countries around the world.

In November, the entrepreneur from Poole in Dorset took to the stage at the tenth edition of the Great British Entrepreneur Awards 2022 ceremony at Grosvenor House in London, as a winner in one of twelve categories from the

South West, selected out of over 5,300 award entrants from all over the UK.

"It was such a surprise to win 'Scale-Up Entrepreneur of the Year' out of so many amazing business leaders across the country. Standing on stage at the awards ceremony in front of 1,400 people, I felt especially proud being one of the only entrepreneurs flying the flag for the marine industry, which we continue to innovate.

"Over the past five years we have worked hard to constantly develop our app with unique and user-friendly features based on feedback from users, to fulfil our vision to get more people out on the water. We now have a team of 14 employees, our turnover has more than doubled this year and the number of users of the savvy navy app continues to rapidly grow globally. So, the scale-up category felt like a very suitable award to end a great 2022," says Jelte Liebrand, CEO & Founder of savvy navy.

This year savvy navy has gone beyond boating, adding functionalities for paddleboarders, kayakers and jet skiers. Users of savvy navy have plotted more than 46 million miles of routes in the app this season alone.

The national Great British Entrepreneur Awards, held in partnership with Starling Bank, acknowledges and champions the hard work and uplifting stories of business owners across the UK. Winners from all regions across the UK were acknowledged with the overall Great British Entrepreneur of the Year Award, being won by the



co-founder of Jordan Brompton.

"savvy navy is an innovative and dynamic business which is growing and has a global presence. The business brings an excellent solution to a clear problem. A fantastic story," commented Ying Tan, non-executive Chairman of Knowledge Bank and one of the Great British Entrepreneur Award 2022 judges.

Great British Entrepreneur Awards founder Francesca James said that the awards' tenth anniversary was the biggest and best yet: "Celebrating Britain's ambitious, driven and inspirational entrepreneurs for a decade has been an honour, and

we've learnt so much from hearing all of their unique stories and perspectives.

"The extraordinary circumstances of the last few years have tested the resilience of our business communities, and the challenges were enough to give many entrepreneurs an excuse to give up. Instead, our award winners did the opposite and, through ingenuity, innovation and the ability to adapt, they thrived.

"These challenges certainly haven't gone away, and the next few years will present new obstacles to overcome - but one only needed to look around the room at our tenth anniversary to see some of the truly special founders and doers, to gain confidence that this snapshot of the economy can go on and adapt again.

"We'd like to congratulate all of our 2022 winners for all of their hard work and achievements - we look forward to following your lead into 2023 and beyond!"

To find out more information about savvy navy visit the website www.savvy-navvy.com



“ BOOT 2023

A Successful Show for TYHA Members



in developing and using the RS Pulse 63.

Tony Dye discussed the benefits of the GMI qualification pathway and asked those present to encourage their staff and colleagues in the industry to undertake GMI Training to develop their skills on the journey into supervisory and leadership roles.

In the context of a vibrant boat show such as Boot many other interesting and beneficial topics were discussed and shared to the benefit of all. As always, sharing within the CMM/P network was open, honest and to the benefit of the worldwide marina industry and those that work within it.

TYHA would like to personally thank Dean Smith, Ioannis Koutsodontis (CMM), Ana Pavlović and the D-marín team for kindly hosting this CMM/P networking event.

Future networking events will be communicated through TYHA Linked In and other TYHA communication channels, we look forward to seeing you there!

D-Marín very kindly hosted a Certified Marina Manager networking event on their stand at Boot Dusseldorf on 25th January this year. Jon White and Tony Dye welcomed the 25 CMM's and CMP's to this informal networking gathering where attendees mingled whilst enjoying D-Marín's hospitality provided by Ana, Ioannis and the team.

Many international topics were debated during the two hour event including experiences from the 2022 European season and expectations for this coming season. ICOMIA Marinas Group Chairman Martinho Fortunato shared information on the 2023 ICOMIA World Marina Conference which is being hosted in his own country Portugal in October and invited guest Jon Partridge from RS Marine Group discussed his experiences

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GOLD ANCHOR



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Vilamoura Marina started its activity in 1974 and was a pioneer in Portugal. It occupies a reference place in the national recreational nautical panorama, remaining the largest Marina in the country with 825 mooring stations, a fully equipped and functional shipyard and a professional sailing training center. It was one of the first Portuguese marinas to obtain quality and environment certification by ISO 14001 and ISO 9001, along with the European Certification of Blue Flag for Marinas and the distinction of 5 Gold Anchor Platinum by the Yacht Harbour Association (TYHA). These achievements have only been possible because "our" Marina continues to grow and develop, following and adapting to changes and needs of the market.

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GOLD ANCHOR



TINGDENE UPTON 🏆🏆🏆

On the mighty River Severn, Britain's longest river, lies Upton Marina, south of historic Worcester and north of Tewkesbury, Upton Marina offers secure pontoon and bankside moorings for all types of craft with hardstanding storage space and visitor berths, where you may take advantage of all the modern facilities you would expect from a large, well equipped, modern marina. Cruising on the Severn offers a variety of itineraries since it stretches 58 miles from Sharpness to Stourport and forms part of the Avon Ring linking the Worcester and Birmingham, Staffs and Worcs canals. It is possible to reach Stratford-upon-Avon and moor up opposite the Shakespeare Theatre. In fact there is hardly anywhere in the country that cannot be reached from Upton upon Severn by inland waterways.

YACHTHAVEN LARGS 🏆 Gold Anchor Marina

Largs Yacht Haven is Scotland's Finest Marina located in the sheltered and scenic waters of the Firth of Clyde. Island harbours and anchorages are as little as half an hour's sail away. We have 700 berths afloat and room for 250 boats ashore. With an integral slipway dry berthing packages are suited to RIBs and motor boats. The marina operates 24 hrs for fuel and service, our 45 ton and 70 ton travel hoists operate 7 days a week. Ashore every marine service is available together with high class food and beverage open throughout the year. The marina hosts many national and international sailing events run by Largs Sailing Club whose clubhouse is on site. The Coastal Path links the marina to the busy seaside town of Largs, a perfect walk or cycle using the bikes that are available for hire.



GOLD ANCHOR

Global Marina Accreditation

“ SOUTHAMPTON INTERNATIONAL BOAT SHOW

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UK PROJECT KRAKEN RELAUNCH

Border Force, in partnership with Crimestoppers, have refreshed and relaunched Project Kraken, a joint law enforcement operation tackling maritime threats to the UK this summer.

The refresh includes the creation of a Coast Crime Line, a single bespoke reporting telephone number (0800 011 3304), unique QR code for easier, quick, and anonymous reporting and a dedicated website to assist the public in understanding what coastal crime is and what to look out for.

What do we mean by coastal crime?

Essentially, it's any crime that has an impact on, or happens around, our coasts and borders, including smaller ports, docks and marinas. From theft, to smuggling, to criminal damage – whether you're a keen sailor, work in the maritime industry or are simply enjoying a coastal hike – if you see something suspicious, the Coastal Crime Line is here for you. In an emergency, or if a crime is happening now, always call 999.

Don't ignore it – report it.

Here in the UK, we are incredibly lucky to have so many stunning coastlines, bustling ports and harbour towns to enjoy and explore – but if crime and the people behind it are left unchecked, then everybody suffers. We all have the power to protect our coastal communities from crimes that put them at risk. The Coastal Crime Line brings together Project Kraken and Project Falco which seek to support and educate, making it easier to contact us and report suspicious behaviour.

Our recent social media campaign has amassed over 1 million 'impressions' and attracted 2000 visitors to the Coastal Crime website within the first two weeks. So please do retweet, like and share when you find our post and help spread the word - **Report it, Lets sort it!**

PROJECT KRAKEN

SEEN SOMETHING SUSPICIOUS?

REPORT IT. LET'S SORT IT.

To report anonymously, call the Coastal Crime Line powered by Crimestoppers on 0800 011 3304. In an emergency, always call 999.

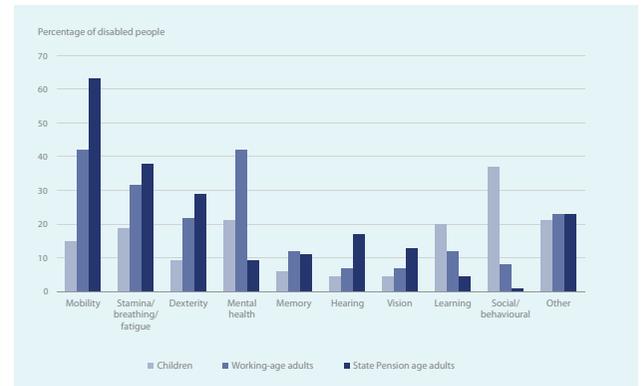
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DISABLED FACILITIES CONTRAST IS KEY

Marinas throughout TYHA's membership have in recent years been experiencing a small increase in younger berthholder/customers which is very encouraging however the reality is that the vast majority of our customer base is aging. And with age comes an increasing likelihood of some form of disability which is likely to impact your customers ability to enjoy their boating. In the region of one in 5 people have some form of disability therefore it is very likely that many of your customers have some form of disability.

As illustrated in the graph (from UK) mobility is the largest category of disability and therefore correctly most marinas will have dedicated toilet / shower facilities with adaptations that help wheelchair users and people with limited mobility to use them. These dedicated facilities will inevitably and correctly include handrails which are an essential aid. To fit with the décor and overall ambience sometimes these rails are colour matched with the tiles / wall however this can cause a problem.

Many people with age related mobility problems will also suffer from other disabilities including visual impairment.



Therefore, if the handrails are colour coordinated with the wall colour they may be almost invisible to a visually impaired person which will make the facilities difficult for them to use. This is exaggerated when the person loses balance and needs to identify a handrail quickly.

Marinas are therefore encouraged to look at your

disabled sanitary facilities through the eyes of your disabled customers to ensure that they are given a safe, high quality customer experience.

If the contrast between the handrails and wall colour in your facilities is poor then consider changing the colour of the handrails either through replacement or re-colouring.



CLEAN MARINA GET THE BASICS RIGHT!

With an ever growing network of Clean Marinas TYHA is pleased to confirm that Gold Anchor Assessors Mieke Vleugels and Murat Tuncer will also be assessing marinas against the Clean Marina criteria from 2023 onwards.

It is very reassuring that increasingly marinas are using Clean Marina to ensure that they are getting the basic environmental standards right to make sure that they, their birth holders and visitors do not pollute our oceans and waterways. There are many great ideas and examples from TYHA members that support this objective, here are a few:



Segregated Waste

Segregated Waste receptacles need to be prominent positions, be clean, hygienic, well presented, emptied regularly and the contents disposed of by a certified waste contractor. Due to high usage in the summer months Jachthaven Wetterville have purpose build, underground segregated waste hoppers with automated collection by a specialist certified waste contractor.

In the UAE prominent and well presented segregated waste disposal encourages boaters to use them.



Porto Montenegro - Clean Marina status



Yalikavak Marina



Bvgari Marina



Black and Grey Water

Black and Grey Water pump out systems come in many forms and subject to the types of boats your marina caters for you may need a fixed system, pump out cart, pump out boat or an in-berth system.

At Yalikavak Marina Turkish environmental legislation and a strong desire to keep their beautiful waters clean mean that the site has a fixed system (with a secondary back up unit) and two floating pump outs including this 8 tonne capacity pump out boat.

Peter Leonard Marine and Lee Sanitation have developed this 500 litre capacity pump out work boat which also has firefighting capability.



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“ NEW GENERATION OF MARINA TEAMS —

From across the TYHA membership the loudest and most common theme is the shortage of skilled personnel and a concern about retention. Not only is this recognised by our industry but by governments across Europe which has led to 2023 being designated as the European Year of Skills. Of course, many of our industries recruitment challenges are in the short term however we also need to be preparing for the medium to long term by introducing, recruiting and nurturing young adults into our industry.

We're all looking ahead and hoping to encourage the younger generation into boating and recognise that many may wish to consume boating differently from our traditional clients. Although we are used to our customers owning their boats it is clear that boat access will take different forms in the future – boat hire, boat club or boat share may be their preferred way of getting on the water; of course, some of our existing owners may choose to consume boating in new ways too.

Increasingly, many of our new customers will have less boating experience than we are used to and may not have the conventional training that we expect. Savvy Navy maybe their go-to navigation aid rather than charts and passage plans!

These new methods come with new technology and a different mindset – apps, social media and on-demand, so our mindset and practices need to change too, having younger people in our teams will help us do that.

During a recent visit to Scotland I visited Kip Marina and was shown round by the manager Ian Rodger who's approach to attracting new people to work in the industry was refreshing “firstly we have to introduce the local community to boating before we can expect the younger generation to aspire to working in our industry therefore we are establishing a learn to sail programme for locals”. He also showed me the company owned yacht and explained that it was not only available for staff to use but they were actively encouraged to do so.

Whilst at Tingdenes Windsor Racecourse Marina I was pleased to meet Aimee Hockley, aged 20, who had been working at the marina for 5 months as a marina assistant within the yard team. Aimee was leaning how to drive the Wise 50 ton travel hoist along with other team members and (despite the rather cold

temperature) she told me how much she was enjoying working within our industry. I was also introduced to her colleague 22-year-old Josh who I understand has recently completed his Intermediate Marina Managers course which is fantastic to hear.

So I would encourage all members to seriously consider

how to actively strive to recruit younger people to your business and into our industry, they will come with fresh ideas, a new mindset and the enthusiasm to ensure that our industry thrives and our future customers have a wonderful marina experience.

Words by – Jon White



KARPAZ GATE MARINA OPENS NEW GALLERY LEISURE FACILITIES



Karpaz Gate Marina, the first international-standard marina resort in North Cyprus, has opened exclusive new leisure facilities.

Marking the latest significant phase of growth for the €120 million development on the island's Karpaz peninsula, the additional amenities include 'The Gallery', comprising of a 20m indoor pool and jacuzzi, new gym and corporate conference rooms. Karpaz Gate Marina has also opened a Yacht Club, with lounge, kitchen, play area and meeting room.

Berth holders, as well as visiting boat owners from across the world, can now enjoy the expanded leisure opportunities

alongside the new on-site boutique hotel.

Liza Singer, Managing Director, Karpaz Gate Marina Resort, said: "The opening of the latest leisure facilities takes Karpaz Gate Marina to the next level, enhancing the complete and special experience we offer for all boat owners. We are proud to open up the beautiful North



Cyprus cruising area to the sailing community with the highest standards of berthing services, leisure facilities, technical capabilities and accommodation. Sustainability and respect for our natural surroundings remain a priority, so our clients can enjoy farm-to-table produce, crystal-clear water in the marina and other eco-friendly initiatives."

Exclusively available to marina and hotel guests, The Gallery's luxurious indoor pool area, with surrounding lounge chairs, plus showers and changing rooms, is conveniently located near to the marina office on the promenade. The building connects through to the gym, fully equipped with weight and aerobic machines. Two corporate meeting rooms have also been added, complete with audio and visual equipment.

The new Yacht Club overlooks the marina on the east side of the resort, providing a welcome meeting place for boat owners and crew.

Five Gold Anchor-rated Karpaz Gate Marina is an official Port of Entry and is consistently recognised in the annual TYHA Marina of the Year Awards.

For more information about berthing, call the marina office on +90 533 833 7878 or email info@karpazbay.com



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5 GOLD ANCHOR PLATINUM MARINA DE VILAMOURA



level of offer and the quality of the infrastructure, as well as the continued hard work and dedication of the entire team involved, whose efforts are entirely focused on providing excellent services".

Between 2015 and 2017, Vilamoura Marina was elected, among all marinas classified with 5 Anchors, the best international marina of the year. Being awarded in three consecutive years, in 2017 it was awarded "International Marina of Distinction 2015-2017". In 2019, 2021 and 2022 it was awarded the Best International Marina.

Achieving this accreditation means achieving an extremely high evaluation score in all the criteria, namely space ambiance; planning; policies & procedures; Customer Service; environment; water facilities and infrastructure; and onshore facilities and infrastructure, with a rigorous auditing process that includes on-site assessments, compliance with local and regional regulations, member satisfaction surveys, concierge services, premium facilities and much more.

the highest levels of facilities, infrastructure, and customer service. To achieve the distinction it was necessary to continue meeting high-level criteria, including an evaluation of the marina environment based on first-class construction design, installations, and other features; customer service through a dedicated concierge team that caters to the needs of owners, guests, and crew; and quality facilities, providing a luxury experience for their customers.

Isolete Correia, Administrator of Vilamoura World, comments that "this certification reflects the high

Portugal is now part of a worldwide ranking, recognising prestige, excellent and continuous work developed in the Vilamoura Marina.

The Vilamoura Marina has just become the first marina in Portugal to receive the 5 Gold Anchor Platinum certification accredited by The Yacht Harbour Association.

Part of an exclusive group of marinas worldwide that achieved this distinctive grade. Now, Portugal joins this exclusive ranking of marinas that are distinguished by receiving highly demanding clients who expect

“
Awarded the highest distinction by TYHA, becoming unique in the country



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TAYLOR

Fuel Control



Taylor Fuel Control are a UK leading marine fuel equipment specialist with expertise in the design, manufacture and installation of fuel tanks and systems in coastal locations, ports, harbours and marinas.

The Taylor team have extensive experience in the design, manufacture and installation of a variety of fuel storage and dispensing systems, starting with fuel tanks ranging from 5,000 litres to 100,000 litres, with double skin

construction that are generally Manufactured to BS 799 Part:5 requirements. With a wealth of professional experience and expertise on numerous large marine projects Taylor Fuel Control provide a full turn-key solution for ports, harbours and marina fuel system installation. They provide a full range of Marine specification equipment including above and below ground fuel storage tanks, fuel dispensing equipment and secondary contained fuel pipes providing full protection in most marine environments.

Environmental protection is at the forefront of their business and with all tanks being fully bonded incorporating an interstitial space between the inner main tank and the outer tank skin, with a minimum of 110% containment.

To cope with harsh marine environments tanks can be externally coated, with an expected lifespan of between 10 and 25 years or can be fully fabricated in stainless steel for extra protection for particularly aggressive environmental locations.



For more information about fuel storage solutions including standard specifications for marinas and options contact **Taylor Fuel Control: sales@taylorfuelcontrol.com**
Or visit their website: **www.taylorfuelcontrol.com**



Dover Harbour

A New installation at Dover Harbour with a Diesel tank capacity of 50,000 litres and Petrol capacity of 15,000 litres.

Many coastal environments experience harsh and varied weather, together with the high salt air erosion to metals, so providing an extra layer of protection can maximise the efficiency and life of the fuel tank.

Their range of commercial fuel pumps, frames and panels are constructed from 316 stainless steel, offering full marine protection which provides long lasting life in the harshest of environments. Pump options range from 40 LPM to 180 LPM including weight & measures approved pumps, which are available on a suction or pressure pipe system ideal for commercial marina re-fuelling facilities.



Harwich

A Twin Tank, Double Skin rectangular storage tank installation at Harwich with a total capacity of 120,000 Litres complete with twin filter system.

COMMERCIAL PREMISES ON OFFER AT BUCKLER'S HARD YACHT HARBOUR

Buckler's Hard Yacht Harbour, on the Beaulieu River, is sharing its first-class facilities and stunning New Forest location with marine businesses, as it offers workshop, office and retail spaces to let for 2023 and 2024.

With a planned redevelopment of the boat shed as the next step in the marina's extensive investment programme, a range of new commercial premises will be on offer in the extended and improved building, suiting a variety of different maritime business needs.

Undercover boat storage, of 134m² or 150m², and workshop units ranging from 55m² to 150m² in size, are only half the story, with office spaces ranging from 25m² to 66m² and a 55m² retail unit also on offer. The installation of 6m² and 9m² lockers will provide useful storage solutions for marine businesses and Beaulieu River mooring holders alike. Letting terms are negotiable and can include the use of meeting rooms, secure leased line share, WiFi and parking.

With Buckler's Hard Yacht Harbour boasting industry-leading services and facilities,

recognised by its prestigious THYA 5 Gold Anchor accreditation, as well as 200 fully serviced walk-ashore pontoon berths, 300 river moorings, storage ashore for 200 vessels and overnight berthing for in excess of 10,000 visitors per annum, this jewel of the south coast is the ideal base for a thriving marine industry business.

To find out more or to register your interest, contact Harbour Master Wendy Stowe at wendy.stowe@beaulieu.co.uk or call the harbour office on 01590 616200.



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All prices + VAT are effective from March 2023 edition of F&A

For advertising & editorial contact Hayley Cloke :

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E: info@walconmarineitalia.com

www.walconmarineitalia.com

Walcon Marine Benelux

T: +31 (0) 38 385 9559

E: verkoop@w2support.com

www.walconmarinebenelux.com

Walcon Marine Australia Pty Ltd

T: +61 (0) 8 9583 3982

E: marine@walconmarine.com.au

www.walconmarine.com.au