

# Activities for 2009

**Meet the Buyer in association with IBI and UKTI at London International Boat Show**  
13 - 14 January 2009

**Dusseldorf Boat Show**  
17 - 25 January 2009 UKTI grants available

**Seatec, Italy – showcase opportunity**  
5 - 7 February 2009 UKTI grants available

**Mumbai Boat Show - showcase opportunity**  
19 - 22 February 2009 UKTI grants available

**Dubai International Boat Show - showcase opportunity**  
3 - 7 March 2009 UKTI grants available

**UKTI Superyacht UK Tour of Excellence**  
17 - 20 March 2009

**Outward Trade Mission to Croatia - Split**  
28 March - 5 April 2009 UKTI grants available

**Moscow (MIBS) – showcase opportunity**  
9 - 12 April 2009 BMF will bid for grants from UKTI

**Outward Trade Missions to Shanghai Boat Show, China and visits to Taiwan yards**  
16 - 19 April 2009 show dates

**Korea Boat Show**  
June 2009

Subject to change

British Marine Federation  
Marine House, Thorpe Lea Road, Egham  
Surrey TW20 8BF England  
Tel: +44 (0)1784 473377  
Fax: +44 (0)1784 439678  
info@britishmarine.co.uk

www.britishmarine.co.uk  
www.superyachtuk.com

Superyacht UK currently has 159 members and is the fastest growing association within the British Marine Federation.

Autumn 2008



## Update of SuperyachtUK activities in 2008



### NEW MEMBERS TO SUPERYACHT UK COMMITTEE JANUARY 2008

The Superyacht UK January board meeting welcomed three new members to the committee; James Grazebrook from Halyard Marine, Albert Levy from Ince & Co and John Percival from Hoylake Sailing.

Membership of Superyacht UK currently stands at 159 companies and is the third largest group association within the BMF, quite an achievement since it's also the youngest group within BMF.

### 2008 LONDON BOAT SHOW QUESTION TIME AND DRINKS RECEPTION

The first event for 2008 saw over 80 Superyacht UK members and guests converge at the London Boat Show at ExCeL for the Superyacht UK Question Time and drinks reception. The Question Time panel included Sir Tim McClement from Flagship Training, Stephen Hills from Devonport Yachts, Tim Wiltshire from Burgess, Bill Dixon from Dixon Yacht Designs, David Glenn from Yachting World, Toby Allies from Pendennis and Paul Miller from Underwriting Risks and was chaired by the Superyacht UK Chairman, Martin Redmayne from The Yacht Report. Major items that were discussed during the evening included MCA restructuring and its impact on the sector, including the UK red flag and the Large Yacht Code, the lack of skilled labour in the industry and the potential for the UK, Ireland and Scotland to become Superyacht cruising destinations.

The event concluded with a well attended drinks reception sponsored by Dassault Systemes Ltd and IPC Magazines with wines donated by New Zealand Trade and Enterprise.

### LAUNCH OF SUPERYACHT UK CAREERS WEBSITE JANUARY 2008

In response to growing concerns about skills and personnel shortages in the Superyacht sector; Superyacht

UK launched a new careers website at the London Boat Show in January 2008. The site at [www.superyachtuk.com/careers](http://www.superyachtuk.com/careers) has been designed to provide information on entry routes to the Superyacht sector, career progression, qualification requirements, recruitment and training providers.

The tremendous growth experienced by the Superyacht industry, estimated at 500% in the past 10 years, has created a worldwide shortage of trained and qualified crew, both on deck and in engineering occupations.

The new website pages take people through the job options available within the engineering, deck and service fields, with roles ranging from Captain to Electrician, Chief Steward to Chef. It also identifies the entry level positions and those jobs more likely to be found on larger yachts. >



# Update of SuperyachtUK activities in 2008



The site also outlines a step by step guide to gaining the correct training and qualifications such as the MCA and RYA certifications as well as putting people in touch with recruitment and training providers making the process quick and easy.

## UK EXCELLENCE SHOWCASED AT 2008 UKTI SUPERYACHT UK TOUR OF EXCELLENCE

Over 70 UK companies benefited from 2008 UKTI Superyacht UK Tour of Excellence, which took place in April 2008. 26 international Superyacht representatives took part in the successful four-day visit to companies along the South and South West Coasts, which involved site visits, networking events and exhibition showcases. The highly successful event was supported by UK Trade and Investment (UKTI).



The delegates included yacht management companies, project managers, yards, brokers and designers from Germany, France, Russia, Finland, Taiwan, the USA, Malta, Monaco and Holland. The group visited a number of UK businesses including eight yards; Pendennis Shipyard, Devonport, Southampton Yacht Services,

Endeavour Quay, Hythe Marine Park, Ocean Quay, Fairlie Restorations and Cockwells, as well as a number of equipment companies including Raymarine, Flagship Training, Design Unlimited, Dixon Yacht Design, Lewmar and Oceanair.

Similar events organised over the past five years have resulted in millions of pounds of business for UK marine companies and early signs from this visit are equally as positive.

**Sam Crockford**, a delegate from project management company Saranna said: *"The Superyacht UK Tour of Excellence is not only an excellent forum to learn more about what UK sourced products and services can be provided to our industry, but is also a first rate opportunity for networking and meeting like minded professionals."*

**Julie Tucker** from Design Unlimited, who hosted a delegate company visit commented: *"We were really pleased with the meetings we had for the Tour of Excellence. We got some very good feedback from the delegates who had visited our offices and are hopeful that this will lead to some future projects."*

## UKTI SUPERYACHT UK TOUR OF EXCELLENCE RECOGNISED BY TRADE ASSOCIATION FORUM:

The Superyacht UK Tour of Excellence was recently recognised at the 2008 Trade Association Forum Best Practice Awards. The project was nominated and

shortlisted in the category; Best Export Initiative. The awards are a showcase event recognising and rewarding the achievements of Trade Association Forum members.

**Tom Chant**, International Commercial Manager at the BMF said *"We are delighted that the tour has been recognised by the TAF. We work hard to make this event work for our members, to showcase British Excellence, and it's great to see that our trade association has recognised that too, alongside many other competitive entries."*

## SUPERYACHT UK DIRECTORY AND CD ROM

The latest Superyacht UK Directory and CD Rom was launched at the Monaco Yacht Show in September 2008. This self-funding initiative has been well received by SYUK members and visitors to SYUK pavilions at exhibitions around the world including Monaco, Dubai, Fort Lauderdale, METS Amsterdam and London Boat Show.

## ROUNDUP OF SPRING SUPERYACHT UK OVERSEAS SHOWS AND EVENTS IN 2008

### • International One to One (Meet the Buyer) January 2008

58 suppliers met with 35 buyers at the 2008 Meet the Buyer event which took place at the London Boat Show in January 2008. Buyers included purchasers from Vitters, Mulder, Aicon, CNB, Azimut, Devonport, Pendennis, Jade and Sencora.

### • Seatec, Italy February 2008

4 British companies took part in a showcase stand at Seatec in February 2008; this is an important show for the Italian market and an opportunity for UK companies to meet with key Italian customers.

### • Mumbai, Feb/March 2008

7 UK companies including Superyacht members Oceanstyle, Cavendish White, Princess and Sunseeker took part in this Indian boatshow which also hosted a conference on the development of the marine leisure industry in India.

### • Dubai March 2008

17 UK companies took part in the Superyacht UK Pavilion at the 2008 Dubai Boat Show which was a busy event with good numbers of visitors and enquiries.

### • Italian Yard Tour May 2008

16 British companies took part in the highly successful visit to 6 Italian yards in May 2008. The yards visited included Riva, Azimut, Fashion Yachts and Queens Yachts and enabled UK companies to meet face to face with the all important buyers from these significant boatbuilders.

## SUPERYACHT FIRM SETS SAIL FOR SOLENT

US Superyacht company Palmer Johnson has announced that it will begin building a range of multi-million pound bespoke superyachts at a new state-of-the-art manufacturing facility on sites at Woolston in Southampton and Hythe in the New Forest.

The decision to expand in the Solent follows the setting up of a design office at East Cowes last year. The new Woolston facility will open in 2009 but in the meantime prototype vessels will be built at Hythe Marine Park.

It is hoped that the investment will generate significant spin off benefits for the marine industry's supply chain and local area.

## THREE BMF MEMBERS AWARDED QUEEN'S AWARDS FOR ENTERPRISE IN 2008

**Fairline Boats, Oceanair Marine** and **Spirit Yachts** were among the winners of this year's Queen's Awards for Enterprise announced in April 2008.

This was the second award for Oundle based Fairline Boats who won their award in the International Trade Category. The company was noted for doubling its export sales over the last three years, building its overseas distribution and the creation of new jobs.

Sussex based Oceanair Marine won their third Queen's Award for Enterprise in recognition of their outstanding achievement in International Trade. The company designs, manufactures and distributes window and hatch blinds and screens and exports 65% of its output.

For Ipswich based Spirit Yachts, it was their first Queen's Award which was given for their outstanding performance in increasing export sales seven fold over the past three years.

The Queen's Awards for Enterprise are the UK's most prestigious Awards for business performance. The awards are made each year by the Queen, on the advice of the Prime Minister, who is assisted by an Advisory Committee that includes representatives from Government, industry and commerce.

Winning an Award is an opportunity to prove to a company's customers and suppliers just how successful its business is. It is an independent and prestigious endorsement of quality and some companies have seen as much as 30% increased turnover as a result of their win.



For more information go to  
[www.queensaward.org.uk](http://www.queensaward.org.uk)

SuperyachtUK exhibit annually at Monaco Yacht Show with over 30 British companies.

