

Seawork figures speak for themselves

SEAWORK: With over 6,000 visitors through the turnstiles at Seawork 2008 and 450 companies exhibiting from more than 40 countries, Seawork is where industry budgets take shape - and 2009 is no exception.

The organisers say that 80% of visitors are prime purchasers and specifiers, whilst over 90% are vessel owners, operators, directors, CEOs, naval architects, surveyors and civil engineers.

The special features of Seawork include the UK Harbour Masters Association AGM, the 'How to do business with the MOD' seminar and 'Meet the MoD' sessions created business opportunities for more than 500 people last year, and the numbers of visitors from the Renewable Energy and Windfarm industries more than doubled between 2007 and 2008.

The DiveWork Pavilion and quayside Dive Tank have been important features of Seawork since 2004, covering all aspects of commercial diving. In 2008 more than 450 visitors attended Seawork specifically to see the 25 companies who make up DiveWork.

The Maritime Training and Careers Pavilion made its debut in 2008 and already promises to be bigger and better in 2009, with new support from Southampton Solent University, City University, SeaVision and recruitment groups from across the UK.

Seawork runs 16-18 June, 2009, Southampton. For more information visit www.seawork.com

LIBS: what a surprise!

LIBS: I reckon those who decided not to exhibit at LIBS this year must be kicking themselves, writes Peter Nash.

Certainly most of those I spoke to who did exhibit at ExCeL came away feeling pretty good about things.

The show started with a great opening ceremony. Kelly Brook did the business and wowed the audience (and all the hands from *HMS Westminster*, by the way).

And the press coverage was exceptional. Well done National Boat Shows (NBS).

OK, so the first weekend wasn't brilliant. But the Wednesday people were telling me they were pleasantly surprised at the business they were doing.

The second weekend, according to those to whom I spoke, was pretty much crowded. But for a show that saw only 112,000 through the doors, people did business - take a look at the Show Quotes on our news pages and on our website at www.boatingbusiness.com



■ Kelly Brook - what a great show opener

OK, so no records were broken. But, with METS forecasts of 40% down ringing in our ears, the business done at Paris, London and Düsseldorf was a welcome surprise.

So much so that Mess Düsseldorf championed its show as 'the industry's turning point'.

Hmmmm. Not so sure about that one.

But with UK interest rates as they are - and with marine finance available at around 5% - those with the money (and yes - there is money out there) can take advantage of the deals on offer.

Thursday night at ExCeL was party night and both halls resounded to good music and people having a good time. There was, however, some awkwardness that needs to be sorted out for next year. The over-enthusiastic drinking may be the more difficult problem.

Thursday night, as far as I could see, was welcomed by exhibitors and visitors alike.

A note of caution was sounded at the Unipart Trade show at the end of January, however, with many of the exhibitors pointing out that imports are going to get more expensive as this year goes on.

So while it's a good time for boat buyers, it's also a good time for the chandlers to top up their stocks at today's prices, rather than wait and end up paying up to maybe 20% for the same stock in the autumn.

■ See more about LIBS in this issue - 88
 Comment on page 2: Peter Poland's LIBS on page 20 and Harry Arnold's LIBS in page 18

Ocean Safety gets first safety Tickmark



■ Ken Kershaw: 'extended to safety equipment'

SAFETY: The RYA has issued its first RYA Tickmark logo for safety equipment to a range of liferafts manufactured by Ocean Safety.

In issuing the RYA Tickmark the RYA is satisfied, following a rigorous testing programme as set out by the ISO standard, that the liferafts were found to be compliant with ISO 9650.

The liferafts are from Ocean Safety's new Ocean ISO 9650 Type 1, Group A liferafts which include four man, six man, eight man, 10 man and 12 man liferafts

in a combination of valises and canisters.

'The RYA Tickmark programme has been running for a number of years for boats and has now been extended to safety equipment,' said Ken Kershaw, RYA technical manager. 'It sets out to provide boaters with a visible assurance that any product displaying the logo does comply with the requisite international standard.'

Testing was conducted by Mike Beggs and included all tests required by the standard.

In this issue

- 1-9 News
- 2 Comment
- 6 15 Years Ago
- 8 Washington Post
- 10 Business Matters
- 12-13 Products Review 2009
- 14-15 Peter Poland's LIBS Review
- 16-17 Paints & Coatings
- 18 Harry Arnold's LIBS Review
- 18 Training
- 20-21 Bilge Rat
- 20 A Public Relationship
- 22 Books
- 22 Portsmouth Poll

SUNSPORT

Power by **MARINER** or **MERCURY**

GET ON THE WATER WITH THE NEW RANGE OF SUNSPORT INFLATABLE BOATS.

BOAT & ENGINE PACKAGES

FROM £499.00 inc VAT retail.

National Boat & Caravan Show Stand 1234



BILGEWATCH 8

A MUST HAVE DEVICE FOR BOAT OWNERS

Four out of five boats that sink do so at their moorings, an alarming statistic that UK based marine electronics company Celelectron hope to reduce.

Celelectron's BilgeWatch 8 is a new and innovative little gadget that no boat owner should be without. The bilge monitoring device is affordable, user friendly and can draw your attention to boat problems before they become disasters.

Retailing at just £79.95, this clever little device can monitor, track and record the activity of up to eight automatic bilge pumps.

Leaks through cracks, damage and corrosion to your boat can often be masked by efficient automatic bilge pumps, which have to work overtime to keep your boat afloat.

The BilgeWatch 8 lets you know if your boats' pumps have had to work harder than usual, preventing the problem from being disguised until its too late and drawing your attention to any threats your boat faces.

If there is irregular pump activity, you will get to know about it and quickly as the device alerts you via text, alarm or silent alarm.

Four simple keys are used to access all of the BilgeWatch 8 features which allow you to select and de-select active pumps and set your own activity expectations. For long term tracking, the device also stores its history for over twelve months, allowing you to compare and contrast your data.

This is a small yet preventative measure that all boat owners should take to provide peace of mind and costly insurance claims.

To discuss trade discounts available, please call Andrew Edgeworth on 07738980042 and visit www.celelectron.co.uk for more information on the BilgeWatch 8
Email: sales@celelectron.co.uk

CELELECTRON
Bilge Pump Activity Monitor

Designed and Engineered in Great Britain
BILGEWATCH 8



C-Quip Ltd produced its most comprehensive catalogue ever for 2009.

With Peters & Bey, Bluewater and our own Stainless Steel lighting joining Aquasignal and Accon, we are now able to supply the largest range of navigation lights available anywhere in the world. We can now accommodate any size of vessel from a dingy right up to commercial shipping with both standard bulbs and LED technology.



We have also expanded our range of Stainless Steel fittings with new lift handles, cowl / dorade vents,

lockable fuel fillers, door latches, hinges and the widest range of pop-up, pull-up and folding cleats you will find anywhere. The range includes our very own Aqualine Cleats with better pricing for 2009. We have also been adding to our range of custom parts for OEM accounts. Builders should contact us directly for further details.

We can now supply more hatches and port lights than ever before and can even accommodate one-off custom build's in stainless for old boats requiring replacement ports for out of date originals.

Also take a look at our new underwater lighting, interior lighting, courtesy lighting, LED spreader lights, LED replacement bulbs, water pumps and much more. We have also added several new brands to the range. See the original SUPER GLUE range, 3-IN-ONE and WD-40 lubricants, PRO-SEAL gaskets, ECOVER boat and domestic cleaners and MG.DUFF anodes. We also have some brand new products such as the new Folding Outboard Trolley from ROOTEQ and marine security products from POWERLOCK. We have more leak fittings from ARC, more steering wheels from STAZO, more cleaning materials from BOATLIFE and more hose from TRIDENT.

We have all new retail packaging and a brand new website with even more new products coming soon.

Please contact our offices with any enquiries. Our staff will be pleased to help.



8 Fulcrum One • Whiteley • Fareham • Hampshire • PO14 7FE
Tel: 0845 2266 953/4 • info@quip.com • www.cquip.com



Golden Arrow Marine

Engineering service & support specialists

Golden Arrow Marine, based in Saxon Wharf, Southampton continues to expand its impressive portfolio of equipment. Following on from the recent appointment as UK distributor for Cooney Marine's Simpson Davit range which includes Series 8 and Traditional Davits plus the very popular LSD Swivel Davit range and Handy Lift Outboard Davit the Company is excited to announce their appointment as the European distributor for the revolutionary Caudwell Marine Axis Drive.

Launched to the public at the London International Boatshow the Axis Drive created a great deal of interest amongst builders, designers and boat owners.

Engineered and built to the highest standards the Axis Drive takes the tried and tested sterndrive /outboard design technology to a new level. Its ingenious mid section gearbox design enables full power transmission, trim and tilt without the use of universal joints and the requirement to service and maintain vulnerable bellows and hoses. Installation time is a fraction of that needed for a conventional stern drive package and boat space is increased due to the unique 45° transom angle and engine mounting. The use of highest grade materials and components such as cast surgical grade stainless steel for the Axis Drive leg enable the product to be supported by a warranty package that is unrivalled in the marine industry.

The Axis Drive range includes V6 petrol engine at 250hp & 300hp, V8 petrol at 350hp and currently under development are V8 petrol at 450hp and a V8 diesel.

Golden Arrow Marine also represent Lombardini Marine, Perkins Sabre and MAN engines, TRAC stabilisers and thrusters, Maxwell windlass & capstans, ZF transmissions, Kohler generators.

For more information on Caudwell Axis Drive, Simpson Davits or any of the above products please contact sales@goldenarrow.co.uk, telephone +44 (0)23 8071 0671 or visit www.goldenarrow.co.uk.



MGDUFF

New Anode Designs Extend the Range

MGDUFF, the Chichester based cathodic protection company, are pleased to announce the introduction of new anodes specifically designed for boats with non UK standard fastenings. Typically, Italian and US motoryachts have large transom mounted anodes and the multi-fit 8kg zinc ZD80B will cater for a variety of fixing sizes. At the smaller end of the market, Scandinavian and Northern European boats favour 7mm stud sizes, so the CM200Z, 500Z and 1000Z styles ranging from 0.2kg to 1kg are now available as shown below.



In a departure from traditional shapes, MGDUFF have also re-modelled the most popular of their anodes to more stylised and hydrodynamic forms. Whilst retaining the same weights, fixing sizes and material content, the sleek new anodes present better flow characteristics and higher surface area to give optimum performance.

The range of MGDUFF anodes offers a wide selection of products for all applications including the choice of Zinc, Aluminium or Magnesium alloys.

Available in all leading chandleries, material selection is by colour coding, blue for Zinc, green for Aluminium and pink for Magnesium, clearly identified on the distinctive plastic tag system.

Boat owners may log on to www.mgduff.co.uk to establish exactly which anodes are most suitable for their particular application and to find their nearest stockist. Any chandlers who are not on the stockist search map may also log on and send their details to MGDUFF.

For more information contact:

1 Timberlaine Estate, Gravel Lane, Quarry Lane, Chichester, West Sussex PO19 8PP
Tel: 01243 533336 Fax: 01243 533422
sales@mgduff.co.uk www.mgduff.co.uk