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THURSDAY  
21 NOVEMBER  
2019

# DAILY NEWS



# METS 20 TRADE 19

SYP SUPER YACHT PAVILION MYP MARINA & YARD PAVILION CMP CONSTRUCTION MATERIAL PAVILION

## Global boating revenues head for €110bn in 2019

While the latest figures still have to be finalised, Udo Kleinitz, secretary-general of ICOMIA, told a packed audience on the opening day of METSTRADE that global boating revenues are on course to reach €110bn this year. If this occurs, 2019 will be the sixth year in a row that the market has seen growth.

Looking ahead over the next six months, a market confidence survey shows that 17% of respondents are in the 'very good' category and 35% in the 'good' category held a positive view. Another 35% are neutral and the remaining 13% were in the 'poor' and 'quite poor' categories.

In terms of markets, the US and Canada are

strong plus some European markets but the Netherlands and Germany are showing weaker tendencies. A number of smaller markets more influenced by geopolitics are also suffering.

Regarding the ageing demographics in the boating industry, Kleinitz pointed to research showing that in 1995 the average age of boaters was 40 and 20 years later it is in the 60s with the average age increasing by about one year per year.

In terms of the market focus Kleinitz said:



ICOMIA's Udo Kleinitz

"Reviewing a number of advertisements shows that the market is about people rather than product." More and more people want to make use of the water and here marinas have an enhanced role to play as more boats are shared which means more people in marinas. With the changing dynamics in the boating marketing Kleinitz pointed to the need for a rethink of marketing in the marine recreational sector.

## New sensor system allows boaters to show 'environmental leadership'



Digital Yacht's CEO Nick Heyes

Boat owners can now help marine scientists monitor the environmental health of the seas they sail through, thanks to an innovative new product from Digital Yacht (01.434). The UK-

based company has launched Seacosense - a sensor system that can collect marine data and distribute it to scientific communities around the world via the Cloud.

Seacosense's specialist sensors are housed in a standard cooling water strainer making installation on any boat simple, without the need for through-hull transducers. The sensors then integrate with the boat's NMEA 2000 navigation network allowing data to be logged and uploaded to the Cloud for analysis when convenient.

The sensors are able to measure seawater salinity, pH, temperature, turbidity (water clarity), and dissolved oxygen levels.

Response from the academic and institutional community has already been swift with 25 global universities and authorities showing positive

interest in working with Seacosense data to help improve their understanding of the maritime environment.

"Recreational boat owners choose their pastime because of the amazing surroundings and opportunities that the sea offers, and they are genuinely concerned about helping to maintain and improve the health of our vital marine environments," says Nick Heyes, Digital Yacht's CEO. "And that's why we developed the Seacosense range. We believe it's a great opportunity for the whole boating sector to show its environmental leadership."

The basic Seacosense system, with an NMEA 2000 and wireless interface, costs €495 ex VAT - a price-point Heyes believes will make it attractive to owners of craft over 50ft (15m).



DAME NOMINATED 2019

	<b>METSTRADE</b>	<b>CMP</b>	<b>MYP</b>	<b>SYP</b>	<b>TOTAL</b>
<b>EXHIBITORS</b>	1169	67	72	363	<b>1,671</b>
<b>M2</b>	21,455	1,061	1,058	5,341	<b>28,915</b>

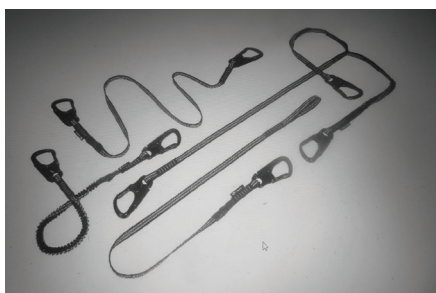
From a total of 53 countries

## RECORD BREAKERS

Record **1,669 exhibitors** (as per November 6) from **53 countries**, of which **271 are new**.



**Facilitating trade: The UK's Fendequip formally appointed Finland's leading equipment wholesaler, Oy Maritim Ab, to distribute its fender covers and other mooring-related products here at METSTRADE.**



High-tech safety lines from Crewsaver

Crewsaver's new range of safety lines, currently on display in Hall 3, claims to be ahead of current industry standards. Called the Crewsaver Pro Range, it offers a high-tech solution and is

## Dometic to restart acquisitions in 2020

Dometic, a Swedish headquartered global market leader in branded solutions for mobile living, announced at METSTRADE on Wednesday that it will restart acquisitions in 2020 to expand the group's activities including those in the marine market.

Julien Le Feuvre, Head of Marine OEM EMEA, told the METSTRADE Daily News: "Marine activities account for 26% of our total business and this has grown from 11% in 2014. We stopped acquisitions following our takeover of Sea Star in 2017 for over \$800m but will resume next year."

In Hall 7, Dometic is launching four new products into the EMEA region - the Dometic Optimus Electric Steering Actuator, Dometic Smart Trim Tab System, the Dometic Turbo Global and the Dometic VARCX-120.

The Optimus Electric Actuator, which was nominated for a 2019 DAME Award, is an industry first, all-electric remote mount steering actuator whose whole design is environmentally-friendly. It requires no fluid and is manufactured with state-of-the-art mechanical components and

sophisticated integrated electronics. The on-demand system has no parasitic draw on the horsepower of the engine. The product received the 2019 IBEX Innovation Award.

The Smart Trim Tab is described by Dometic as being a next generation product which brings a completely new level of precision control and many technical advantages including user programmability. A true game changer for the industry which opens up many possibilities for boat builders and boaters.

In addition to the new products, Dometic also gave a sneak peak of its new CFX3 Cool Box which will officially launch early next year.



The DAME-nominated Optimus Electric Steering Actuator

## Safety first: Survitec's Crewsaver Pro Range

designed to meet the needs of those who have a need to tether to a yacht in unstable conditions, where there may be risk of falling overboard.

Crewsaver's Commercial Director, Matt Bridge, said: "Using a safety line is common practice and we're confident in the sophistication of our designs. Our goal is to introduce a brand-new safety line range, for those in high-performance racing environments, where nothing but the best technology will do."

Crewsaver Pro uses self-locking safety hooks, with a wide opening, which allows the user to easily attach the Crewline Pro to the lifejackets

(or safety harness) attachment point and a suitable anchor point on the yacht as required. Constructed from a durable, hydrophobic webbing helps to keep the safety line as light as possible, even in the harshest environments, as it reduces the amount of water absorbed compared with more conventional safety lines. The range is available in four variants - including elastic and non-elastic with a choice of a single, double or triple hook set up.

Crewsaver is an arm of the Survitec marine safety equipment group and the new range will be available from March 2020. **Stand 03.128**

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at the Italian Pavilions:  
Hall 1 - Hall 5 - Superyacht Pavilion



60<sup>th</sup> | **S[n]**  
BOAT SHOW

Genoa, 17 - 22 September 2020





## TRENDING

**Huge increase in new entries** in digital innovations, e.g. monitoring systems for **marinas, charters (fleets), and yachts** as a whole

- High number of new companies/startups with a sustainable character
- **Many new entries** from **Asia**, but also **Italy, France, Germany, UK, USA** and **The Netherlands**
- All **new entries** come from **36 different countries**

## DAME Award: toil, trial and triumph

There are more fishermen in America than golfers and tennis players combined. That puts a smile on Matthew Lasfer's face. And reducing fatal MOB accidents puts one on Nick Bice's.

Both collected a DAME Award on Tuesday and both epitomise that the road to design triumph is not a bed of roses but an effort of toil and trial.

Lasfer is the product manager for Lowrance's trolling engine (01152). "The DAME Award carries much weight," says Lasfer, who gladly makes the annual trip to Amsterdam from Oklahoma. "It is very important for our marketing. Three years ago, we won a DAME Award for our Halo Radar.

"Normally, the incubation period of a new product is a year," Lasfer adds. "The trolling

engine took us four years to develop." The reason: his company has the required software technology. But the engine and mounting unit had to be engineered. Same for the foot pedal that steers the boat and regulates its speed.

Nick Bice won a DAME Award in its category (Lifesaving and Safety Equipment) but was named overall winner for his U SAFE (07108) self-propelled lifebuoy, a traditional lifesaving to be tossed from a boat, a marina dock or shore.

"It took us six years to bring this market," Bice says. "The back-office work - gathering patents, certifications etc. - took much time. And we did a lot of R&D to get the communications, battery and propulsion technologies right. We tested this thing to destruction."



Nick Bice and the U SAFE self-propelled lifebuoy



Lowrance's Matthew Lasfer

## Propspeed launches Foulfree product line at METS

Propspeed used the second day of METS to launch its new Foulfree anti-fouling product for transducers in the European market.

"The capabilities of today's marine electronics are absolutely amazing, and it's a capability that can quickly diminished by the presence of aquatic growths on the transducer," says PropSpeed CEO, Chris Baird. "People pull their boat out of the water after two or three weeks and you can already see the growth all over the bottom. That same growth is also all over the transducer, interfering with its operation."

Designated by Airmar as a certified transducer coating, the company's Foulfree product is said to form a hard, slick surface



PropSpeed's managing director Chris Baird, Marcus Hamilton, general manager Nona Pedersen and Airmar director of marketing Craig Cushman.

that prevents marine growths from attaching to transducer surfaces in both freshwater and saltwater environments. PropSpeed general manager Nona Pedersen notes that the product is completely biocide-free, eliminating concerns about toxicity when used in concentrated areas like marinas. Offering a long service life, Foulfree is said to last a minimum of 12 months in use.

"Bringing together our revolutionary product design and working with the experts in transducer functionality from Airmar, we are able to offer boaters around the world a new solution to an age-old problem and improve sonar performance for anglers and cruisers alike," said Baird.

**Stand no: 02.121**

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# PLASTIMO

## EZ Water

STAND NO: 01.721

**NEW & EXCLUSIVE :**  
time and labour saving

Innovative lug clipping system designed by Plastimo R & D in cooperation with boatbuilders: allows the housing to be installed and secured by one single operator.

PATENT PENDING



Deck shower



Mixer tap



Fresh water inlet



Sea water outlet

**INNOVATION BY  
PLASTIMO**



- UV-resistant ASA cover in white, chrome or black finish, round or rectangular.
- Back housing in ABS, common to all water functions and to both cover shapes. Splashproof when closed.
- Quick and easy mounting : labour-saving innovative lug clipping system. Simple flush mounting, requires minimal installation depth.
- 70 mm cut-out diameter, 95 mm front facia overall width (round and rectangular versions).
- State-of-the-art components : Plastimo teams up with best-in-class technical partners such as Stäubli quick connectors and Torx A4 stainless steel hardware.
- Fits snugly in any deck or transom : clean, uncluttered look on all sail and powerboats.
- EZ Elec & EZ Air : watch out for electrical and ventilation range extension, RELEASED IN 2020



Exists in :



**Need a specific design ?**  
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STAND NO: 07.339

# All you need is Silic One. One solution for both, hull and propeller.

2  
year

Fouling  
protection



Easy to apply  
& maintain



Fuel  
saving



Biocide and  
copper free



### Hempel's Silic One system

Biocide free product based on silicone and hydrogel, which gives the coating surface waterlike properties making it difficult for fouling organisms to attach to the hull and easy for them to be removed when the boat is in motion.

[hempelyacht.com](http://hempelyacht.com)

**HEMPEL**  
Trust is earned

## HOT TOPICS DAY 3

- 10:00-16:00** HISWA Marina Symposium - Amtrium L103 - L104
- 10.45-11.15** Sustainable Composites - I-nnovationLAB Stage, Hall 6
- 11.00-12.00** PRO-SET Epoxies for High Temperature Tooling - Construction in Process Stage
- 12.00-13.00** Panel Session: End-of Use Boats, an update on progress -I-nnovationLAB Stage, Hall 6
- 12.00-13.00** DIAB/Live sandwich composite infusion demonstration - Construction in Process Stage
- 13.00-13.30** Circular Beauties - I-nnovationLAB Stage
- 14.00-15.00** Gurit - Construction in Progress Stage demonstration
- 14.00-14.30** Water Revolution Foundation - I-nnovationLAB, Hall 6

## RECORD NUMBER OF SPEAKERS LINE UPON ALL KNOWLEDGE STAGES

Construction in Process Stage,  
I-nnovationLAB Stage,  
E-nnovationLAB Stage,  
and Young Professional  
Club Lounge



# Hempel's vision for tomorrow

Sustainability is undoubtedly the buzz word of this year's METSTRADE but behind the talk there needs to be substance, and Hempel in Hall 7 is making sure its drive to be more sustainable has real long-term impact. Using the show to promote its Silic One biocide and copper-free antifouling range, Hempel's Sustainable Marine Solutions manager, Gareth Prowse, said the paint manufacturer is in the process of defining a 'sustainable vision' to take it forward through 2030 and beyond. "We're looking at our own impact, where we do well and where we can improve and exploring the tangible ways we can be better."

Silic One is a definite positive tick - the biocide-free fouling protection helps reduce fuel use and subsequent emissions - but Prowse says the firm is taking a long-term holistic approach, looking at a product's lifecycle and how it can offer net benefits along the supply chain - for instance, is the product easy to recycle? "We don't just want nice words," says Prowse. "We have some quick wins. We're looking at our energy usage in our factories, what we can switch off when we're not using, but also what we can do to help our customers, help their customers minimise their ecological footprint."

See Silic One on **Stand 7.339.**



*Silic One, Hempel's most efficient antifouling solution*



**Exhibitors in the Canadian Pavilion in Hall 12 welcomed Judith Baguley, trade commissioner at the Canadian Embassy in The Netherlands, for a ribbon-cutting ceremony to officially open the country's largest-yet presence at METSTRADE.**

## FLIR showcases innovative marine sensor solutions

FLIR Systems is displaying its latest thermal and assisted docking technologies for the marine market on the Raymarine stand (01.111).

Products include Raymarine DockSense Alert, the FLIR M300 Series of thermal maritime cameras, and the Scion OTM handheld thermal camera.

Raymarine DockSense Alert is an addition to Raymarine's intelligent docking technology line. It can be installed on any boat to help skippers safely monitor their surroundings and dock their boats with confidence by accurately measuring distances from the dock and other moored vessels.

The M300 Series is FLIR's new generation of maritime thermal cameras, consisting of five models that feature rugged and robust pan and tilt housings and integrated attitude heading reference sensors. The dual-sensor M364C and M364C LR models blend thermal and high-definition visible colour video via patented Colour Thermal Vision (CTV) technology for enhanced identification of buoys, vessels and other targets at night.

The Scion OTM (Outdoor Thermal Monocular) is a handheld thermal camera that assists mariners to quickly locate other vessels, landmarks, buoys, and floating debris in total darkness and through glaring light or haze. Built around the FLIR Boson core, it produces clear thermal imaging and records geotagged video. A rugged, IP67-rated housing ensures that the unit can be used in all weathers, and intuitive controls allow single-handed operation, maintaining reliable thermal imaging in the most demanding environments.



*The M300 Series is FLIR's new generation of maritime thermal cameras*

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## HAVENSTAR MMS WITH VOICE RECOGNITION

UK-based Havenstar has taken its popular marina management software (MMS) to the next level with the introduction of speech recognition and voice assistant technology, making it the first global product to offer voice capability. Havenstar MMS already offers mobile capabilities with its customer web portal and app solutions. The addition of artificial intelligence (AI) voice recognition further extends its flexibility, enabling routine actions to be completed on the move with speed and immediacy.

**Stand 05.300**



## OGNIOS REMOTE STATION

The Ognios Intercom Station is based on IP technology and ensures power as well as server redundancy. In contrast to other maritime certified systems, it is based on modularity allowing for great flexibility to meet individual needs. The elegant and flexible design differentiates it from the competition.

**Stand: 09.307**



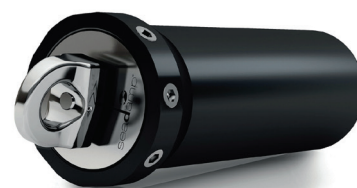
## ZF ELECTRIC SAIL DRIVE

ZF's fully electric propulsion system for sailing yachts uses an electric motor with a maximum output of 125kW instead of the usual diesel unit. The motor connects to the ZF Steerable Pod Propulsion system (SPP) where manoeuvrability is further improved thanks to smooth control of the electric motor with no clutches. Benefits include zero noise and zero emissions, making sailing more environmentally friendly.

**Stand 01.161**

**DAME**

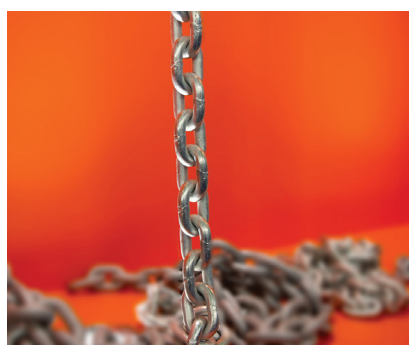
NOMINATED  
2019



## SEADAMP EVO

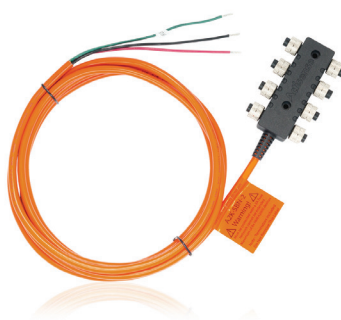
The DAME-nominated Seadamp EVO hydraulic shock absorber from Seares Srl is designed for moorings and anchorages, up to 13 tonnes boat displacement. Made of hard anodised aluminium and stainless steel, it is completely watertight and offers all the features of the Seadamp STEEL in a compact, light and robust design.

**Stand: 05.264**



## MF'S CALIBRATED DAMS G70 CHAIN

MF Industrial Chains' new DAMS approach (Downsizing, Anchoring, and Mooring Systems) is profiled in a new line of products that focus on less maintenance, added safety, and more respect for the sea. Among the products on offer is the DAMS G70, a high-performance calibrated chain for winches with a tensile strength equal to 70kg/mm<sup>2</sup> HDG. **Stand 03.237**



## ACTISENSE SBN-2 NETWORK

The SBN-2 is a larger version of Actisense's popular self-contained boat network. The device gives boat owners and installers the ability to set up a 'Plug & Play' NMEA 2000 network with a complete NMEA2000 backbone in a single device, simply requiring a power connection. With built-in termination resistors, the SBN-2 provides eight NMEA2000 drops, meaning that up to eight NMEA2000 devices can be connected.

**Stand: 03.132**



## CONDENSATION-FREE PORTHOLES

TOPWINDOWS' condensation-free portholes are made of insulated, moulded plastic (black or all-look grey), with grey tinted PMMA plastic glazing. Available in fixed or open versions with rain hoods and fly screens, the UV- and seawater-resistant portholes meet the ISO and ocean-worthy CE-A standards.

**Stand 07.526**

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# Biofouling: The silent killer



A panel of experts discuss the way forward

Biofouling and its effect on loss of biodiversity is the subject of a Global Project Task Force called Glo Fouling, started under the auspices of the IMO and supported by a number of strategic partners.

At the I-nnovationLab Stage on the first day of METSTRADE 2019, a panel of experts from diverse backgrounds discussed the challenges presented by this phenomenon, and the way forward for our industry with various types of antifouling solutions that are currently available.

Session moderator Albert Willemsen, Environmental Consultant with ICOMIA, introduced the subject by stating that invasive (non-native) species coming from underwater marine fouling was the major contributor to loss of biodiversity, with implications for the environment on par with climate change, and referred to by a UN report as 'the silent killer!'

As an example in the last 10 years, 20,000 species have been identified in Europe, with 14,000 of them being designated as invasive/non-native.

Eradication of invasive species once they become established is extremely difficult, some in particular such as zebra mussels are proving almost impossible to deal with.

## Key points:

During the discussion it was agreed that biocide free antifouling solutions are now becoming much more prominent in the mind-set of the boating community.

Modern antifouling coatings are biocide-free, and proving themselves to be just

as effective as previous biocide based formulations. But consumers must be open minded, and change their attitudes too, as must shipyards and applicators.

Other 'non paint' solutions are being developed and proven, such as Ultrasonic systems, and wrapping materials that prevent biofouling from sticking to the hull by various means.

It was agreed that there are multiple options, with no 'one size fits all' solution, and that more data is required based on practical testing in a variety of environments.

To this end, the Dutch Waterways management in cooperation with HISWA have been running a long-term trial on several charter yachts with a range of systems, including coatings, ultrasonics and wrappings with non-stick properties.

A comprehensive report will be published in January 2020 revealing the results of these trials, which it is hoped will give consumers a factual data base to help them decide on the most suitable environmentally friendly solution for their specific application.

The threat of invasive species from waste water run off after hull preparation before antifouling was also highlighted. The installation of catchment and filtration systems is being implemented in the Netherlands and some other countries, but this needs to be enforced more widely.

For fully effective prevention of the spread of invasive species, the boat owner has to start thinking about cleaning of the hull before transiting from one cruising area to another, and not after arriving.

In conclusion, Albert Willemsen said, "10 years ago, this kind of open discussion with so many options and future possibilities would not have been possible. And for sure, the recreational and superyacht sectors are much more open minded and progressive on such matters than the commercial shipping industry is."

*Note: The entire one-hour panel discussion with a lot more technical detail was video recorded, and will be available online later, for those that were not able to be there.*

## PRACTICAL INFO

### KEY CONTACT NUMBERS

Organisers METSTRADE Show +31 20 549 1212  
**RAI Emergency Number +31 20 549 1234**  
 METSTRADE Hotel Service +31 20 549 1927  
 Exhibitor Services +31 20 549 1928  
 WiFi not working? +31 20 549 1968

### OPENING HOURS

Thursday 10.00-17.00 hrs

### BADGE

For safety and security reasons, it is mandatory to wear your badge at all times on the RAI premises. Please ensure that your badge is clearly visible.

### NETWORKING AREAS

Comfortable networking areas with free WiFi to do business, charge mobile devices and rest your feet. Located all over the show floor.

### COLOUR CODED

To help exhibitors 'find their way' with nearly 16,700+ unique visitors and just three show days, the METSTRADE organisation uses coloured lanyards for the visitor badges to indicate the visitors' profession and industry segment.

Naval architect - Interior builder/designer
Marine finance/insurance - Yacht broker Chartering - Consultant/surveyor
Manufacturer
Yacht captain & crew (agency)
Naval engineer
Boat/yacht builder - Repair/refit yard
Marina management/designer/developer
Project management
Dealer/retailer - Distributor/wholesaler Import/export agent
Press
Other



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## GET IN TOUCH

The Daily News is published jointly by IBI and RAI Amsterdam every day during the show. Any suggestions or input for the Daily News email [belinda@ibiplus.co.uk](mailto:belinda@ibiplus.co.uk)

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