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WEDNESDAY
20 NOVEMBER
2019

DAILY NEWS

Number of visitors day one (until 17.00 hrs):
8,994
2018: 8,802



METS 20 TRADE 19

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



De Vries says industry must embrace sustainability challenge

FEADSHIP DIRECTOR:

Sustainability is uphill slog, but inevitable

Henk de Vries loves giving radical advice: "Enjoy. Do irresponsible things while you can," he proclaims, and on the opening day of METSTRADE 2019, the Feadship director revealed himself as a man who lives by what he preaches.

Though celebrating its 70th anniversary this year, Feadship's eyes remain firmly on the future with the superyacht builder in the vanguard of the drive for more sustainability in yacht building. De Vries revealed that Feadship is working on a hydrogen-powered superyacht, along with a hybrid one that can become an all-electric vessel.

In his METSTRADE keynote address and at an



The night belonged to Lifetime Achievement winners, Viking Yachts' Bill and Bob Healey

U SAFE named Overall Winner of 2019 DAME Awards



Nick Bice of U SAFE accepting the 2019 overall DAME award

Birgit Schnaase, chair of the DAME Awards jury, presented U-Safe Trading with the overall 2019 DAME Design Award on Tuesday for the clever design execution, innovation and safety implications of the U SAFE - a reinvention of the traditional life-saving ring that is autopropelled and remote controlled. Featuring robust, understated and very clean design, the U SAFE can be from boat or shore in line of site at speeds of up to 15kph, for a

Biggest night yet for Boat Builder Awards

In a dramatic black and gold themed night within the amphitheatre of Amsterdam's National Maritime Museum, the Boat Builder Awards for Business Achievement, held in association with Raymarine, praised 36 shortlisted companies and named eight winners. Over 350 guests also honoured the Lifetime Achievement of Viking Yachts' Bill and Bob Healey and applauded the Rising Star talents of Angela Pernsteiner from Dominator Yachts and Riviera's Kyle Davison.

The fifth edition of the Boat Builder Awards, >>>



Keynote speaker

Innovation Lab session with IBI Editor Ed Slack, De Vries spoke enthusiastically about sustainability, but highlighted frustrations it can cause.

Militating against sustainability, said De Vries, is a yacht building culture of layers of experts - managers, personal reps etc. "They'll tell a client, 'This boat has very new technology. You sure you want to go there?'"

Feadship has contracts for 16 yachts, with De Vries acknowledging that only "3 or 4 are fairly green, better than the current norm." To stoke interest in sustainability, "I'll have to jump over the experts," said De Vries. "I only need a few candidates. Then it will go very quickly."

De Vries was asked how realistic a hydrogen superyacht was. The response: "If I take no risks, I'll not exist in 10 years."

De Vries said he was encouraged by support for the Water Revolution Foundation Feadship created in 2018, to drive sustainability in superyachts through collaboration and innovation.

The foundation has 10 'anchor members' - superyacht giants "that have committed serious financial support." One eye-catching initiative: to create an environmental scorecard for superyachts.

Boatbuilder Awards

jointly organised by IBI and METSTRADE, received a record total of 82 nominations this year, with strong entries in every category.

THE WINNERS WERE:

Retail Marketing Initiative sponsored by Glomex: Winner - **Riva** (branded Lounges, Privées and Decks)

Honourable Mention - Azimut (for placing an 18m Azimut S6 in New York's Times Square).

International Dealer or Distributor

Development sponsored by Volvo Penta: Winner - **Galeon** (for its regional expansion plans).

Collaborative Solution Between a Production Boat Builder and its Supply Chain Partner

sponsored by Ultraflex: Winner - **Marquis Yachts** and **Toyota Motor Corp** (for their partnership on the LY 650).

Honourable Mention: Hallberg-Rassy and Lewmar (for their work on a cassette-style drop-in steering system for the Hallberg-Rassy 340).

The Collaborative Solution between a Superyacht Builder and its Supply Chain

Partner category, sponsored by Lumishore, went to **Rondal, Comm&Sens** and **Gurit** for their load sensing rudder for a Royal Huisman 81m sailing superyacht.

DAME award

duration of 30 minutes. The design incorporates completely flush jet drives and sensibly large rigid grab holds, as well as an easy-to-access u-shaped area to swim into.

"The mix of entries this year was submitted from the largest number of countries yet seen in the DAME," said Schnaase. "The products we examined demonstrated that many marine companies are paying close attention to form and function, with solutions that will improve the experiences of those getting afloat."

"Our final selection of nominations represents a wide ranging field of products, from new materials and items of personal boating equipment, to complex electronics and large items of machinery. All providing evidence of further strength in the field of marine industry design."

The other category winners were **Garmin GPSMAP 86i** stand 01.101, 01.103, 01.200 (Marine Electronics and Marine Related Software), **Lumitec Moray Flex Light** stand 12.505 (Interior Equipment, Furnishing, Materials and Electrical Fittings used in Cabins), **Lignia Yacht** stand CMP 15 (Marina Equipment, Boatyard Equipment and Boat Construction



DAME 2019 winners take centre stage

Tools and Materials), **Karver KCW Compact Winch** and **KWH Winch Handle** stand 12.113 (Deck Equipment, Sails and Rigging), **Mustang Callan Waterproof Jacket and Salopettes** stand 12.312 (Clothing and Crew Accessories), **U SAFE** stand 07.108 (Lifesaving and Safety Equipment) and **Garmin Force trolling motor** stand 01.101, 01.103, 01.200 and **Navico Ghost** stand 01.152 (Machinery, Propulsion, Mechanical and Electrical Systems and Fittings).

This year the DAME jury inspected 118 entries from 27 countries, from which it nominated a total of 59 products for consideration in the final judging rounds.



The venue for last night's awards

The Innovative Onboard Design Solution category, sponsored by Fusion, was awarded to **Benetti** for its advanced 100m FB272 that offers up to 12-hour engineless operation. Grand Banks' use of a robotic 8-axis mill was the winner in the Innovation in a Production Process category, sponsored by Dometic.

The Environmental Initiative, sponsored by UCINA, went to **Spirit Yachts** for its environmental efforts in manufacturing and business processes.

The Best Apprenticeship or Training Scheme category, sponsored by Marine Resources, recognised **Princess Yachts** for its

apprenticeship scheme and leadership pathway which trains its new recruits holistically and nurtures them through the business. The two **Rising Star awards**, sponsored by Gurit, went to **Angela Pernsteiner**, CEO of Dominator Yachts, and **Kyle Davison**, who progressed in a decade from the ground floor to appointment as the Supply, Planning and Production Director of Riviera Australia.

The evening's finalé honoured the nearly six decades of remarkable service of **Robert T Healey, Sr** and **William J Healey**. Bill and Bob built Viking Yachts into the world's largest manufacturer of high-end sportfishing and motoryachts by following their mantra of building a better boat every day. They also both made a significant and selfless contribution to the general well-being of the boating industry. The Lifetime Achievement award, sponsored by Side-Power, was presented to Bob's son, Robert Healey Jr, Executive Co-Chairman of the Viking Group.

IBI Editor and chair of the Boat Builder Awards judges, Ed Slack, commented: "The Boat Builder Awards celebrates the achievements of the people and companies that build the boats that drive our industry. They also recognise the invaluable work of those that supply vital equipment and services."

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Excellence is Made in Italy.

Come and discover how
at the Italian Pavilions:
Hall 1 - Hall 5 - Superyacht Pavilion



60th | **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 **35 different countries**

SHINING A LIGHT

Lumishore's new Lux Collection, a pinnacle of form and function

Lighting is one of the industry's most innovative, fast moving product sectors, and UK firm Lumishore has been leading the charge in the underwater segment for some time. This year the manufacturer launched its first range of above water lighting, leveraging its technologies to bring new levels of functionality and light quality to interiors - a bar that's been raised once more with its new Lux Lighting Collection featuring its Lumi-Link Wireless technology that was nominated for the prestigious DAME Design Award and is now on display in Hall 3.

Featuring low profile downlighters including unique anti-glare downlights, courtesy lights, LED strips and Neon Flex lights, the Lux Lighting Collection marks the beginning of an expanding portfolio of sleek, interior light options, but it's the technology inside the units, and their functionality, that really shines, transforming not only the atmosphere onboard but simplifying life for the boatbuilder, boat owners, crew and guests.



Lumishore's Eifrión Evans at the firm's stand in hall 3

The innovative Lumi-Link Wireless technology, which received a DAME Special Mention during the Breakfast Briefing yesterday, avoids the need to run yards of data cable through the boat. Such a feature drastically simplifies installation for OEMs, but also offers an easy win for retrofits as owners look to upgrade dated lighting systems. The cable-free system utilises AFH (Adaptive Frequency Hopping), constantly monitoring the

wireless activity onboard and using the quietest channel available so as not to interrupt other wireless activity.

The Lux LEDs themselves uniquely integrate both cold and warm white light, in addition to regular RGB, ensuring a high Colour Rendition Index (CRI), vital to the quality of the actual light emitted; but fundamental to the range's appeal is the way the tone and colour of light can be manipulated, via the beating heart of the system - Lumishore's Command Centre -

by any one of a number intuitive systems from a host of MFDs to Lumishore's own touchscreen display as well as regular switching that can be styled to match any interior scheme.

The lenses on the anti-glare downlighter also feature a unique honeycomb structure, designed to reduce glare significantly without adding to the low-profile unit, critical in a marine environment with limited headroom where space behind the ceiling panels is extremely constrained.



The US Ambassador to the Netherlands, Peter Hoekstra, joined National Marine Manufacturers Association president Frank Hugelmeyer in cutting the ribbon to officially open the US Pavilion on Tuesday morning, following a rousing a cappella rendition of the US national anthem sung by US Superyacht Association president Kitty McGowan. Ambassador Hoekstra then toured the US Pavilion with NMMA staff to meet with exhibitors.

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**The
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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.

hempeleyacht.com

HEMPEL
Trust is earned

Spinlock's new Deckvest 6D Lifejacket has been awarded a DAME Special Mention - check it out at their new stand in **hall 7 (07.247)**

RECORD NUMBER OF SPEAKERS LINE UP ON ALL KNOWLEDGE STAGES

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



Lewmar at the centre of LPI's marine expansion in Europe



Plenty to see at the Lewmar stand in hall 12 (003, 103)

Following its recent acquisition by Lippert Components Inc (LPI), Lewmar is now firmly at the centre of the group's leisure marine expansion in Europe. The Trend Marine

business has already been successfully integrated into Lewmar, with the benefits of streamlined, single point account management, logistics and customer service. The newly combined manufacturing capability offers a wider than ever product portfolio. This includes chemical sag and thermal press bending of glass, an in-house carbon fibre manufacturing facility, together with painting for both glass and acrylic panels.

Innovation remains a key driver in the business and Lewmar is launching 26 new products here at METSTRADE. All new product offerings have powered intuitive control systems, reliable engineering and Lewmar says, offer an easier, more enjoyable time on board.

Looking to the future there are a number of group synergies with significant crossover from the USA and European business in both the Marine and RV sectors.

In particular, there is focus on large powered moving and opening glazing systems, alongside a full range of solar shading products. These include manual and electric soft sliding roof systems and retractable fore and aft sun canopies. Lewmar is catering for the larger boats with a folding arm electric canopy, whilst the Sureshade telescopic platform is well suited to the smaller models. It is also launching a number of interior powered bed systems. These offer flexible use of interior space and are ideally suited to either crew cabins or occasional guest accommodation.

Building with and for the next generation at the Superyacht Forum

Held at the Amsterdam RAI this week in association with METSTRADE, the Superyacht Forum explores the future of the superyacht industry as the focus of its 2019 programme, Building for the Next Generation.

The 26th annual Superyacht Forum covers a wide range of topics this week related to the business, ownership and technology associated with next generation superyachts. Martin Redmayne, chair of The Superyacht Group, welcomed delegates with an opening address that set the tone for three days of candid debate, open discussion and thought-provoking conversations.

Monday's sessions were devoted to the business of superyachts, with discussions around



Candid debate is at the heart of the SY Forum experience

what future business models might look like and how they will transform, improve and grow the industry. Lively workshops included discussions on data management, next generation operations

and how requirements for refit infrastructure are changing.

The focus for Tuesday turned to ownership, with industry leaders and their families sharing multi-generational perspectives on business ownership while outlining how the owners are planning for their succession.

Wednesday's focus on technology provides an opportunity for delegates to learn from tech leaders about how developments in their respective industries could be expected to change the landscape for superyachts of the future.

The 2019 Superyacht Forum culminates on Thursday with an invitation to review the products and companies on display at METSTRADE.

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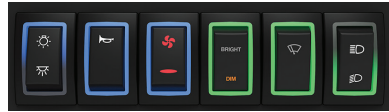




HR-SERIES SEALED ROCKER SWITCH

The HR-Series from Carling Technologies is a perimeter illuminated sealed rocker switch, featuring a stylish, low-profile actuator that is available in either two or three positions. The switches have a variety of dependent and independent illumination options; momentary and maintained circuits; and up to two customisable laser-etched legends. The patented design supports the various illumination options and allows the switch to be rated up to 20 amps, eliminating the need for relays. The HR-Series is sealed to an IP68 level and endures a minimum of 200,000 cycles.

Stand O1.115



ALPHALOCK BLOCKLOCK

Alphalock halyard locks are automatic (no need for triplines) and uniquely simple, featuring brand new technology without need for springs and other parts normally found in such locks. Alphalock mechanisms are imbedded in the product and are not subject to wear or corrosion. They have a number of applications for small sailboats up to megayachts.

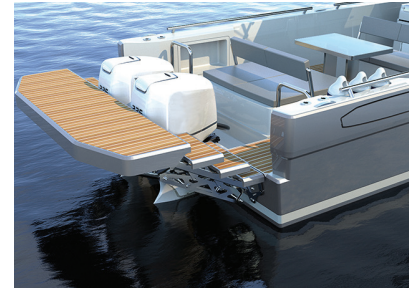
Stand: 11.510



PRO 10

To help protect against hull corrosion, the PRO 10 from IDN continuously monitors the state of a boat's cathodic protection in real time. It also boasts a highly-efficient, impressed current cathodic protection system that substitutes sacrificial anodes. Battery voltage, AC supply, and water detection and control are also monitored, with information relayed to the user via mobile phone.

Stand: 01.180



ASCENDER

H+B Technics' Ascender is a segmented platform-step-lift for boats with inboard and outboard engines. Integrated steps mean users can easily climb from the water to the deck, or walk from the deck to the quay. Intuitive handling provides an exceptionally handy and enjoyable experience.

Stand: 07.331



DAME
SPECIAL MENTION
2019

RESQLINK VIEW PLB

ACR Electronics' DAME-nominated ResQLink View is said to be the only buoyant Personal Locator Beacon designed using survivors' feedback. A new digital display shows its exact status for peace of mind, while infra-red and LED strobe lights assist rescuers with and without night vision goggles. A multi-constellation GNSS receiver ensures faster location download.

Stand: 03.131



PAUGER CARBON VANG

The Pauger Carbon Vang from Hungary's Pauger Ltd is a lightweight, stylish solution for any yacht. A 5:1 internal purchase system keeps the design clean, while the outer surface has a clear coat varnish. Advanced production methods allows the vang to be competitive compared to its aluminium counterparts.

Stand: 07.335



MPOWER CLMD12

MPOWER's 12-channel DC load module, CLMD12, offers programmable multi-channel DC electronic load modules in a scalable configuration, each capable of switching up to 5, 10, or 12 amps with a total current capacity of 75 amps. It connects directly to the NMEA 2000 network, allowing breakers to be turned on and off from a Maretron DSM-Series display or any device running Maretron N2KView.

Stand O1.115

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HOT TOPICS DAY 2

- 8.30-13.00** PIANC Short Course on Marina Design - part 2 - Amtrium
- 9.00-18.00** The Superyacht Forum - Entrance E
- 10.30-13.00** METSTRADE 2019 round table discussion - D202
- 10.30-11.00** From dream to reality: The story behind amphibious boat company, Wettoncraft - I-nnovationLAB Stage
- 10.45-11.15** Electrification of charter boats - E-nnovationLAB Stage, Hall 7
- 11.00-12.00** PRO-SET Expoxies for High Temperature Tooling - Construction in Process Stage
- 11.00-15.00** NMEA 2000 ConnectFest - Elicium
- 11.15-11.45** Circular Beauties - I-nnovationLAB Stage, Hall 6
- 11.25-11.55** Do we need a marine standard for lithium-ion batteries? - E-nnovationLAB
- 11.30-12.00** Digital disruption: What do you have to get used to as a company - YPC Lounge
- 12.00-13.00** DAME Elevator Pitches of the 7 Category Winners - I-nnovationLAB Stage, Hall 6
- 12.05-12.35** Improved hydrodynamics: making electric propulsion work - E-nnovationLAB, Hall 7
- 12.45-13.15** Danfoss Editron hybrid DC systems for marine vessels - E-nnovationLAB Stage, Hall 7
- 13.00-14.00** Production of a laminate via vacuum infusion using SAERTEX glass NCF, core material SAERfoam® and SAERTEX GmbH & Co. KG - Construction in Process Stage
- 13.15-14.15** Panel Session: How green are we year on? - I-nnovationLAB Stage, Hall 6
- 13.30-16.30** GMI Certified Members Global Meeting - Amtrium
- 13.45-14.15** Concepts for Parallel-Electric & Hybrid-Drive-Systems by Fischer Panda - E-nnovationLAB
- 14.00-16.00** PIANC RecCom Working Group meeting about Marina Adaptations for Electric Propulsion Recreational V - Amtrium
- 14.00-15.00** Gurit - Construction in Process Stage

- 14.00-15.00** Young Professionals Club, guided tour in front of Young Professional - 1st floor next to First Floor Restaurant
- 14.30-15.00** Digital disruption: What do you have to get used to as a company? - I-nnovationLAB Stage, Hall 6
- 15.00-16.00** Live sandwich composite infusion demonstration - Construction in Process Stage
- 15.15-15.45** Petestep - a better ride - I-nnovationLAB Stage, Hall 6
- 15.45-16.15** MASE, the new ERA, Hybrid Propulsion - E-nnovationLAB
- 16.30-17.00** Sailing is sustainable, sailing yachts are not - I-nnovationLAB, Hall 6
- 16.30-18.00** Waterfront Drinks and presentation of the MEDA Award Winner - Amtrium 1
- 17.00-18.00** TSF Closing Drink - The Shipyard
- 19.00-19.45** Young Professionals Canal Cruise - RAI Marina

Number of new companies:
271, from 36 countries

Number of new entries:

Italy	41	Sweden	4
China	38	Hong Kong	3
Netherlands	30	Denmark	3
UK	20	South Korea	3
Germany	19	Japan	2
USA	18	Ireland	2
France	16	Cyprus	2
Taiwan	8	Belgium	2
Australia	7	Canada	2
Norway	7	Lithuania	2
Austria	5	Russia	2
Poland	5	Singapore	2
Slovenia	5	Bulgaria	1
Spain	4	Hungary	1
Finland	4	Israel	1
Greece	4	Croatia	1
Turkey	4	Ukraine	1

PRACTICAL INFO

KEY CONTACT NUMBERS

Organisers METSTRADE Show
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OPENING HOURS

Tuesday 10.00-18.00 hrs
Wednesday 10.00-18.00 hrs
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

If you have any problems with your stand or ordered items, please call the **Event Desk on T: + 31 20 549 19 90** or go to the **Event Desk at entrance C and K**. The staff of the Event Desk will be happy to assist you.

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

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