

The Newsletter from the British Marine Federation



A new look for the London Boat Show

Visitors to the 2007 Show are set to enjoy a completely revitalised visitor experience with a whole host of exciting developments in the pipeline, all coming under the theme of 'Island Nation'.

That was the message at a press launch recently where plans were unveiled which will change the whole look and feel of the Show. The new event is going to be literally packed to the ceiling with marine attractions to revitalise the visitor experience and the whole show has got a completely new lay out. Children will get in free and everyone gets a free catalogue when they buy a ticket – plus the Guinness stand gets a more prominent location in the sailing hall.

The main focus of the press launch was a presentation by Tim Pyne, the Consultant Creative Director who has been working with the BMF and National Boat Shows. Tim showed the invited media how the varied and interactive attractions would be brought together under the theme of Britain as an Island Nation. "The moment visitors step into the Show, they will be taken on an exhilarating and entertaining journey through our interpretation of our 'Island Nation', via colourful theatre, music, art and



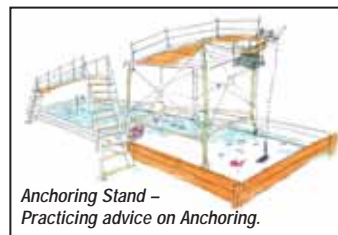
hands-on exhibits," explained Tim. Master classes in seamanship, a fog tunnel, real reed beds, kite fishing and lighthouses. A section will be dedicated to fishing and canoeing and with the Olympics on the horizon there will be activities to encourage children into sailing. To feed hungry crew there'll be lessons from top chef Mark Hix on how to cook at sea. Mark will

also be running a top fish restaurant.

The visitor experience will begin from the moment they step into the Show with the immediately recognisable sound of seagulls above, and sea grass and sand effect beneath their feet. The theme will be carried throughout the Show to the colourfully decorated themed halls. "The vision behind the 2007 show was simply to reflect our impressive marine heritage. The Show is a celebration of everything from seafaring skills to boat design and the sea. There will be something for everyone who has a passion for water, inland or coastal," Tim added.

The plans for the new Show follow much consultation with BMF members and exhibitors over recent months and there's been a BMF road show to get as much feedback as possible from exhibitors. "So far everyone has been really enthusiastic about the new ideas but it's going to be a partnership between us and the industry which delivers this," commented BMF Director of Marketing, James Gower. James

Continued on page 2



These are just some of the visions and ideas under consideration as part of the revitalised 2007 London Boat Show.

INSIDE



Rob Stevens Answers Our Questions.....Page 2

BMF Member Benefits Portfolio
Managed By LogBuy

Introducing a new Member BenefitPage 3



Marina Managers Think Big for Continued SuccessPage 4/5



BMF announce partnership with the Mumbai International Boat ShowPage 8

Rob Stevens Answers Our Questions

BMN – How have you enjoyed your first two months in the position?

RS – Yes very much. It has been hard work but interesting and enjoyable. There are some challenges but there is also a very able and willing staff.

Actually, I'm therefore most grateful to John Clarke for leaving me with such a capable team and professional team. They have certainly helped me to settle quickly into my first few months at the Federation and helped me to understand the importance and roles of the diverse collection of groups and associations within the BMF.

I've also enjoyed getting to know and understand the businesses of our strategic partners like the Royal Yachting Association and British Waterways.

In this month's edition of British Marine News, we managed to speak to new BMF Chief Executive, Rob Stevens, to discuss his role, his first weeks at the organization and his aims for the future, amongst other things.



BMN – What are your challenges for the next two months?

RS – There are a couple of key challenges we need to address over the forthcoming year. Firstly we need

to turn the London Boat Show around, back into an exciting show, and a much more participatory event. One which, not only sells boats and all the associated Marine products, but one which also offers the public a good day out and, we hope, encourages people into boating.

But we have already done a lot of work on this and, as a long-standing traditional visitor to the London Boat Show, I am very encouraged by the new plans for London.

The other challenges we have are to manage issues like emergent legislation such as the Marine Bill, to grow our export markets and any ongoing issues such as the derogation of Red Diesel to the benefit of all our members. However, sound finances are essential to underpin all this work so an achievable budget is also a high priority.

This means that we must have a coherent business plan and I have spent the first few weeks ensuring that all the Federations objectives are underpinned by sound finances, in a manner that meets all our members' needs.

BMN – What are your feelings regarding the opportunities for both the BMF and the industry?

RS – The British marine industry has an impressive reputation both in UK and abroad and the respect of government for our growth and size. We need to build on this reputation to consolidate our influence with government and grow our export market. Here I believe that the biggest opportunities lie in the quality end of our design and products.

There are two other opportunities worth mentioning and we need to take advantage of:

The first is IT revolution and particularly the Internet. It offers real improvements in the way we communicate with members and it is a potential source of income.

The other opportunity is to improve the way in which we manage the regions. The recent governmental regionalization initiatives are not always easy to understand when one looks at training initiatives, help with exports, technical matters or just help with local issues. If we can create an organization which helps our members pull these elements together to make it an easier process, I am sure that it would be welcomed.

BMN – One of the first projects you've been involved in is the new subscription system. What are your thoughts on this?

RS – The new subscription system was, I understand, created in response to the membership's concerns and has been devised by a subscriptions working group comprising member companies and the BMF Executive. I know there was a huge amount of effort that went into it and, although I have inherited it, I think that it is a fair system. The concept of basing it on turnover is a clever way of generating the subscription income in the most equitable way. It comes into force in July so I have asked the membership team to reinforce the benefits and opportunities available to members, so that they are aware of how to get the best value for money for their membership.

BMN – And finally, what do you do in your spare time?

RS – In my spare time I'm a keen sportsman although I watch more than I play these days and I'm an offshore yacht skipper and have had the use of sail and motorboats over the years.

If you would you would like to submit a question to Rob, please send your questions to joel@britishmarine.co.uk

A new look for the London Boat Show

Continued from page 1

stressed that nothing had been assumed in negotiations with members and exhibitors and getting everyone on board was vital to the future success of the Show.

To accommodate all the new attractions larger exhibitors have agreed to give up 8% of their stand space. "We've engineered the budget so that 99% of the new ideas will be funded by National Boat Shows," added James. "It's a very prudent and sensible budget but with huge investment in the attractions and features; we haven't compromised on marketing either." As part of cost savings there will be no temporary East Hall this year; marine exhibitors will be allocated

space within the two main halls. An additional 1600 parking spaces will be available underneath ExCel.

In his conclusion Rob Stevens, BMF Chief Executive again highlighted the fact that the radical changes and improvements to the Show have been done very much on a participatory basis with members and exhibitors. "What I really want to drive home is that all this is about engaging the marine leisure industry in the rejuvenation of our Show and it's not an imposed but a shared partnership. Unless we all throw our weight behind it we're not going to attract the size of audience we need. It's this engagement and this energy which is going to be key to the success of the Show."

New Marketing Strategy Group Chairman

At the last National Boat Shows board meeting Paul Strzelecki, Joint Chief Executive of Henri Lloyd, was voted in as the BMF's Marketing Strategy Group Chairman. From July 1st, Paul will take over from David Lewin, whose term will end.



As chairman, Paul (pictured left) will be leading the committee through the next business plan year and driving forward initiatives that help deliver the BMF's strategic plan.

Paul commented: "I am delighted to be taking up this post and look forward to working with the committee and executives to take forward the BMF's marketing plans for the benefit of the membership. I would like to take this opportunity to thank David for his contribution over the past three years."

Introducing a new Member Benefit

Dear BMF Member,

We've joined forces with LogBuy to bring to you another key benefit of membership. Using the combined purchasing power of our membership base, we can command sizeable discounts on products and services you require. So we've done just that. Starting today, we can now offer all members discounts from some of the UK's leading business suppliers, such as computers from the HP and Apple Store, courier costs from Business Post, fuel cards from Shell, commercial finance from Lloyds TSB and much more.

BMF Member Benefits Portfolio

Managed By **LogBuy**

Deals

Start saving between 5-70% on your business purchases; from stationery, telephone costs, fuel costs, business services, computing and more.

Benefit from:

- Save money on your purchases
- Save time researching suppliers and negotiating prices
- Leading, quality brands at the best price

supplier deals that are added to the portfolio over the course of the year.

Helpdesk

The new service is managed by LogBuy, experts in this field, who negotiate the deals and manage the website and any queries members may have.

If you have any questions on the Member Benefit deals, please do call the helpline, on 0870 6091505 or email memberbenefits@logbuy.co.uk

BMF Induction Day

The BMF Induction Day, held on Wednesday 24th May, at Marine House, was a great success. Over 35 Members attended to find out about how Marine House operates, and the services on offer.

In the morning, representatives from Marine House presented the various services and benefits of membership. During lunch, delegates were provided a tour of Marine House, with the opportunity to go behind the scenes and meet the team, finding out more about what they do. The lunch session also provided an opportunity for networking with each other and for Members to meet their Association Officials.

Following lunch, the day continued for Association Officials who took part in a forum including discussions on their role, and working in partnership with Marine House, as well as a session about Association Budgets.

Hazel Parker, BMF Membership Manager said, "Today was about throwing the doors open for our Members, and we were pleased to see they were so interested in learning more about what we do for them".

To request a copy of the presentations please contact [Joanne Priddy on membership@britishmarine.co.uk](mailto:Joanne.Priddy@britishmarine.co.uk) or 01784 223 663



BMF Latest News

BMF Latest is a weekly newsletter that is sent out by email to the marine trade, Boat Show exhibitors, press and other interested parties and is full of information on developments within the UK Marine Leisure industry and Boat Show news.

If you are not already a subscriber to BMF Latest News, you can do so

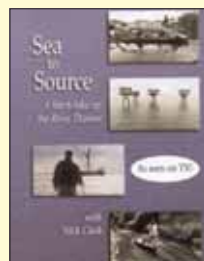
by visiting www.britishmarine.co.uk/bmflatestnews and clicking on "Subscribe".

BMF Latest News provides a series of advertising opportunities to promote your business to over 3100 people (and rising).

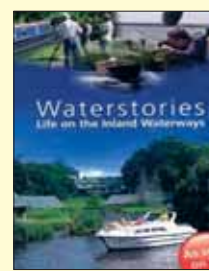
For more information please contact Joe Roel by email to jroel@britishmarine.co.uk or on 01784 223678.

The BMF DVD Sale!

The British Marine Federation is offering you the opportunity to purchase the following DVDs at a special reduced price of £6.99 (inc VAT).



- Splash Camp – The Best of (DVD)
- Trafalgar 200 – The Official Highlights of (DVD)
- Waterstories – Life on the Inland Waterways (DVD)
- Sea to Source – A Hitch-hike up the River Thames (DVD)



Visit the BMF website now to take advantage of this special offer.

Marina Managers Think B

115 delegates attended the second Annual Marina Conference on Wednesday 17 May 2006, organised by British Marine Federation in conjunction with the UK CMM Group and the Yacht Harbour Association. The event was held at Action Stations, part of Portsmouth Historic Dockyard and was sponsored by Walcon Marine.

Chaired by Andy Osman, Chairman of the UK CMM Group, the day was packed with a number of presentations on a variety of subjects that have significant relevance to the day-to-day operation of modern marinas. Bill Yeargin, Executive Vice President of Rybovich Spencer in the United States, gave the keynote address. His motivating and inspirational presentation focused on creating the right mindset in order to be a successful manager. His key advice was to think big, think positive and to think results. Bill's practical guidance for how to achieve this can be applied to managers in all sectors and the audience learned some valuable lessons.

The Best Profit Forum, chaired by Neil Salter CMM and Debbie Burns CMM, both from Marina Developments Ltd, provided an opportunity for everyone in the audience to share their profit-increasing ideas. Neil opened the session by referring to the Sunday Times Rich List and identifying the common attributes of the successful businessmen on the list. The audience was then invited to contribute ideas from their own experience on how to improve profits. A total of 33 ideas were generated throughout the session, ranging from the relatively simple such as reducing water consumption to the more complex including reconfiguring berthing. This exchange of ideas will help the marina industry as a whole in increasing its profit.

Matthew Hardy, General Manager for Bellingham Marine Europe Ltd gave an interesting presentation about how dry-stack systems can help



Presentations included 'How dry-stack systems can help marinas increase their capacity and profit.'

marinas increase their capacity and profit. He demonstrated that boats of varying sizes could be stored safely and efficiently using the dry-stack system and used examples from marinas across the world operating these systems to illustrate the benefits. He also showed how innovative design could incorporate a dry-stack building within the overall marina development.

The afternoon gave an opportunity for the delegates to work in groups to discuss and suggest solutions to some of the issues facing marinas today and in the future. Dan Hughes CMM of Premier Marinas Ltd led a group discussing Best Practice Ideas for Marina Operations. The group collated a 'top 5' list of best practice guidelines that any marina could

follow. Health and safety proved to be a popular area where best practice can be implemented.

On a similar theme, Andy Garland CMM of Sovereign Harbour Marina Ltd led a separate group considering 'Health and Safety – How Far Should You Go?' The answer seemed to be a balance of risk against practicality and the phrase 'as far as reasonably practical' was much quoted.

'Have You Considered Alternative Uses of Your Site?' was a question posed to the group looking at marina development, led by Martin Simms CMM of Parkstone Yacht Club. Martin used an example of a current marina under development to highlight that residential property, dry-stack systems and reconfiguration of pontoons should all be considered

to gain the best possible profitability for the site.

Jon Eads CMM of Marina Developments Ltd chaired a group looking at the Green Blue campaign. The initiative aims to help the marine industry to be environmentally aware, particularly in the areas of waste, water usage, energy conservation and fuel consumption. The group discussed practical ways that marinas can operate in a more environmentally friendly way and recommended the information and case studies produced by the campaign, which can be found on the Green Blue website. www.thegreenblue.org.uk

The final group was led by Simon Haigh CMM of Quay Marinas Ltd. Simon's group discussed future trends in the marina industry. The resounding theme for this group is that customer expectations are increasing and modern technology is becoming a key demand. High-speed internet connections from boats is number one on the priority list with customers increasingly working from their boat and needing access to their emails and internet for this purpose.

The final session of the conference provided an update on the work being done by the International Marina Institute, the training division of the Association of Marina Industries. Mark Amaral, Training Manager, explained the IMI's key priorities, which includes the development of the marina management training courses, and bringing greater synergy between CMM marina managers in different parts of the world.

The formal business of the conference was concluded with the presentation of CMM (Certified Marina Manager) certificates to nine of the delegates. The awards were presented by Mark Amaral, Mick Bettesworth CMM, Director of the Association of Marina Industries and Rob Stevens, Chief Executive of the British Marine Federation.

To achieve this high accolade, candidates have to successfully graduate from the Advanced Marina



Pictured here with existing Certified Marina Managers at the Conference, nine marina managers were awarded with their CMM certificates.

Big for Continued Success

Management School and complete an extensive portfolio about their career to date, including industry references.

The nine candidates receiving their CMM certificates were: Stephen Buck, Royal Motor Yacht Club; Martinho Fortunato, Marina de Lagos; Drystan Jones, Mylor Yacht Harbour; Paul Rye, Quay Marinas Ltd; Neil Salter, Marina Developments Ltd; Martin Simms, Parkstone Yacht Club; Gareth Stevens, British Waterways; Rob Vrancken, Waterrecreatie Maasplassen; Wil Williams, Hafan Pwllheli Yacht Haven.

The day ended with a Champagne reception sponsored by Walcon Marine, which provided a final opportunity for networking and for the delegates to share their thoughts on the day.

Sarah Dhanda, Director of Training at the British Marine Federation, was delighted at the success of the event: "This conference represents a significant step forward in the development and evolution of the



European CMM programme. We were delighted with the numbers attending and the range of delegates from both the UK's coastal and inland waterways and from overseas.

"The conference provides an opportunity for Continuing Professional Development (CPD) within the only professionally recognised marina managers' qualification anywhere in the world

and our congratulations go to those nine individuals who collected their CMM certificates and we wish them continued success."

The marina management conferences and courses are always well-attended events and considered vital to the delegates' continued success in their careers.

The next marina management events are the Intermediate and

Advanced Marina Management Courses.

The Intermediate Marina Management Course will be held in Shepperton, Middlesex from 7th to 10th November 2006. This course is designed for marina managers, assistant managers, supervisors and foremen with at least one year's experience working at this level.

The Advanced Marina Management School takes place in Barcelona, Spain from 26th November to 2nd December 2006. The minimum entry requirement for this course is that candidates must be a marina manager with at least three years' experience at this level.

Places on both courses are filling fast, so anyone interested in attending should contact Nikki Pascoe in the first instance (npascoe@britishmarine.co.uk). Further information can be found on Training Services & Courses page of the BMF website www.britishmarine.co.uk

Schools Marine Challenge – SW & SE Race Days Approach Prizes/Sponsors Required

Schools Marine Challenge is now in its fourth year in the South West, and its first in the South East. It was developed to introduce school children to the world of marine technology and engineering via direct contact with businesses and hands-on experience of boat building. 27 schools from around the South West and 10 from around the South East are taking part in the competition to design, build and race model powerboats. The teams will compete against one another at Race Day.

Race Day has been confirmed as Tuesday 4 July 2006 in SW and Thursday 6 July 2006 in SE, to be held at Roadford Lake near Okehampton in

Devon and Aqua Sports Company near Redhill in Surrey respectively. Here, the teams will race their boats against each other and will be marked on the design of their boats, the power system, how the young people worked together, and how they compete on Race Day.

We would like to invite you to come along to Race Day to see for yourself the high quality of work and enthusiasm your local schools have put into the project.

We would also like to offer you the opportunity to donate a prize for the Challenge. Prizes are awarded to teams in several categories, ranging from racing positions to teamwork. The winning schools

will be awarded their prizes at a presentation at the end of Race Day. We are looking for sponsors for the Overall Winner prize, and donations of prizes for other categories. Examples of previous prizes include boat trips for the teams, marine-related activities for the teams and vouchers or cash for schools.

If you and your colleagues would like to come along or are interested in donating or sponsoring a prize please contact Nikki Pascoe at the British Marine Federation in the first instance – email npascoe@britishmarine.co.uk or telephone 01784 223630.

Thank you for your support.

Jobseekers

0601 Currently studying Small Craft Technology at Newcastle University. Subjects covered Small Craft Design; Marine Transport; Naval Architecture; Marine Production Technology and Business Management. Looking for a work placement during July and August.

0602 25 years experience in the repair and maintenance of sail and power boats, both wood and composite. Also experienced as an engine fitter and mechanic. Currently residing in Poland but willing to relocate.

For further details of courses or the Jobseekers listed, please contact the Training Department on 01784 473377 or e-mail: training@britishmarine.co.uk

Cooney Marine Hosts Midlands Marine Alliance Meeting

Cooney Marine International based in Kettering, Northants played host to a meeting of the Midlands Marine Alliance Steering Group on 16 May. The meeting with key midlands based marine industry representatives and the welcome presence of EMDA and British Waterways covered a broad range of topics relevant to marine businesses in the East and West Midlands regions.

Feedback from the three recent MMA working group meetings on Skills, Business Development, and Manufacturing and Technical provided some initial priorities for the Midlands Marine Alliance to work on as it develops plans in preparation for a formal launch later in the year. The MMA's aims are to help the marine industry in the Midlands engage further with Advantage West Midlands and the East Midlands Development



Operations Director Andrew Sims and Managing Director James Cooney explaining the finer points of their CNC stainless steel tube bending capabilities to members of the MMA steering group.

Agency, and to provide a focus for all midlands businesses in the leisure marine sector to work together to access sources of advice, support and best practice that will help improve their competitiveness and provide businesses development opportunities.

Following the meeting the group

toured the Cooney manufacturing plant, which currently covers some 34,000 sq ft. During the tour the innovative technical equipment and the lean manufacturing systems were explained. Cooney have just received planning approval to add a further 9,000 sq ft to the manufacturing area. They have also recently installed high

tech Perspex forming equipment to aid progression into new markets.

Cooney are at the forefront of Lean Manufacturing practice in the marine industry supply chain and apprentice/skills training programmes. In the last year they have increased sales by over 20% from the previous year.

Andrew Sims commented "From the top down we are always looking at improving and developing a business that is recognised both nationally and internationally. This is the first time we have hosted such an important marine meeting, giving us the added opportunity to show members of the marine industry what we have achieved. Holding this meeting has only been possible with the Cooney team commitment and the help of Samantha Clarke from BMF Central."

For more information about the Midlands Marine Alliance contact awaddams@britishmarine.co.uk

Composite Materials Technology – Challenges and Opportunities

The National Composites Network seminar at East Coves on 17 May highlighted the latest developments in composite materials applications.

Experts from GKN Aerospace, Portsmouth University, SP Systems and the ESI Group explained how applications in aerospace, wind energy and marine were all benefiting from the extensive R&D and use of predictive design software by leading companies.

Case studies showed how applications of advanced composites were being developed, particularly in marine for hull and deck structures of larger high performance production sailing yachts.

SEEDA were also on hand to explain how their grants for R&D could be used to help small and medium size companies to carry out R&D projects, for more information see www.seeda.co.uk under "funding and advice".

The NCN described its range of

services that are available to companies, including free advice on developing composite materials applications or for solving particular material and processing problems, for details see www.ncn-uk.co.uk.

The tour of the GKN Aerospace Composites Research Centre that followed showed how advanced composites materials were replacing metal structures in aerospace applications, and the BMF Technical Department is working

closely with the NCN to ensure that the marine industry can benefit from access to this knowledge and technology.

For further information about any of these topics please contact awaddams@britishmarine.co.uk

BMF Marine Manufacturing Forum (5 July 2006)

The BMF Marine Manufacturing Forum 2006 will take place on Wednesday 5 July and plans for the event are progressing. This is to ensure that all with an interest have the date in their diaries, and to note that further details will be made available soon.

The event will be at the Heritage Motor Centre, Gaydon, Warwickshire and will cover a wide range of marine manufacturing and business support topics. These will include updates from the National Composites

Network on composite materials and processing techniques following its recent Technology Roadmapping exercise for the marine industry, opportunities in the DTI Technology Programme and the Action Plan for the industry following the recent publication of the DTI Sector Competitiveness Analysis of the UK Leisure Boatbuilding Industry.

There will also be insights into how Innovation, Branding and collaborative R&D can help businesses be more successful and open up new

opportunities for existing and new products, and there will be an overview of research in small craft structures and design from the University of Southampton.

The Manufacturing Advisory Service will be on hand to show how they can help businesses be more productive and to explain how their services are already helping the marine industry.

To register your interest and receive further updates please contact Carole Abel at cabel@britishmarine.co.uk

Lucky Winner gains Jet Set Millionaire's Lifestyle in London Boat Show Dream Competition

Pauline Wisdom was recently announced as the lucky winner of the London Boat Show/ Daily Mail Millionaire Megaprize Competition and collected her fabulous prize on Saturday 6 May 2006. Pauline, aged 48 from Dartford, now joins the leagues of the A-List jet set with the dream prize worth almost half a million pounds.

The fabulous prize includes an amazing Fairline Targa 34 Powerboat, a celebrity favourite worth £200,000 provided by Fairline; a luxurious villa located in Turkey through European Villa Solutions worth £150,000; £100,000 worth of spending money provided by the Daily Mail and ten years free travel to Turkey. The competition was supported by Foreign Currency Direct plc, the



The Wisdom family celebrate their win.

leading currency transfer provider.

The London Boat Show/ Daily Mail Millionaire Megaprize competition ran between 6-15 January 2006 where readers were asked to collect special tokens and send them into the paper to be in with the chance of winning the dream prize. Visitors to the London

Boat Show had the opportunity to view the luxury powerboat and a replica of the overseas villa.

Your chance to get involved

Following a successful first year,

National Boat Shows (NBS) is currently exploring its relationship with the Daily Mail.

The association between Daily Mail and NBS helped the London Boat Show enormously bringing in around £1m of media exposure, £400,000 worth of TV advertising and approximately 255,000 reader entries to the Millionaire's Lifestyle Megaprize competition.

National Boat Shows is now seeking expressions of interest from companies wishing to supply a powerboat as part of a similar major prize giveaway.

To express your interest, or for further information, please contact James Gower on 01784 223619 or by email to jgower@britishmarine.co.uk



The new Southampton Boat Show website is now online.

New Southampton Boat Show Website now live

The new Southampton Boat Show website was launched in early June and contains full and up-to-date information on this year's show. New sections to the website include a "Plan your visit" section as well as list of confirmed boats at the show.

The Southampton Boat Show website can be found at www.southamptonboatshow.com

With over 70,000 unique visitors and 9 millions hits in the two month period around the show, the Southampton Boat Show website offers a number of excellent advertising opportunities.

To advertise on the Southampton Boat Show Website, please contact Raoul Witherall on 0870 774 131 or email raoul@advenue.co.uk

Green Blue Round-up



TV Ecologist launches Green Blue guide for the inland waterways

The Green Blue has published a revised version of its 'How To...' Guide. Launched by TV personality and ecologist, Philippa Forester, at the 2006 Crick Boatshow, it is full of useful information about how to reduce your environmental impact on the inland waterways. Sponsored by the Environment Agency, British Waterways, the Broads Authority and Boat Safety Scheme, the booklet should have a wide circulation. Revised A4 posters are also available depicting a narrowboat and Broads Motor Cruiser. Copies are available free to BMF members. If you require copies to distribute to customers, contact Katherine Boor on 023 8060 4227 or via info@thegreenblue.org.uk

Green Blue funding for environmental projects

To encourage BMF members to implement environmental improvements, The Green Blue has made funding available under the banner of its 'Practical Demonstration Projects'. To qualify, projects must be innovative in nature and reduce the environmental impact of a marine process or boating action. Companies must be willing to share the benefits of their idea with the Green Blue and the wider marine industry. An application form and guidelines can be downloaded from www.thegreenblue.org.uk/practicalprojects

Research database goes live

What is the real environmental impact of antifouling? Or using your sea toilet? Answers to questions like these can now be found on The Green Blue's website in a database of scientific papers, an outcome of its research study 'The Environmental Interactions of Recreational Boating'. Containing around 550 papers relating to boating and the environment, the database captures a wealth of scientific information which could be of use to all BMF members. A student research scheme will also be launched shortly. To view the database, log onto www.thegreenblue.org.uk/sciencematters



BMF announce partnership with the Mumbai International Boat Show 2007 – Book now to reserve space in the UK Hall

BMF is pleased to announce the partnership project with the Indian Marine Federation and the Mumbai International Boat Show in 2007.

Background:

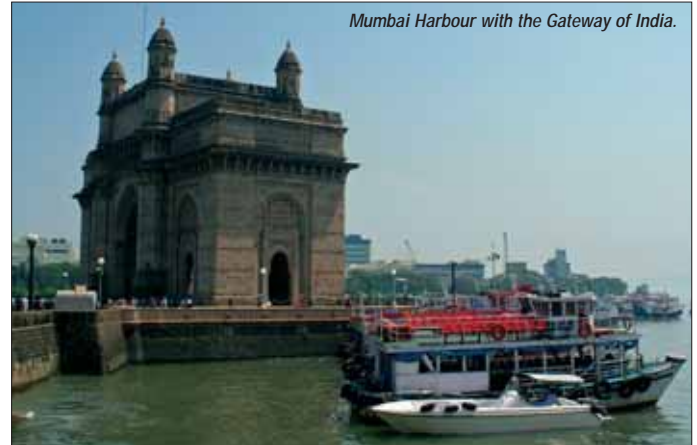
- BMF seminar at the Cochin Boat Show 2005
 - BMF support the creation of the Indian Marine Federation
 - Two delegates from India take part in the 2006 Buyer Mission at London
 - BMF establish an agreement to support the IMF regarding operational set-up of the Mumbai Show
 - BMF is given status as commercial partners for booking space at the Mumbai Show
 - BMF secure UKTI seminar 'British Excellence' funding for Mumbai
 - BMF invited to attend the IMF AGM in Cochin
- The market in India has enormous

22-25 February 2007

potential and this combined with the strong cultural ties, UK legal framework and the very open relationship with the Indian Marine Federation provides the UK marine sector with the ideal opportunity to maintain its position as the leading partner to help grow this market successfully.

Market Statistics:

- 300 million middle class with increased spending on lifestyle and luxury brands
- 1.6 million households (majority in Mumbai) spend US\$ 9,000 p.a on high end designer products
- 70,000+ Indians have assets of over US\$1 million an increase of 15% from 2005
- Super-delux brands like Porsche, Louis Vuitton, Rolls Royce,

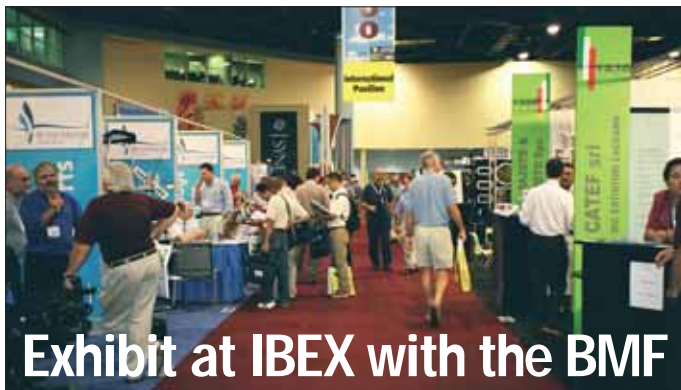


Tag Heuer entered the market in 2006

What Mumbai 2007 offers:

- Prime location for an on-water and land based boat show
- Professional exhibition team including BMF Boat Show Operations

- A catalyst to grow the India marine industry
 - A dedicated UK hall at the show
- Please contact the International Development Team if you are interested in exhibiting or taking part in the British Excellence seminar in Mumbai next year.



BMF gives continuity to the UK pavilion at this major show focused on boat building. If you wish to be exhibit, BMF offers shell scheme units at a preferential space rate in Hall D. UK companies interested can apply for UK Trade & Investment support provided they qualify as new-to-export SME.

The organisers have established an interactive website at www.ibexshow.com to help exhibitors and visitors organise their schedules around the educational seminars and exhibits. The shows runs November 1-3, 2006, with

a pre-conference on October 31.

The International BoatBuilders' Exhibition & Conference (IBEX) occupy three exhibit halls at the Miami Beach Convention Center. The show is jointly produced by National Marine Manufacturers Association (NMMA) and Professional BoatBuilder magazine. The continuous growth of IBEX is indicative of the show's significant influence on the business of boatbuilding.

For full details and to book your space please contact Manuel Sevilla at msevilla@britishmarine.co.uk or tel. 01784 223605.

Exhibit Your Marine Products in the British Pavilion at METS 2006

Once again the British Marine Federation will be organising the renowned British Pavilion at METS, the worlds largest Marine Equipment Trade Show in Amsterdam. The Pavilion will play host to the British contingent and is one of the largest national representations in the exhibition. In 2005, METS attracted 1045 exhibitors, including 140 from the UK, with over 16000 International visitors at the show.

Demand for exhibition space has already resulted in the announced sell-out of almost all stand space at

Amsterdam
14th-16th November

this year's event, a full six months before the show opens.

Companies wishing to take this opportunity to showcase their products internationally should visit the BMF website and click on International Development to download an application pack or call Amanda Simpson on 01784 223628 for further information. UK Trade & Investment Government support is available to 'New to Export' companies.

"The Beach" Shortlisted for AEO Awards

National Boat Shows has been shortlisted for a major award at this year's AEO (Association of Exhibitions Organisers) Excellence Awards. "The Beach" proved to be a highly successful feature at the 2005 Southampton Boat Show and has been shortlisted for the award of "Original Stand / Feature Design & Build".

The AEO Awards will be held on Friday June 30th at Alexandra Palace in London. If your company is interested in sponsoring The Beach, please contact Mike Enser for more information by email to menser@britishmarine.co.uk