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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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