

# YACHT ESSENTIALS

**Chris Clifford** recommends his essential products and services



## 7 East Yachts

Tina Collins is the managing director and owner of 7 East Yachts with offices in both France and London and still expanding. Tina and 7 East Yachts Ltd have been specialising in operating crew, charters, management and owners consultancy/sales for the past 13 years. The strength of 7 East yachts is to be very precise, dedicated and deliver on time. They understand that time is a currency and respond to the moving market quickly in order to look after the clients

best interest. With a business and law background they have a good understanding about flag states and the yachts technical requirements as well as contracts in all departments, this gives them a strong in-house knowledge to share with their clients.

For more details Tel: +33(0)422 100 886 or visit [www.7east-yachts.com](http://www.7east-yachts.com)

## Penguin Marine Refrigeration

Former Merchant Navy Captain Phil Hooper formed Penguin Marine Refrigeration in Antibes in 1991, establishing a very high reputation since. Assisted by an English, French and Italian speaking team, they sell, install and service all makes of marine airconditioning and refrigeration systems. Specialising in refits, they are official dealers and agents for most of the main manufacturers including Condaria, Marinair, Cruisair, Climma and are associates of Heinen and Hopman. They can also help with any requirements for custom fridges and freezers. Working with major brokerage houses and European shipyards, they also have excellent follow up and after sales service worldwide.

For more details Tel: +33(0)4 93 95 06 96 or visit [www.penguinmarine.com](http://www.penguinmarine.com)



## M2M Fenders

M2M Fenders believe in quality products with a quality service. Their own M2M brand of hypalon fenders are made exclusively for them in the UK. They offer a standard range and a bespoke service. They have also put together a wide selection of recognised brands of PVC coated and hypalon coated fenders to cover most requirements. M2M supply UK manufactured fender covers made to fit the fenders and their fender hooks are also made to order in the UK. If you need inflatable fenders, fender covers, fender hooks and tender fenders give them a call. For more details Tel: +44 (0) 1983 210493 or visit [www.m2mfenders.eu](http://www.m2mfenders.eu)





## Fortinox Refits

Fortinox Refits is a company based in Palma de Mallorca and specialise in welding, machining and fabrication of all metals. Working from their spacious workshop, or onboard your yacht, they can design and fabricate all your needs in stainless steel, aluminium, copper nickel, bronze and plastics, and machine all your rollers, bushes, pins and more. Fortinox are experienced in engine room plumbing, servicing and cleaning of raw water valves and strainers, and exhaust repairs. Their other services include galvanizing anchors and chains, chroming and gold plating. For more details Tel: +34 664 890 567 or visit [www.fortinox.es](http://www.fortinox.es)

## MYPAI

The MYPAI team have specialised in the field of yacht painting for more than 40 years and provide a hands on mentality during inspections and survey. After 13 Years at the helm of Klaver, Marten realized how his lifelong experience with modern paints and their application was quite unique and decided to diversify and become a consultant to yacht builders and owners. Their ultimate goal is to work together with all parties involved in the painting process of a yacht to reach the agreed paint job, to the correct price, to the agreed quality level finished at the agreed time frame.

For more details Tel: +31(0) 527246855 or visit [www.mypai.nl](http://www.mypai.nl)



## Krua Thai

The Krua Thai Cookery School, Edinburgh, specialises in traditional Thai cuisine and offers unique private training for those who wish to master the skills in a short time. Expand your horizons into this fast-growing ethnic cuisine. Courses are specifically tailored around the professional chef often from superyachts. The School has a worldwide reputation, is well-known for its high quality training and has been featured several times on television. The School is open 7 days, by appointment. You will be surprised how much you will learn in one day. For more details visit [www.kruathai.co.uk](http://www.kruathai.co.uk)



## AV Riviera

AV Riviera is a custom Audio Visual Installation Company that provides all levels of AV Installations across the French Riviera and beyond. 2011 and 2012 winners of the Crestron Best Marine Install & 2011 Crestron Best Digital System, AV Riviera work with clients from the initial concept right through to handover, servicing and beyond, ensuring value added advantages

that are hard to come by. The team has over 50 years experience in the Electrical and Audio Visual Industries, with all engineers undergoing continual training to ensure they are up to date with not only the latest technologies, but also the installation techniques. For more details Tel: +33 (0) 6 03 45 32 49 or visit [www.avriviera.com](http://www.avriviera.com)

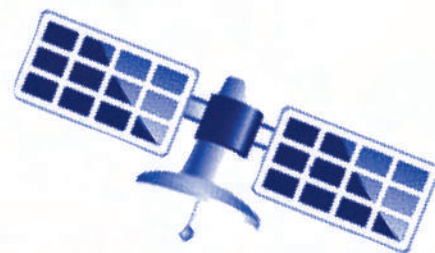




## Acanthus

Acanthus ensure your yacht or residence is provided with flowers that meet your expectations every time. Their service focuses on quality and freshness. Your order, large or small, is scheduled using one of their many suppliers and is received at their dedicated cold store prior to final delivery. We supply cut flowers/foilage, orchids, interior and exterior plants, florist's supplies, silk flowers, floral arrangements, commissions and planting services.

For more details Tel: +33(0)6 1532 1741  
or visit [www.directplantsltd.com](http://www.directplantsltd.com)



## International Ocean Networks

ION is a direct source satellite airtime provider focused on beaming internet access into the maritime industry directly from the Satellite Earth Station for 14 years! They have designed and built satellite networks from the ground up specifically designed for 'at sea' applications. Mega Yachts or Oil Rigs, Cruise Ferries or Fishing vessels, you know ION has gone the extra mile to keep you connected regardless of hazardous conditions. All technical support staff at ION are VSAT & iDirect are highly trained, many with field experience.

For more details  
Tel: +44(0) 1269 833 800 or visit  
[www.internationaloceannetworks.com](http://www.internationaloceannetworks.com)



## TLC Refit & Repair

Harken UK Ltd and TLC Refit & Repair Ltd have been working together since 2009 when TLC R&R secured the status of approved installers of the EN795 certified Harken External Access System. In 2010, the MCA issued new guidance for 'Use of Equipment to Undertake Work Over the Side on Yachts and Other Vessels'. The Harken External Access System was the only system of its kind to have completed specialised testing to EN795.1997, required to meet MCA standards. However, the relevant marine authorities also required an approved installation method. TLC R&R built a test rig and installation system that has been approved by all relevant Marine Authorities, including Lloyds. TLC R&R has since carried out installations on over 50 super yachts. They have also achieved ISO 9001.

For more details Tel: +44(0)1227 750068 or visit [www.tlcrandr.com](http://www.tlcrandr.com)

## KS Shipping Malta



KS Shipping offers professional services to yacht owners wishing to use the advantageous Malta Yacht VAT leasing scheme. This incentive applies if a yacht bought by a Maltese Company is leased for a minimum period of 1 year to a maximum period of 3 years to another related person or company who will pay VAT on the lease payments. The VAT Department has implemented this scheme by virtue of which the payment of VAT upon the purchase of a yacht which is privately used is considerably mitigated depending on the actual time spent by the yacht in EU waters, which is determined on the basis of the yacht type (sail or motor) and its length. Upon the exercise of the purchase option the vessel/yacht is transferred to the Lessee and a final VAT payment under the Scheme is made. A VAT paid Certificate by the Maltese Authorities as an EU member State is granted accordingly. The Scheme requires the boat to be in Malta on commencement of the lease agreement.

For more details Tel: +356 9971 3545 or visit  
[www.ksshippingmalta.com](http://www.ksshippingmalta.com)





## Starclass Yacht Transport

Starclass Yacht Transport was founded in 1987 by Jan te Siepe. The latest development is a monthly service between Scandinavia and the Mediterranean. SYT adapt the sailing schedule to your wishes. Many clients want to ship their yacht to or from the Cote d'Azur, and therefore they have made Nice their main-port. Te Siepe explains: "We were welcomed by the Port authorities of Nice to use their port. This beautiful boutique Port gives us full cooperation and is only 10 minutes from Nice airport. We gladly arrange a guarded berth for your yacht in the port, awaiting the carrier". Other "easy to reach" main-ports on this route are, Valencia, Malta, Split and Istanbul.

For more details Tel: + 377 9777 0375 or visit [www.starclassyachttransport.com](http://www.starclassyachttransport.com)



## Flir Systems

FLIR Systems markets a range of thermal imaging cameras for even the most demanding marine applications with cameras installed on many vessels where captains of both yachts and commercial vessels, have discovered the power of thermal imaging and are using it to their benefit. Unlike other night vision systems that require low amounts of light to generate an image, thermal imaging requires no light at all and is therefore ideal for seeing channel markers, shipping lane traffic, land outcrops, bridge piles, debris, exposed rocks, other vessels and any other hazardous floating object. They are also used for long range threat detection and man-overboard searches. For more details Tel: +32 (0) 3665 5100 or visit [www.flir.com](http://www.flir.com)

## Superyacht Insurance Group



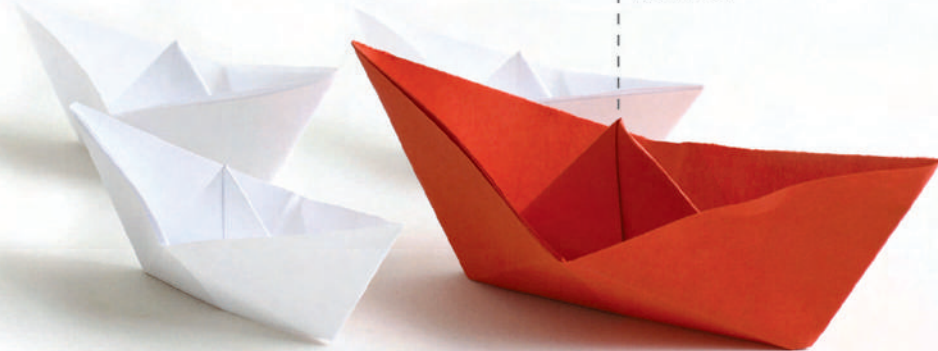
Superyacht Insurance Group (formerly Crew Insurance Services) has been committed to providing insurance solutions for the marine industry since 2002. SYIG is a "One-Stop" Global Insurance Agency, covering the entire spectrum of insurance policies for the luxury yachting community; from Crew Medical Insurance for Groups & Individuals, to Yacht Insurance, Hull and P&I coverage. SYIG offers an extensive

portfolio of international insurance policies to suit the crew's unique situation and the yacht's program. In addition we are able to arrange tailored insurance quotes and coverage through most of the leading U.S. and European insurers, while providing outstanding personalized service and support. For more details Tel: +1 954-323-6733 or visit [www.syig.com](http://www.syig.com)



The only safe  
ship in a storm  
is leadership.

Faye Wattleton



KS Shipping Malta offers the following shipping services:

✦ Registration Malta VAT Yacht  
Leasing and Commercial Yacht  
Registration

✦ Port Agency and Ancillary

✦ Logistics and Shipments

A: KS Shipping Malta P.O. Box 29 Marsa MTP1001 T: +356 9971 3545 E: [info@ksshippingmalta.com](mailto:info@ksshippingmalta.com)

[www.ksshippingmalta.com](http://www.ksshippingmalta.com)



Designers and Manufacturers of Marine Night Vision & CCTV Systems



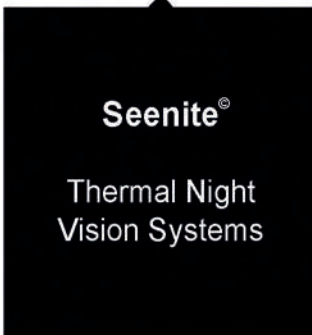
**Protector®**

Anti- Piracy  
Systems



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Intercom System



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**SeaMoon®**

CCTV Systems



+44(0)1929 554709

[sales@seenite.com](mailto:sales@seenite.com)

@VDLSeenite

[Vector-Developments.com](http://Vector-Developments.com)





## Porto di Amalfi

In the port of Amalfi, the Coppola Marina-Dock is managed by the Coppola family, driven by passion, commitment and dedication for the sea handed down by their ancestors for over 30 years. This devotion has resulted in the Coppola Marina-Dock becoming the preferred location when visiting Amalfi. The Coppola Marina-Dock is set in the most sheltered and safest part of the port, protected from any adverse weather-marine conditions, wrapped by the outer dock.

They offer mooring from daily or weekly, monthly and seasonal stopover with arrival and departure assistance. All this just a few steps from the centre, a secure landing place inside the Port of Amalfi where natural history, myth, beauty and the mild climate contribute to the perfect vacation. For more details Tel: +39.089.873091 or visit [www.portoamalfi.com](http://www.portoamalfi.com)

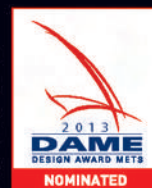


## Pains Wessex

Pains Wessex is one of world's leading brands of marine distress signals for the commercial and leisure markets and has been saving lives around the globe for more than a century. The comprehensive range of Pains Wessex products, which includes: handflares, parachute rockets, lifesmokes, manoverboard light and smoke signals, line throwing devices and day/night signals, are trusted for their reliability by the world's navies, lifeboat and rescue services, merchant fleets and airlines, fishing vessels and leisure craft. The quality, innovative design and worldwide availability of Pains Wessex products, combined with global SOLAS approvals, including MED and USCG, and manufacturing to the ISO 9001 standard places Pains Wessex at the forefront of marine safety. For more details Tel: +33 (0) 4 91 46 60 80 or visit [www.painswessex.com](http://www.painswessex.com) or [www.servaux.com](http://www.servaux.com)

## Flexisander

FLEXISANDER is a one of a kind power tool developed by INNOVIA based in the Czech Republic. Their machines are based on a unique, patent pending technology for special 3D sanding board, allowing to sand curved surfaces under different angles whether they are convex, concave or flat. Pressure is spread equally on the whole working surface making the job fast and precise. Their tools use abrasives with Velcro system and offer wide range of usage in boat building, wood finishing, car body repairs, etc. For more details Tel: +420 724 335 761 or visit [www.flexisander.com](http://www.flexisander.com)





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## SATcase

Outdoor professionals and enthusiasts alike will rejoice at the arrival of the SATcase. This rugged case turns your smartphone into a satellite phone and personal locator beacon (PLB), with global coverage. Finally. The seamless pairing of these two devices results in one multi-purpose, familiar tool that could save your life. The SATcase is going to be a real game-changer for remote communications and personal safety. A U.K.-based company, aptly named SATcase, has developed the product with the marine, extreme sports, adventure, resources, security and utilities industries in mind. For more details Tel: +44 (0)117 230 0314 or visit [www.satcase.com](http://www.satcase.com)



## Alpha Marine Group

Alpha Marine Group is a unique group of companies specialized in the field of Yacht Agency & Yacht Management Services, Chartering and trading fuels. To date their experience in yacht agency & management, yacht fuels & lubricant supplies has been for yachts operating in Greece and all over the Mediterranean. Currently they manage and represent a large number of different types/sizes of yachts. Alpha also supply yachts with fuel in all parts of Greece & the Mediterranean with their sister companies Trust Oil & Alpha Marine Fuels who are leaders in the physical supply of marine fuels.

For more details Tel: +30 210 8983590 or visit [www.alpha-group.com](http://www.alpha-group.com)

## Ensign Marine Engineering

Ensign Marine Engineering is an engineering company based in the South of France. They are now the only authorized company to sell the new Isimare Fuel Filtration system. The Isimare Fuel system is a two stage filtration system, up to 9000L/hr, which has self-cleaning and reusable filters, taking out water to 0.1%. The result is less smoke, no oil film on the water, lower fuel consumption by more than 10%, smoother running and lower engine maintenance costs. For more details Tel: +33 (0)699 96 05 05 or contact [ensignmarine@free.fr](mailto:ensignmarine@free.fr)



## LM Stabilizers & Hydraulic Engineering

LM Group is divided into specialist departments focusing on the service and maintenance as well as supply and installation of stabilizers (Quantum, Koop, Vosper, Naiad and Trac), thrusters (Naiad, Vosper, Wesmar and Quantum), deck/beam cranes and passerelles (nautical structures) and deck/anchor winches (muir). They also have a hydraulic hose and pipe division and can work anywhere around Europe and further afield with their mobile work vehicles. All of their work carries a global warranty and with our partners they have good coverage. Their hydraulic department deals with general hydraulics with the latest on site digital diagnostic equipment and flushing capabilities with particle analysing. For more details Tel: +34 971 253 006 or visit [www.lmhydraulics.com](http://www.lmhydraulics.com)



# YACHT ESSENTIALS

## Safezone

Safezone International is the leading supplier of flame-proofing treatments to the large yacht industry, its flame-proofing technology holding the distinction of having passed more fire tests than any other product on the market. Nowadays, flame-proofing companies are regulated under MCA MGN453(M). They must not only be approved under these new procedures, but may only treat those fabrics which they are certified to handle, as endorsed on their Approval Certificate. Safezone is approved to offer a service covering the whole gamut of Large Yacht Code requirements. No other company comes close to matching its number of endorsements. For more details Tel: +44 (0)191 4872004 or visit [www.safezonemarine.com](http://www.safezonemarine.com)



## Evolution Yacht Agents

Evolution Yacht Agents know that it is not all about the spare parts, the laundry or the berth. It is about the good service, the immediate replies to your email and answering the phone on the first ring. That is why they have taken so much care in choosing their team. Led by Managing Director, Bea Alonso, a Licensed Spanish Customs Agent right

through to Provisioning Guru, Colin Lindsay Clark, a 3rd Generation Scottish Butcher they are the company that keeps it all in house and have experts in place for you to talk to. When you are in Spain keep calm and call Evolution.

For more details  
Tel: +34 650 220 099  
or visit [www.evolutionagents.com](http://www.evolutionagents.com)

## Vector Developments



Vector Developments Ltd (VDL) are market leaders at the forefront of innovation in the marine surveillance industry, providing gyro stabilised night vision and laser solutions to the marine industry for over 20 years under the Seenite brand. Their extensive worldwide customer base ranges from small recreational boats to large private super-yachts as well as commercial vessels and the naval sector. Recent advances in reducing size, increasing resolution and cost reduction, have enabled us to produce high performance thermal imaging systems in compact, lightweight housings at affordable pricing. VDL also provide bespoke HD CCTV systems, anti-piracy technologies and dockside video intercom systems. For more details  
Tel: +44(0)1929 554709  
or visit [www.Vector-Developments.com](http://www.Vector-Developments.com)

## R&Q Marine Services Yachtsure24

Insurance Innovation and Expertise

## R&Q Marine Services

R&Q Marine Services has the knowledge, expertise, innovation and commitment to deliver insurance for yachtsmen by yachtsmen with over 150 years of collective experience. They insure some of the largest and most recognisable Megayachts in the world and are known globally for their professionalism, integrity, innovation and service. They offer physical damage, war and liability coverage (including P&I) for all types of vessels and have immediate capacity to insure vessels up to \$115,000,000. They can offer a broad variety of policy wordings including their own plain language wording that clearly sets out both the owners and the insurer's responsibilities. For more details Tel: +44(0)207 977 0910 or visit [www.rqih.com](http://www.rqih.com)