

PRESS KIT / DOSSIER DE PRESSE

**METSTRADE - MARINE EQUIPMENT TRADE
SHOW AMSTERDAM**

16 | 18 NOVEMBRE 2021



The nautical and naval network
of Nouvelle-Aquitaine

Le réseau de la filière nautique
et navale de Nouvelle-Aquitaine

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ACTOR IN THE NAUTICAL FIELD IN FRANCE



THE MARINE EQUIPMENT EVENT IN AMSTERDAM



PRESENT AT THE METSTRADE



THE METSTRADE, THE NAUTICAL EQUIPMENT FAIR

The METS, Marine Equipment Trade Show, is organised by RAI Amsterdam in association with ICOMIA (International Council of Marine Industry Associations). The METS is a flagship trade fair for the marine industry, and which has for thirty years the essential place to discover the latest technologies and innovations that will equip boats around the world in the future.

Key figures (2019 figures):

- 1,600 exhibitors from 53 countries
- 16,700 unique visitors from 122 countries
- 19 national pavilions, including the French pavilion
- 87% of foreign exhibitors
- 65% of foreign visitors
- 230 accredited journalists

Visitor's profile

- 32% of distributors / importers
- 23% manufacturers
- 20% boat / yacht builders
- 16% consultants
- 8% designers
- 1% of managers of marinas / ports



THE FIGURES BEHIND THE MARINE INDUSTRY IN FRANCE

IN THE NOUVELLE-AQUITAINE REGION

- 1600 companies => 1st region in number of companies
- the sector generates 20.1% of the overall turnover with 1,073.3 million euros
- 2nd region in terms of jobs with more than 10,000 jobs
- 720 km of coastline
- 4 commercial ports, 30 marinas with more than 12000 berths
- The nautical sector is the second most important sector in the region
- A world reference for multihulls with the most important shipyards in the sector (Neel Trimaran, Nautitech Catamarans, Fountaine Pajot, etc.)
- Leading companies with an international dimension: Amel, Brunswick, Chantier Couach, CNB, Dufour Yachts, Fountaine Pajot, Nanni, RM Yachts, etc.
- Comprehensive know-how recognized throughout the world: ranging from designers to manufacturers, engine manufacturers and equipment manufacturers, including trading, maintenance and services
- Innovative products: high performance parts made of composite materials, electric propulsion solutions, hydrogen, etc.
- A dynamic ecosystem, a vector of opportunities for companies: an “Atlantic Cluster” enabling synergies to be developed between companies in the marine sector to promote their competitiveness in France and internationally; a research laboratory: Research Center for Architecture and Nautical Industry (Centre de Recherche pour l’architecture et l’Industrie Nautiques, CRAIN); major companies in the refit industry (Bordeaux Super yachts Refit) ...
- Professional training in various fields: composites, maintenance, layouts, electricity, carpentry, metalworks, fittings etc.

In France

- A direct economic asset of > 5.3 billion euros in turnover
- 15 million water sports practitioners (4 million regular boaters and 11 million occasional water sports enthusiasts)
- 5,600 companies and 44,000 employees
- 45,010 units produced
- 570 maritime, river and lake marinas
- France is a world leader in the sailing and board sports sectors
- The European leader in the maritime and river charter sector
- 4th largest producer of motorboats



THE NOUVELLE -AQUITAINE REGION

A MAJOR PLAYER OF THE MARINE INDUSTRY IN FRANCE

The Nouvelle-Aquitaine Region, being strongly involved in the marine and naval sector, is implementing development and synergetic actions for the territory's participants:

—**Support for the Nouvelle-Aquitaine companies at boat shows:** Metstrade in Amsterdam, the Nautic in Paris and the boot in Düsseldorf.

The Nouvelle-Aquitaine Region, through the Atlantic Cluster and with the support of the CCI (chamber of commerce and industry) Internationale Nouvelle-Aquitaine, supports businesses in the territory in METSTRADE, through regional grants. In addition, the government contributes to this export aid with the Export stimulus check, a measure initiated by the state as part of the national economic stimulus plan. This national public aid, France Relance, comes in the form of a Relance Export check to which French SMEs (small and middle-sized companies) and mid-cap companies can claim, members of Team France Export provide these with export support services or approved operators. This system aims to strengthen the strike force of French companies abroad in the context of activity recovery and an increased foreign competition.

The SIRENA programme (International Regional Ecosystem Strategy of Nouvelle-Aquitaine) aims to support businesses, especially those in the nautical sector, regarding their international development activities. This programme also takes on an advisory role, sector diagnostics, market targeting, assistance in the engineering of European projects, regional subsidies for the deployment of the action plan, etc. **The Nouvelle-Aquitaine Region is the only region to offer such a tool in France!**

Creation of a regional observatory of marine activities initiated by the Nouvelle-Aquitaine Region, in connection with the DIRM SA, the Atlantic Cluster participates in the committee dedicated to Boating. This observatory will make it possible to measure the economic weight of the various regional maritime sectors, **including that of the nautical sector**, and to monitor a certain number of these data and/or indicators over time.

On Thursday, September 30, 2021, **the co-construction of the marine and naval roadmap for the Nouvelle-Aquitaine Region and the Atlantic Cluster was officially launched at the Grand Pavois boat show.** The latter being a privileged interlocutor for the region with regards to all that relates to marine and naval activities.

21 NEO-AQUITANIA COMPANIES IN AMSTERDAM's METSTRADE!

In France, the turnover of all the industry in 2019, amounted to 604.6 million euros and 1,482.1 million euros for the boat construction industry. Equipment represents 8.2% of the total turnover for the marine sector, a share roughly equivalent to the engine sector (6.9%) and services fields (8.9%).

COMPANIES and the DEPARTMENT	FIELD OF ACTIVITY	Stand No.
AG + SPARS	Designer and manufacturer of masts	05.253
BLUENAV	Hybrid and electric engines	05.355
BORDEAUX SUPERYACHTS REFIT	Refit and maintenance of super and mega yachts	07.626
EGALIS	Design and manufacture of paddles	05.358
ENO	Grills and stoves for pleasure boats	05.221
HYDRAU YACHT SERVICE	Online sales of hydraulic hoses and fittings	05.457
INCIDENCE SAILS	Sail maker	
JP3	Design and manufacture of rudders, dagger boards, rudder bearings ...	05.223
LECOMBE AND SCHMITT	Design and manufacture of hydraulic steering, pumps, pneumatic cylinders for boats	05.546
MADINTEC	Automatic piloting solutions	05.353
MAXSEA	Marine navigation software	05.351
NANNI INDUSTRIES	Production of marine engines and generator sets	05.350
GENESEAS	Connected robot for the retrieval of floating waste and hydrocarbons	EL.402
SAILONET	Manufacturer and retailer of sails and boat accessories	05.455
SEACORK	Cork solutions for boating - Non-slip and insulation	EF.115
SEFMAT / RIPACK-SUPPLIES	Shrink gun and film shrink wrap	05.145
SOROMAP	Marine paints and maintenance products for boating, masts, rigging, sail making	05.445
SPARCRAFT	Design and manufacture of masts, booms, rigging ...	05.441
TOUBOIS / ARBOR Group	Custom-made technical and decorative panelling specialist	EF.121
WATT & SEA	Design and manufacture of hydro generators	05.231
Z DIFFUSION / Z SPARS	Design and manufacture of masts, booms, rigging ...	05.346

FOCUS ON THE COMPANIES



Spars design and manufacturer

Spars design and manufacture - AG + Spars is the French reference for spars design and manufacture for sailboats of under 40 feet. Dinghies, multihulls, keelboats with aluminium or carbon masts.

Standing rigging - To improve, secure or reduce the weight, the company realize the standing rigging between 2- and 8-mm diameter.

Carbon tubes and parts - From the tiller extension to the 30 feet multihull mast for the sailing market but also for industry, decoration, sport

www.agplus-spars.com



"BLUENAV, cruise differently, cleanly, silently, and with ease

The concept of the company: Switch from thermal to electric propulsion in just a few seconds with BLUENAV's mild hybridization systems. BLUENAV is the first French manufacturer of electric propulsion for leisure boats, and stands out by offering new features, including hybridization.

In its desire to support the energy transition of boats, BLUENAV has focused on propulsion, storage and on-board production of clean electrical energy, considering the various user constraints.

At Amsterdam's METSTRADE, BLUENAV presents the BLUESPIN electric thruster and its HMI. The BLUESPIN: retractable electric propulsion system ready to be installed for new or old boats. It can be integrated to a boat already equipped with a thermal engine, to form a hybrid propulsion system, without requiring modifications to the boat's structure. BLUESPIN exists in several power ratings, from 10 to 50kW, and several integration possibilities have been developed to ensure mechanical coherence: Outboard, In-board retractable, Stationary pod.

The integration of the BLUESPIN allows an autonomy of 3 to 5 hours, at cruising speed, vibrations, noises and smells eliminated. The navigation takes place in a calm environment making it much more pleasurable.

HMI: connected system, which considers the physical data of current, position, speed, and assists the pilot in his energy choices, through an incentive and friendly interface.

www.bluenav.fr



Bordeaux Superyachts Refit

In Bordeaux you will find local service providers in fields that include structural metallic production, mechanical systems repair, paintwork, naval architecture, on-board hydraulics, electronics and outfitting. These providers are respected and renowned in their fields and help form a comprehensive and integrated logistics chain in the marine sector. They also have the required infrastructure to satisfy the demands of large yacht managers and owners.

www.bordeaux-superyachts-refit.fr



Egalis, is located near Cognac in the west of France, it has been designing and manufacturing paddles since 1962.

It has injection presses ranging from 100 to 500 tonnes, some sixty steel moulds and specific machines necessary for the transformation of aluminium tubes.

The pad printing, hot stamping and IML (In Mould labelling) equipment offers a real personalisation of the products.

SAS EGALIS, 225 Rue des Bois Merrains, ZI des Rentes, 16100 MERPINS, France

Mail : egalis@egalis.fr

www.egalis.taheoutdoors.com



ENO has been designing and manufacturing high-performance, durable and repairable cooking appliances in France for over a century. World leader in the marine industry, ENO cookers have established themselves in sailing and powerboats for their perfect adaptation to the requirements of the marine environment and to the expectations of the market in terms of design.

More recently, ENO launched a complete range of marinized planchas for the pleasure of boaters who appreciate the comfort of the kitchen on-board.

In 2022, ENO will launch a new range of compact and designed cooking hobs for powerboats from 20 to 50 feet.

www.eno.fr



Geneseas™ S represents the first solar, connected and autonomous robot, capable of collecting solid waste floating on the surface of aquatic environments as well as hydrocarbon iridescence thanks to a 100% natural filter. Equipped with an on-board probe, Geneseas™ S also allows real-time monitoring of certain water quality parameters in an area (pH, T°, Redox,...) and identification of potential pollution sources. Considered as a real small vacuum cleaner of the seas, Geneseas™ S has two patents, one of which is European, allowing it to be unique and innovative for its suction and filtering system.

It thus represents an efficient and flexible solution for preserving aquatic areas of varying sizes such as ports, marinas, lakes, but also leisure clubs or industrial installations. Easy to use, Geneseas™ S can be radio-controlled or set up via a web platform, to operate in complete autonomy. Once the robot is programmed, it proceeds to clean the registered area, while avoiding obstacles. Once it has completed its mission, Geneseas™ S automatically returns to its home base, informing the operator by notification on the web platform or smartphone, so that the latter can come and empty the basket.

www.thegeneseas.com



The ARBOR Group transforms wood directly from the forest to the finished product, to design and manufacture plywood panels (technical and decorative) or bespoke products for industrial, boatbuilding and building purposes.

As major players in the timber-processing sector since 2002, the Toubois, Allin, Multideck Placages Déroulés du Gabon and Leroy Déroulage de Champagne companies announced in 2020 the creation of the Groupe ARBOR. The Groupe ARBOR was born from a desire to structure the group and thus consolidate knowledge and expertise in various sectors.

Since 1947, Toubois produces custom-built technical and decorative panels on small and medium production.

For a hundred years, Allin produces high quality classic and technical plywood panels with sustained volumes.

New product: R'PLY

R'PLY is a new range of plywood that combine certified veneers and an innovative glue to replace a significant amount of the formaldehyde used in traditional glue. This progress is the result of a partnership that began in 2018 between Allin and ResiCare, a subsidiary of the Michelin group. It took 3 years to integrate the new glue into the plywood's manufacture.

www.groupe-arbor.com



Hydrau yacht Service is an innovative company specialising in the online sale of hydraulic hoses and fittings for nautical applications.

After more than 30 years of studying and installing hydraulic systems for yachts, super yachts and competition sailing, Didier Thollon, founder of Hydraunautic, noticed the difficulty of quickly sourcing quality components from around the world. Therefore he created in December 2020 the company Hydrau Yacht Service, which brings together on a single site more than 600 available references dedicated to nautical applications. www.HydrauYachtService.com offers shipyards, refit centers, nautical engineers, owners ... high performance materials with rapid delivery from France to anywhere in the world.

www.fr.hydrauyachtservice.com



"Hand-crafted high-tech"

The first French sail maker, Incidence Sails has been a benchmark in offshore racing and with all major shipyards for more than 30 years through partnerships based on listening, quality and trust. On its floors, at sea, or at the controls of high-tech software, the men and women of Incidence may produce an individual sail adopted for each boat and may help in everyone's project.

Sails and membranes are designed and manufactured in France, within a short circuit: 95% of the materials required for the manufacture of the sails come from Europe. And a sail that lasts longer means savings in materials: quality is at the heart of the designs.

Incidence Sails optimises the sail's cuts in order to limit scrap material, which in turn, is partly reused for the design of everyday objects by independent workshops.

www.incidence-sails.com



High precision mechanical workshop, JP3 designs and manufactures a wide range of rudder and dagger board systems, self-centring rudder bearings, as well as various custom parts for the sail and power boat production yards, the regatta environment or more specific owner or giga yacht projects.

The customising department also develops all types of parts intended for the marine sector but also outside of the nautical sector such as the film, signage, leisure or luxury industries.

www.jp3steering.com



The Lecomble & Schmitt Company was created in 1947 in the Parisian region. It was specialised in the design and manufacture of vacuum pumps and volumetric pumps with adjustable flow for the transfer of oil and hydrocarbons.

Strengthened by this experience, Lecomble and Schmitt began their nautical adventure in the early 1980s. Since then, the company has not ceased to design, manufacture, test and market a range of hydraulic steering systems for pleasure and professional boats. Our wide range of products allows to meet the expectations of different market segments:

- Outboard motor steering
- Inboard motor steering
- Assisted steering
- Groups and assemblies for autopilots
- Electro-Hydraulic steering

Since 1998, Lecomble & Schmitt (LS) has been a subsidiary of the Artzainak industrial group, also located in the Basque region near the Spanish border. The Artzainak Group is a holding company organized by business sectors, offering innovative solutions and products for each of its markets (Aeronautics, Agriculture, Construction, Water sports, etc.).

During METS 2021, Lecomble and Schmitt present its new Electro-Synchronized Hydraulic Steering - DHES - for sailing or motor catamarans.

www.ls-france.com



Madintec is an innovative marine electronic and software development company.

The company provides new generation autopilots and foiling controls solutions for sailing boats. The products are also well known for their simplicity and security features: fault management sensors, anti-capsize, load limiters, and obstacle avoidance.

The products are suited for both monohull and multihull races. These races include the Vendee Globe where the product assisted Yannick Bestaven and Charlie Dalin to achieve first and second place. The company also equips most of the Ultim Class Trimarans as well as the Ocean 50 Class.

Even though the products are used for racing technology on sailing boats and these products are expanding to individuals who would like security and tranquillity whilst sailing for leisure purposes. The product is extremely convenient for the pleasure boating enthusiasts. Single-handed sailors or those travelling with their families can put their minds at ease with our products' top class security features. These features assist individuals in avoiding various sailing accidents and problems.

Madintec is searching to expand its business to different distributors and installers.

www.madintec.com



30 years of history, innovation and leadership in marine navigation software has resulted in the latest generation of TIMEZERO iOS app: TZ iBoat v2.

This solution addresses the advanced needs of access, analysis and sharing of navigation data. It will be presented at the METSTRADÉ, Hall 5 on stand 05.351.

The latest version of TZ iBoat turns your iPhone and iPad into **the best marine logbook**. TZ iBoat gathers **all the features necessary to safe navigation**. Ease and comfort of use are guaranteed in an app that will become vital to your navigation!

Track and analyse every aspect of your sea trips. It has never been easier to log your trip Distance, Duration, COG, SOG, Pictures and fishing spots. The pictures are automatically geo-referenced so **best anchoring spots** or any other significant event are registered while at sea. Find the trips in a **personal space** and review them to **analyse the performance** or simply to remember good times. Record the trip and followers can also share their activities. **Share** a location in real time with followers and loved ones to cover the back in case of an emergency.

More information :

- App Store> <https://apps.apple.com/app/tz-iboat-marine-navigation/id1312769833?ls=1>
- Website> <https://mytimezero.com/tz-iboat>
- Press Release> <https://content.mytimezero.com/en/tz-iboat-trips-track-analyze-share-connect>

www.mytimezero.com



Founded in 1952, **Nanni** is a marine diesel engine company based on La Teste, in Nouvelle-Aquitaine. Supported by their experience, they belong to the top three in the global inboard diesel engine market.

Nanni puts its expertise to the service of integrated and tailor-made marine solutions, to best meet all requests thanks to the unique marinisation system, the NANNI COMPACT COOLING®.

Nanni offers a range of marine diesel engines from 10 to 2000 hp and a range of generator sets from 6 kW to 750 kW, amongst which several are new:

- A range of N4 engines which is expanding with the arrival of two 115 and 140 Hp engines. The N4.115 equipped with an SD15 was also chosen to equip the new Lagoon 55.
- The N13 and N16 engine ranges are also expanding with the N13.900 and N16.1150 to adapt to new demands. The N13.900 was thus selected to equip the new Canados 631.
- Nanni has also developed the Toyota range with the arrival of the T8V.380.

www.nannienergy.com



Sailonet, manufactures sails and sail accessories for all types of boats and all types of navigation.

The products are distinguished by the quality of their workmanship and the choice of materials from which they are made.

The transmission of technical elements is carried out quickly on dimension sheets easy to complete and sent by email. The easy flow and unique accessibility of the website, makes it possible to quickly order available products for more than 7,000 boats.

Experienced teams design and manufacture sails, Lazy bags, covers ... The sales department is responsible for satisfying each customer, whatever their localisation. Our very competitively priced products are shipped to all the continents. For 14 years now, many professional sail makers and charter companies have trusted the company !
Mail : jfcruette@sailonet.com

www.sailonet.com



Seacork deck, the best choice for boat decks.

Aegir Cork Group sas has been the manufacturer of Seacork® for over 20 years. It is the ecological solution for boat decks. Eco-friendly, non-slip and lightweight boat deck material with excellent intrinsic strength, sound and heat insulation properties. Its natural look and versatility make Seacork® the perfect choice for any type of vessel.

Seacork® Hull, sprayed cork is an innovative product that respects the environment, with natural cork, water-based resins, water and vegetable oils. It eliminates condensation and adheres to all types of materials

The cork product is designed to be sprayed directly onto the inner hulls of boats, yachts, ships and racing boats around the world. In this sector, this innovative product is applied to the hull, living areas and various compartments of the ship to stop condensation and insulate from both, extreme temperatures and noise. It is very effective against sound vibrations in engine rooms.

www.seacork.com



With more than 30 years of experience in the heat-shrinkable industry, Ripack Supplies relies on an unique partnership between the world leader in shrink guns and one of the European leaders in shrink film.

With its wide range of accessories, Ripack Supplies is committed to protect a boat during the challenges of wintering, confinement or protection situations.

The Ripack 3000 is the most flexible shrink gun in the range. With an adjustable power, it is suitable for intensive use and has been designed to accommodate the extension system. This allows to work in better conditions and thus avoid Musculoskeletal Disorders caused by constant efforts of bending and stretching. Ripack extensions attach quickly and without tools to the Ripack 3000 and allows to retract the film with ease by reaching hard-to-reach areas without effort.

These are nestable in 1 click and vary from 33 to 187cm, thus adapting to any use. The Ripack 3000 and its extensions can be used on an outdoor site and are easy to handle. The Ripack 3000 is useable on all terrains, for the packaging of pallets, the containment of buildings, the wintering of boats and the protection of large industrial volumes.

www.ripack-supplies.com



The Soromap group has been a key player in boating for 50 years. Grouped into 4 production sites, it has equipped itself with the most efficient tools in order to be one of the recognised leaders in the field.

The Soromap Group is present in various markets in France and abroad: Paints and maintenance products for pleasure boats, Varnishes, lacquers, related materials for furniture and industry, Masts and rigging for sailing boats ranging from 20 to 82 feet, sail fabrics, sail making fittings, laser cutting and technical fabrics.

At the METS, Soromap will present its novelties:

- A new mast profile: the NFW2000 specially designed for catamarans with integrated Fullbatten Rail.
- The creation of Soromap Racing, the new range dedicated to seamanship.
- Official presentation of the Lazy Rack, to protect the sail, intended mainly for bare-boat charter companies

www.soromap.com / www.vmg-soromap.com



Specialised in the design and the manufacture of high quality masts, booms and rigging systems, Sparcraft has been associated with engineering excellence in the marine industry since 1962. Thanks to the integrated conception and manufacture processes, three production sites (in France and the USA) and dedicated teams, Sparcraft has the capacity of high volume outputs. Moreover, the company has developed a worldwide distribution network. The largest boat builders and charter companies, especially for large aluminium masts, select Sparcraft products with confidence throughout the world. Since 2013, Sparcraft has belonged to the Wichard Group and has been collaborating with Lorima for the implementation of carbon projects.



Watt & Sea manufactures the last generation of hydro generators: a key system to produce energy offshore. Respectful of the environment, the hydro generators offer the best solution for cruising or racing with freedom and safety.

The expertise

- Design and manufacturing of hydro generators (water turbines) for cruising and racing sailboats.
- Hydro generator invisible version: the POD to be fitted straight under the hull!
- Development and adaptation of hydro generators to produce power in isolated areas, at sea or on waterways

Safety, comfort and respect of the environment

Designed in 2008 and continuously improved since, the Watt & Sea hydro generators have radically changed the energy management on board. They allow nothing less than the total autonomy of sailing boats!

Proven on all seas around the globe, they are the most powerful, reliable and the lightest available on the market.

They provide an excellent output allowing sailing with positive energy while reducing the ecological impact on the planet and dependence on fossil fuels.

Watt & Sea hydro generators have been adopted by almost all the sailors in the 2020-2021 Vendée Globe!

www.wattandsea.com



Z Spars group is one of the leading spars builders in the world, located in La Rochelle France. Through 5 factories in France, UK and USA, Z Spars is supplying all major OEM and smaller yards with a high quality and reliable product.

Z Spars is the only spar manufacturer in the world to have under the same roof a CNC 5 axis milling machine and 20 meters anodizing facility.

Z Spars has also a unique 40 m paint booth and a 30 m autoclave for carbon mast manufacturing at the Marechal factory.

www.z-spars.com



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