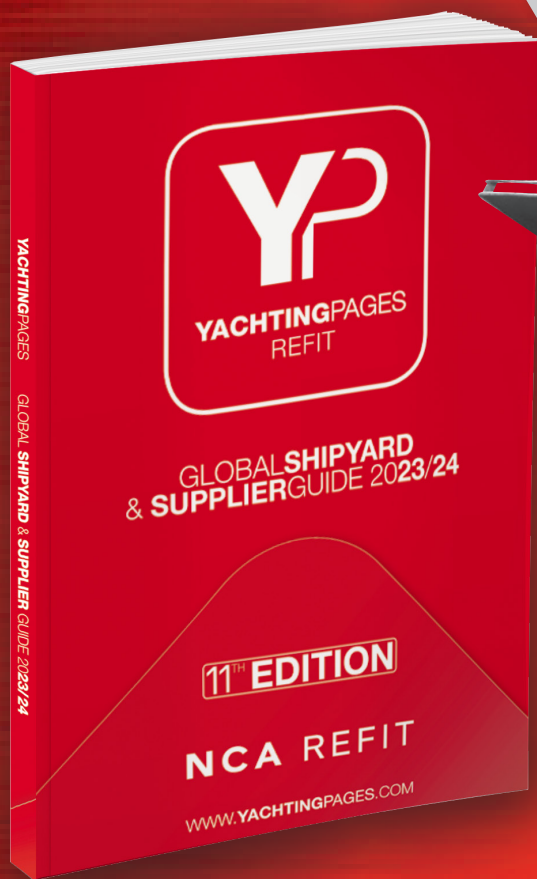




GLOBALSHIPYARD
& **SUPPLIER**GUIDE

REFITMEDIAKIT
2023/24



THE INDUSTRY'S GLOBAL SHIPYARD & **SUPPLIER** GUIDE



YACHTINGPAGES REFIT GUIDE

YACHTINGPAGES Refit allows direct comparison between superyacht refit yards worldwide, in one handy guide, with contact details of associated refit suppliers and services. It's an essential guide for all refit decision makers, including captains, owners, owners' representatives, project managers, engineers, management companies and shipyards.

It offers a unique opportunity to showcase your shipyard or business in a dedicated resource used by your target audience.

- **7,000 copies** distributed to 95 countries, to refit yards, to superyachts directly and to refit related businesses. By using **YACHTINGPAGES** Refit, shipyards have one simple gateway through which to access an exclusive and traditionally hard-to-reach audience.
- **YACHTINGPAGES** Refit is placed directly into the hands of decision makers and trusted partners, using the pioneering hand-distribution methods of our sister publication, **YACHTINGPAGES**.
- **YACHTINGPAGES** Refit is available at the world's major boat shows, including Cannes, Monaco, Miami, Palm Beach, Fort Lauderdale, and METS.



REFIT CARD Full Page Yard Card
(1 page)

LÜRSSEN

YACHT REFIT & SERVICES

Primary contact: Alberto Perrone Da Zara
Address: Zum Alten Speicher 11, Bremen
Coordinates: 53°10'7"N 8°36'23"E
Tel Office: +49 421 6604 159
Mobile: +49 171 2880 770
Email: refit@lurssen.de
Website: www.lurssen.com/de/refit/

The know-how and resources that have made Lürssen yachts legendary are your guarantee of excellence in your refit or conversion project. Drawing on more than 1,800 engineers and skilled craftspeople as well as state-of-the-art shipbuilding technology, Lürssen will carry out the work on your vessel with the same love of precision and attention to detail that go into the creation of new-built Lürssen yachts.

With dock capacities of up to 351 meters, the Hamburg facility is ideal for complex repair, refit, conversion and servicing of various ship classes. The state-of-the-art shipyard was originally established in 1877, and acquired by Lürssen in 2016. It covers an area of 451,000m² and features one of the largest graving docks in northern Europe. The Bremen facilities, with a total area of 198,700m², are fully equipped for sophisticated conversions, refits and maintenance projects. Located directly on the Kiel Canal, which links the North and Baltic Seas, Lürssen Rendsburg specializes in refits and maintenance of smaller-to-mid-sized yachts.

REFIT SERVICES

Rig Inspections & Spars	✓
Machinery	✓
Electrics	✓
Electronics	✓
Hydraulics	✓
Yacht Renovation & Transformation.....	✓
Interior Design	✓
Interior & Exterior Painting	✓
Engineering	✓
Carpentry & Joinery.....	✓
Metal Works, Welding & Fabrication.....	✓
Refrigeration & Air Conditioning.....	✓
GRP & Fibreglass Repairs	✓
Structural Changes & Extensions.....	✓
Fuel supplies	✓
Waste Disposal	✓

CLASSIFICATIONS

Quality Management ISO 9001	✓
Environmental ISO 14001	✓
Occupational Health & Safety OHSAS 18001	✓
ISPS	✓
Liability Insurance	✓



YARD FACILITIES

Motor	✓
Sail	✓
Max length accommodated	351m
Keel Pit.....	✓
On-site Travel Lift	✓
Max tonnage accommodated	3,500t
Synchronised Hoist.....	✓
Max tonnage accommodated	N/A
On-site Crane.....	✓
Max tonnage accommodated	300t
Permanent covered sheds	✓
Max size accommodated ... 160m L x 28m x 8m	✓
Slipway	✓
Dry Dock Length 351.2m	✓
Dry Dock Draft 9.7m.....	✓
Dry Dock Beam 59.2m	✓
Hard standing	✓
Max size accommodated	350m
Storage area 4500m ²	✓
Climatised Area	✓
Electricity.....	✓
Voltage options and cable options	10KV/400-500Hz

CREW FACILITIES

Accommodation	✓
Offices - on site	✓
Gym	✓
Training.....	✓
Restaurant.....	✓

LABOUR

Own Employees	✓	Day Workers.....	✓
Subcontractors.....	✓	Project Manager	✓

LANGUAGES

English, French, German, Italian, Russian, Spanish, Dutch

WWW.YACHTINGPAGES.COM

YARDCARD ADVERTOPTIONS

REFIT CARD DOUBLE PAGE SPREAD

Full Page Yard Card

PLUS Full Page Advert (2 pages)

Technical specifications

Full Page Advert:

130mm wide x 190mm high

Resolution: 300dpi

Colour: CMYK

Format: PDF, Tiff, JPEG or Illustrator EPS
(with text converted to outlines)

Language: English

1

GERMANY


YACHT REFIT & SERVICES

Primary contact: Alberto Perrone Da Zara
Address: Zum Alten Speicher 11, Bremen
Coordinates: 53°10'7"N 8°36'23"E
Tel Office: +49 421 6604 159
Mobile: +49 171 2880 770
Email: refit@lurssen.de
Website: www.lurssen.com/de/refit/

The know-how and resources that have made Lürssen yachts legendary are your guarantee of excellence in your refit or conversion project. Drawing on more than 1,500 engineers and skilled craftspeople as well as state-of-the-art shipbuilding technology, Lürssen will carry out the work on your vessel with the same love of precision and attention to detail that go into the creation of new-built Lürssen yachts.

With dock capacities of up to 351 meters, the Hamburg facility is ideal for complex repair, refit, conversion and servicing of various ship classes. The state-of-the-art shipyard was originally established in 1877, and acquired by Lürssen in 2016. It covers an area of 451,000m² and features one of the largest graving docks in northern Europe. The Bremen facilities, with a total area of 198,700m², are fully equipped for sophisticated conversions, refits and maintenance projects. Located directly on the Kiel Canal, which links the North and Baltic Seas, Lürssen Rendsburg specializes in refits and maintenance of smaller-to-mid-sized yachts.



REFIT SERVICES

Rig Inspections & Spars	✓
Machinery	✓
Electrics	✓
Electronics	✓
Hydraulics	✓
Yacht Renovation & Transformation	✓
Interior Design	✓
Interior & Exterior Painting	✓
Engineering	✓
Carpentry & Joinery	✓
Metal Works, Welding & Fabrication	✓
Refrigeration & Air Conditioning	✓
GRP & Fibreglass Repairs	✓
Structural Changes & Extensions	✓
Fuel supplies	✓
Waste Disposal	✓

CLASSIFICATIONS

Quality Management ISO 9001	✓
Environmental ISO 14001	✓
Occupational Health & Safety OHSAS 18001	✓
ISPS	✓
Liability Insurance	✓

YARD FACILITIES

Motor	✓
Sail	✓
Max length accommodated	351m
Keel Pit	✓
On-site Travel Lift	✓
Max tonnage accommodated	3.500t
Synchronised Hoist	✓
Max tonnage accommodated	N/A
On-site Crane	✓
Max tonnage accommodated	300t
Permanent covered sheds	✓
Max size accommodated	160m L x 28m x 8m
Slipway	✓
Dry Dock Length	351.2m
Dry Dock Draft	9.7m
Dry Dock Beam	59.2m
Hard standing	✓
Max size accommodated	350m
Storage area	4500m ²
Climatised Area	✓
Electricity	✓
Voltage options and cable options	10KV/400-500Hz

CREW FACILITIES

Accommodation	✓
Offices - on site	✓
Gym	✓
Training	✓
Restaurant	✓

LABOUR

Own Employees	✓	Day Workers	✓
Subcontractors	✓	Project Manager	✓

LANGUAGES

English, French, German, Italian, Russian, Spanish, Dutch

WWW.YACHTINGPAGES.COM

GERMANY

2



Many facilities.
One brain.
LÜRSEN refit.

Safe hands, synchronized by heart and brain:
Whether your yacht was born a LÜRSEN or not, you can trust on class-leading engineers, facilities and highly skilled craftsmen ready to refloat your dreams.
Discover the difference.

LÜRSEN
The difference.

WWW.YACHTINGPAGES.COM

YARDCARD ADVERTOPTIONS

REFIT CARD DOUBLE PAGE SPREAD

Full Page Yard Card
PLUS Full Page Crew Facilities
(2 pages)

CREW FACILITIES EXAMPLE

Description word count: Minimum 50 - maximum 100

- A brief description of the shipyard, area and facilities.
- Contact details, company name, telephone, email and URL.

Bullet points:

Minimum 5 - maximum 10

- List of the best attractions/ facilities that the shipyard can offer the crew.
- If the client would like all text or all bullet points then that can be done too.

Images: Minimum 3 - maximum 12

- No images will be taken off websites.
- If no images are supplied, then stock images will be used.
- Travel time to facility or attraction to be supplied if required. It is not a requirement to have this.

Plus 1 logo

- Images to be supplied at 300DPI.

1

GERMANY



A&R SERVICES

Name: A&R Services GmbH
Address: An der Fährle 2 Lemwerder, 27809
Coordinates: 53°9'58"N 8°37'4"E
Tel Office: +49 42 19 49 10
Email: services@aurservices.com
Website: www.aurservices.com

A&R Services GmbH (subsidiary of Abeking & Rasmussen Schiffs- und Yachtwerft SE) provides a wide range of ship-related services with a particularly high degree of dedication and diligence. Our range of servicing, maintenance, repair and overhaul as well as conversion services is designed to make being on board an enduring pleasure and to hold intensions and hassle at bay. After all, exceptional ships deserve an exceptional service.

Besides the usual facilities we also utilize less common specialised workshops and tools. Our rapid-response experts can travel to almost any destination worldwide to solve problems in person.



YARD FACILITIES

Motor	✓
Sail	✓
Max length accommodated	125m
Keel Pit	✓
On-site Travel Lift	✓
Max tonnage accommodated	N/A
Synchronised Hoist	✓
Max tonnage accommodated	2,000t
On-site Crane	✓
Max tonnage accommodated	300t
Permanent covered sheds	✓
Max size accommodated	125m L x 23m W x 25m
Slipway	✓
Dry Dock Length	✓
Dry Dock Draft	✓
Dry Dock Beam	✓
Hard standing	✓
Max size accommodated	85m L
Storage area	✓
Climatised Area	✓
Electricity	✓
Voltage options and cable options	380V / 440V, 50 and 60 Hz.

REFIT SERVICES

Rig Inspections & Spars	✓
Machinery	✓
Electrics	✓
Electronics	✓
Hydraulics	✓
Yacht Renovation & Transformation	✓
Interior Design	✓
Interior & Exterior Painting	✓
Engineering	✓
Carpentry & Joinery	✓
Metal Works, Welding & Fabrication	✓
Refrigeration & Air Conditioning	✓
GFRP & Fibreglass Repairs	✓
Structural Changes & Extensions	✓
Fuel supplies	✓
Waste Disposal	✓

CLASSIFICATIONS

Quality Management ISO 9001	✓
Environmental	✓
Occupational Health & Safety	✓
ISPS	✓
Liability Insurance Max €10,000,000	✓

TRANSPORT LINKS

International Airport <20 miles (32km) Railway Station <1 mile (1.6km) Bus/Coach Station <1 mile (1.6km)

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GERMANY

2



A&R SERVICES



We would like to welcome Crews and Captains to A&R Services (subsidiary of Abeking & Rasmussen Shipyard) in Lemwerder – next to Bremen. We trust that you will have a good time here, in the beautiful North Western region of Germany. You will find several extensive leisure time facilities and well equipped offices with rest rooms and pantry kitchen. We are happy to provide support for all of your needs.

- Regular bus and train service
- 20 minutes to Bremen city centre
- 1½ hours to Hamburg
- Close to swimming pool, sauna & wellness centre
- Soccer: Werder Bremen
- Beck's Brewery Tour
- Finest bicycle tours along the Weser
- Various shopping malls
- Various restaurants, pubs etc. in walking distance

Address: An der Fährle 2, 27809 Lemwerder, Germany
Tel Office: +49 (0) 421 94 91 0
Email: services@aurservices.com
Website: www.aurservices.com

WWW.YACHTINGPAGES.COM

YARDCARD ADVERTOPTIONS

REFIT CARD DOUBLE PAGE SPREAD

Full Page Yard Card

PLUS Meet the Project Managers

(2 pages)

PROJECT MANAGERS EXAMPLE

ONE project manager

Word count:

Minimum 250 - maximum 300

- Name of project manager
- Job title
- Contact details

Images: 1 headshot image of the project manager

- Images to be supplied at 300DPI.
- No images will be taken off websites.
- One headshot image of the expert.
- One company logo to be supplied.

TWO project managers

Word count:

Minimum 100 - maximum 150 each

- Name of project managers
- Job titles
- Contact details

Images: 2 headshot images of the project managers

- Images to be supplied at 300DPI.
- No images will be taken off websites.
- One headshot image of the expert to be supplied.
- One company logo to be supplied.

1

GERMANY



A&R SERVICES

Name: A&R Services GmbH
Address: An der Fährre 2 Lornwerder, 27809
Coordinates: 53°38'N 8°37'4"E
Tel Office: +49 42 19 49 10
Email: services@aurservices.com
Website: www.aurservices.com

A&R Services GmbH (subsidiary of Abeking & Rasmussen Schiffs- und Yachtwerft SE) provides a wide range of ship-related services with a particularly high degree of dedication and diligence. Our range of servicing, maintenance, repair and overhaul as well as conversion services is designed to make being on board an enduring pleasure and to hold imitations and hassle at bay. After all, exceptional ships deserve an exceptional service.

Besides the usual facilities we also utilise less common specialised workshops and tools. Our rapid-response experts can travel to almost any destination worldwide to solve problems in person.



YARD FACILITIES

Motor	✓
Sail	✓
Max length accommodated	125m
Keel Plt.....	✓
On-site Travel Lift	✓
Max tonnage accommodated	N/A
Synchronised Hoist.....	✓
Max tonnage accommodated	2,000t
On-site Crane	✓
Max tonnage accommodated	300t
Permanent covered sheds	✓
Max size accommodated	125m L x 23m W x 25m
Slipway	✓
Dry Dock Length	✓
Dry Dock Draft.....	✓
Dry Dock Beam	✓
Hard standing	✓
Max size accommodated	85m L
Storage area	✓
Cranes/lift Area	✓
Electricity	✓
Voltage options and cable options	380V /440V, 50 and 60 Hz.

CREW FACILITIES

Accommodation - <1 mile (1.6km) away.....	✓
Offices - on site	✓
Gym - <1 mile (1.6km) away	✓
Training - on site	✓
Restaurant - on site	✓

LABOUR

Own Employees	✓	Day Workers	✓
Subcontractors	✓	Project Manager	✓

LANGUAGES

English, German

REFIT SERVICES

Rig Inspections & Spars	✓
Machinery	✓
Electrics	✓
Electronics	✓
Hydraulics	✓
Yacht Renovation & Transformation	✓
Interior Design	✓
Interior & Exterior Painting	✓
Engineering	✓
Carpentry & Joinery	✓
Metal Works, Welding & Fabrication	✓
Refrigeration & Air Conditioning	✓
GRP & Fibreglass Repairs	✓
Structural Changes & Extensions	✓
Fuel supplies	✓
Waste Disposal	✓

CLASSIFICATIONS

Quality Management ISO 9001	✓
Environmental	✓
Occupational Health & Safety	✓
ISPS	✓
Liability Insurance Max £10,000,000	✓

TRANSPORT LINKS

International Airport <20 miles (32km) Railway Station <1 mile (1.6km) Bus/Coach Station <1 mile (1.6km)

WWW.YACHTINGPAGES.COM

2

GERMANY



MEET OUR PROJECT MANAGERS



David Smith
Project Manager

David is a firm believer and practitioner of the "Get Things Done" approach, and helps people achieve their goals.

David is an industrial/mechanical engineer with over 18 years of experience in project management and leadership spanning the aerospace, medical device, and consulting industries. Although born and raised in Albuquerque, New Mexico, David attended Harvey Mudd College in Claremont, California. After earning his bachelor's degree in Engineering, David started his career in the aerospace industry with Dowty Aerospace and J.C. Carter Company, where he led projects for the design of hydraulic and fuel system components for commercial and military aircraft.

After earning his master's degree specializing in Engineering Management from the University of Florida, David joined a late-stage startup oral health care company, NovaMin Technology, where he founded the Product Development and Information Technology departments and directed the entire product realization process of medical devices and cosmetics.

T: +33 (0)678 63 00 00
E: info@maritimemanagementgroup.com
www.maritimemanagementgroup.com



Lisa Madsen
Project Manager

Project management success is as much about leading people as it is about managing tasks.

Lisa Madsen is an internationally recognised project leadership coach, trainer and consultant. She is the author of The Project Management Coaching Workbook and The Power of Project Leadership. Her last book is now also available in Chinese!

Prior to setting up her own business, she worked for 17 years in the corporate sector leading high-profile change programmes of up to \$30 million for organisations such as Standard Bank, Citigroup and JPMorgan Chase. She is a fully qualified Corporate and Executive coach, accredited by DISC and a member of the Association for Project Management (APM).

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WWW.YACHTINGPAGES.COM

YARDCARD ADVERTOPTIONS

REFIT CARD TRIPLE PAGE

Full Page Yard Card **PLUS** Full page advert
and either **Full Page Crew Facilities** or **Meet the Project Managers**
(3 pages)

1

GERMANY



A&R SERVICES

Name: A&R Services GmbH
Address: An der Fährne 2 Lermwerder, 27809
Coordinates: 53°19'36"N 8°37'4"E
Tel Office: +49 42 19 49 10
Email: services@auservices.com
Website: www.auservices.com

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Besides the usual facilities we also utilise less common specialised workshops and tools. Our rapid-response experts can travel to almost any destination worldwide to solve problems in person.

REFIT SERVICES

Rig Inspections & Spars	✓
Machinery	✓
Electrics	✓
Electronics	✓
Hydraulics	✓
Yacht Renovation & Transformation	✓
Interior Design	✓
Interior & Exterior Painting	✓
Engineering	✓
Carpentry & Joinery	✓
Metal Works, Welding & Fabrication	✓
Refrigeration & Air Conditioning	✓
GRP & Fibreglass Repairs	✓
Structural Changes & Extensions	✓
Fuel supplies	✓
Waste Disposal	✓

CLASSIFICATIONS

Quality Management ISO 9001	✓
Environmental	✓
Occupational Health & Safety	✓
ISPS	✓
Liability Insurance Max €10,000,000	✓

TRANSPORT LINKS

International Airport <20 miles (32km) Railway Station <1 mile (1.6km) Bus/Coach Station <1 mile (1.6km)

WWW.YACHTINGPAGES.COM



YARD FACILITIES

Moat	✓
Sail	✓
Max length accommodated	125m
Keel Pl.	✓
On-site Travel Lift	✓
Max tonnage accommodated	N/A
Synchronised Hoist	✓
Max tonnage accommodated	2,000t
On-site Crane	✓
Max tonnage accommodated	300t
Permanent covered sheds	✓
Max size accommodated	125m L x 23m W x 25m
Slipway	✓
Dry Dock Length	✓
Dry Dock Draft	✓
Dry Dock Beam	✓
Hard standing	✓
Max size accommodated	85m L
Storage area	✓
Climatised Area	✓
Electricity	✓
Voltage options and cable options	✓
	380V / 440V, 50 and 60 Hz

CREW FACILITIES

Accommodation - <1 mile (1.6km) away	✓
Offices - on site	✓
Gym - <1 mile (1.6km) away	✓
Training - on site	✓
Restaurant - on site	✓

LABOUR

Own Employees	✓	Day Workers	✓
Subcontractors	✓	Project Manager	✓

LANGUAGES

English, German

A&R SERVICES

CREW FACILITIES



We would like to welcome Crews and Captains to A&R Services (subsidiary of Abeking & Rasmussen Shipyard) in Lermwerder - next to Bremen. We trust that you will have a good time here, in the beautiful North Western region of Germany. You will find several extensive leisure time facilities and well equipped offices with rest rooms and pantry kitchen. We are happy to provide support for all of your needs.

- Regular bus and train service
- 20 minutes to Bremen city centre
- 1½ hours to Hamburg
- Close to swimming pool, sauna & wellness centre
- Soccer: Werder Bremen
- Beck's Brewery Tour
- Finest bicycle tours along the Weser
- Various shopping malls
- Various restaurants, pubs etc. in walking distance

Address: An der Fährne 2, 27809 Lermwerder, Germany
Tel Office: +49 (0) 421 94 91 0
Email: services@auservices.com
Website: www.auservices.com



COME TO THE WORLD OF ABEKG & RASMUSSEN



A&R SERVICES

www.abeking.com

YARDCARD ADVERTOPTIONS

REFIT CARD QUAD PAGE

Full Page Yard Card **and** Full page advert **and**
Full Page Crew Facilities **and** Meet the Project Managers
(4 pages)



CREATIVE
INNOVATION
TEAM WORK

With many experience and a huge knowledge of the marine industry, Maritime Management Group understands every aspect of having a yacht, providing invaluable advice on running and operating your yacht.



Mobile: +33 (0)678 63 69 72
Email: info@maritimemg.com
Website: www.maritimemg.com

CREATIVE | INNOVATION | TEAM WORK

WWW.YACHTINGPAGESREFIT.COM



We would like to welcome Crews and Captains to A&R Services (subsidiary of Abeking & Rasmussen Shipyard) in Lennwarder - near to Bremen. We trust that you will have a good time here, in the beautiful North Western region of Germany. You will find several extensive leisure time facilities and well equipped offices with rest rooms and pantry kitchens. We are happy to provide support for all of your needs.

- Regular bus and train service
- 20 minutes to Bremen city centre
- 1½ hours to Hamburg
- Close to swimming pool, sauna & wellness centre
- Soccer: Werder Bremen
- Beck's Brewery Tour
- Finest bicycle tours along the Weser
- Various shopping malls
- Various restaurants, pubs etc. in walking distance

Address: Am der Fährles 2, 27803 Lennwarder, Germany
Tel Office: +49 (0) 421 94 91 91
Email: service@aar-services.com
Website: www.aar-services.com

The yards in Viareggio and Livorno represent two poles of excellence as a result of the ability of their artisans and experts. Top notch refit and repair activities are carried out by skilled and qualified Engineers, Architects, and Carpenters.

Luben also boasts a team of skilful Technicians and Project Managers who turn client's wishes into customised solutions through multiple services.

Luben works in compliance with strict safety rules and requirements within the current applicable laws, in line with the regulations and with the required certificates.

REFIT SERVICES

Rig inspections & Spars	✓
Machinery	✓
Electrics	✓
Electronics	✓
Hydraulics	✓
Non Restoration & Transformation	✓
Interior Design	✓
Exterior & Exterior Painting	✓
Engineering	✓
Carpentry & Joinery	✓
Miss Work, Welding & Fabrication	✓
Refrigeration & Air Conditioning	✓
GPP & Pumps Repairs	✓
Structural Changes & Extensions	✓
Fuel Systems	✓
Waste Disposal	✓
Other	✓

CLASSIFICATIONS

Quality Management	ISO 9001
Environmental	ISO 14001
Occupational Health & Safety	OHSAS 18001
RPE	✓
Liability Insurance Max.	100

TRANSPORT LINKS

International Airport Galles Galles Pisa Less than 20 miles
Railway Livorno Livorno Less than 5 miles

WWW.YACHTINGPAGES.COM

YARD FACILITIES

Motor	✓
Sail	✓
Max length accommodated	100m
Knot PM	✓
On-site Travel Host	✓
Max tonnage accommodated	100t
On-site Yacht Lift	✓
Max tonnage accommodated	100t
On-site Crane	✓
Max tonnage accommodated	100t
Permanent covered sheds	✓
Max size accommodated	60m L x 10m W
Slipway	✓
Dry Dock Length	150m
Dry Dock Depth	12m
Dry Dock Beam	40m
Hard Landing	✓
Max size accommodated	60m L x 10m W
Storage area	✓
Climatised Area	✓
Electricity	✓
Voltage options and cable options	2000

CREW FACILITIES

Accommodation	✓
Office - on site	✓
Gym < 1 mile away	✓
Training	✓
Restaurant < 1 mile away	✓

LABOUR

Own Employees	✓
Day Workers	✓
Subcontractors	✓
Project Manager	✓

LANGUAGES

English, French, Italian, Spanish, Japanese

MEET OUR PROJECT MANAGERS

David Smith
Project Manager

David is a firm believer and practitioner of the "Get Things Done" approach, and helps people achieve their goals.

David is an industrial/mechanical engineer with over 18 years of experience in project management and leadership spanning the aerospace, medical device, and consulting industries. Although born and raised in Albuquerque, New Mexico, David attended Harvey Mudd College in Claremont, California. After earning his bachelor's degree in Engineering, David started his career in the aerospace industry with Dowty Aerospace and J.L. Carter Company, where he led projects for the design of hydraulic and fuel system components for commercial and military aircraft.

After earning his master's degree specializing in Engineering Management from the University of Florida, David joined a late-stage startup oral health care company, Novamim Technology, where he founded the Product Development and Information Technology departments and directed the entire product realization process of medical devices and cosmetics.

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Lisa Madsen
Project Manager

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YARDCARD ADVERTOPTIONS

ASK THE EXPERT DOUBLE PAGE SPREAD

PLUS Full Page Advert within the directory section, **PLUS** ASK THE EXPERT online

ASK THE EXPERTS EXAMPLE

Word Count: Minimum 300 - maximum 450

- The example given is based on a "question" and "answer" theme and needs to be supplied in this format by the client. This is your chance to showcase your expertise in your field, to educate your target audience and gain exposure.
- Name of expert
- Job title
- Contact details

Images: Minimum 3 - maximum 5 (*plus 1 Headshot image of the expert*)

- Images to be supplied at 300DPI.
- No images will be taken off websites.
- If no images are supplied, then stock images will be used.
- One headshot image of the expert to be supplied.
- High resolution logo required





Sophie Tapp | Managing Director
+44(0)1489 809101 | customer.services@maritimegroup.co.uk
www.maritimegroup.co.uk

ASK THE EXPERT TENDER REFIT EXPERTS



 **ENGINEERING**
 **BLOWING REINFORCEMENT & REPLACEMENT**
 **DESIGNING & BEAM RESTORATION**
 **ELECTRONICS & SYSTEM INSTALLATIONS**
 **PAINTING & SPECIALIST COATINGS**
 **GRP REPAIRS**

Refit projects completed by Maritime Yacht Services (MYS) have been noted better than in its original new condition, justifying the commonly asked question, "Why should I refit over buying new?"

The condition of a well-used tender can be deemed 'a write-off', however with our skilled experts we can replace and recondition every element of a vessel to state of the art. Ultimately this saves considerable amounts of valuable funds that can be redirected elsewhere. Design changes are also possible if a vessel is not performing as required; our technical engineers and design team can identify and provide reliable solutions to ensure a more efficiently run tender.

MYS has access to first-class facilities, where the vessels are given the care and attention that you would expect. My dedicated teams specialise in the repair and refit of tenders, imousines, chase boats, RIBs and high-performance vessels. Offering a full range of services including, but not limited to: paint, structural and GRP repairs, respray, electronics,

fixture and fittings, engineering and installation, teak decking, tube repair and replacement.

As end-service providers, we can help to facilitate your requirements. This prevents vessels from being sent to another firm and/or managed remotely; you will be communicating directly with a designated project manager on the ground. Thus, at any time you will know precisely at what stage the scheduled work commences, including weekly cost reports sent with photo records.

Does the boat need to go to the UK?

Although we are based in the UK, we send teams all around the world and have been doing so for years. It's important to work directly with owners, the captain and crew, as well as acting management companies, to establish the best solution for a client's requirements, which is what Sophie and her management team do.

Don't rule out the UK though. A temporary import can be a cost-effective solution, particularly when utilising MYS's local resources, first-class facilities and the shorter timeframe

for the project. Using our trusted transporting agents, they can ship tenders from anywhere in the world back to Southampton in the UK. This allows us to streamline projects to work intensively on the vessels.

Should I be concerned with the length of time my tender is out of action?

Overall, projects have a reputation for escalating into often complex and costly affairs. I personally ensure that each stage runs as smoothly as possible, conducting pre-planning meetings to establish client expectations and specifications, which also limits the chance of delays and rising costs. We are aware that time-sensitive projects rely on the accurate estimation of task durations and substantial resources available. The team ensures that everything is managed effectively with impeccable communication and structure whilst staying flexible for the client.

Our refit teams are predominantly from a tender and high-performance manufacturing background. Their dedication to excellence and knowledge couldn't be more fitting to satisfy our clients' requirements.

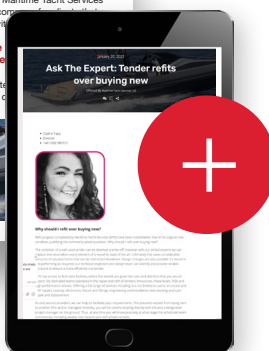
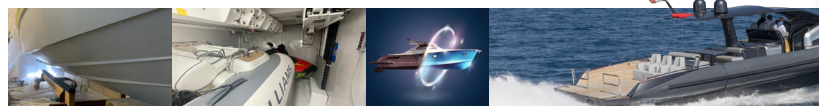
About this expert

Maritime Yacht Services has developed a reputation for ultra-high standards and first-class customer service. Led expertly by Sophie Tapp, who was positively influenced and relentlessly educated by her father Mark Pascoe of Falcon Tenders, and formerly Pascoe International.

Having grown up around the manufacturing of superyacht tenders, Sophie has a keen eye for the detail that clients expect; and the effort required from dedicated teams to meet them. Her friendly yet hard-working approach has meant her company's results of completed successful projects are growing year on year. Collaborating with owners, numerous management and middle commercial companies with refitting projects, Maritime Yacht Services has become a go-to company for those who want proven results with their tenders.

"When you put the together refit is the

Give Sophie, and her team, the chance today to see how she can



Full Page Advert in the new listings section

Language: English

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REFITADVERT OPTIONS

CLASSIFIED SECTION

CLIENT DESIGNED ARTWORK

When supplying complete artwork for your advert, please ensure that it complies with the following specifications:

- The correct size (please see sizes below)
- 300dpi at 100% of advert size
- CMYK
- Press quality PDF, high resolution Tiff, JPEG, or Illustrator EPS file (with text converted to outlines)
- All text within the advert is in English
- A telephone number, including international dialling code, is listed in the advert
- Please ensure the colour of all text/images/logos makes them easily legible on the background of the advert
- We recommend font sizes are no smaller than 8pt

DECKING

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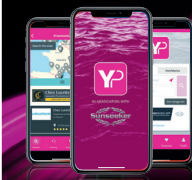
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WELCOME TO STAYING CONNECTED

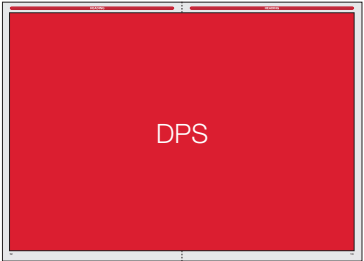
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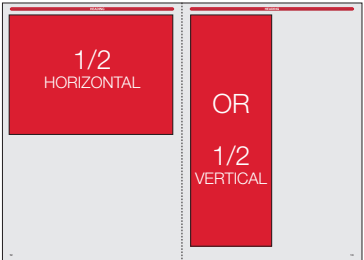
REFIT TECH. SPECIFICATIONS



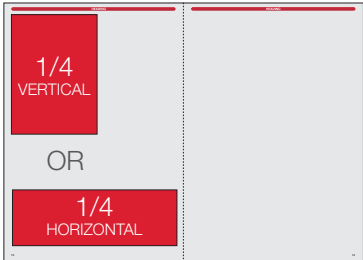
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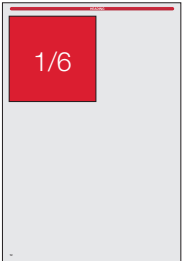
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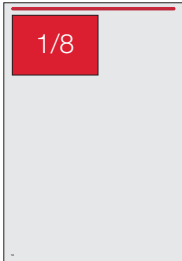
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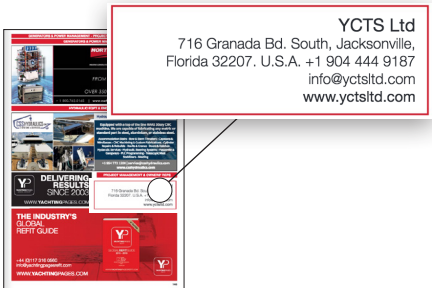
1/4 PAGE
63mm x 94mm OR 130mm x 46mm



1/6 PAGE
63mm x 62mm



1/8 PAGE
63mm x 46mm



FULL BOX LISTING



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