

- Penoyre
- Phoenix Hydraulics Ltd
- Pioneer Boats UK
- Point Distribution Ltd
- Polar Bears Ltd
- Pontoon Works
- Poralu Ltd
- Port of London Authority (PLA)
- Portmere Rubber Ltd
- Ports of Scotland
- Preffered Marine Cranes Ltd
- Professional Diving Academy
- Proserv Offshore
- R&D Marine Ltd
- Ramora UK Ltd
- Ramsgate Harbour Slipways Ltd
- Red7Marine Ltd
- Reson Offshore Limited
- Restech Norway AS
- Ribcraft Ltd
- Richards Drydock & Engineering Ltd
- Righton Ltd
- Rolec Services Ltd
- Rosborough Boats
- Royal National Lifeboat Institution
- Royston Marine Ltd
- RS Aqua Ltd
- RSL NDT Ltd
- Rolls Royce Group
- Ruco Ltd
- SAAB Seaeeye Ltd
- Safehaven Marine Ltd
- Salterns Marina Ltd
- Scania (Great Britain) Ltd
- Scottlamp Ltd
- SEA (Group) Ltd
- Seaflex Ltd
- Seafresh Desalimators Ltd
- Seaglaze Marine Windows Ltd
- Sealite Ply Ltd
- Searchwise Ltd / Hydrographic Society
- Seasafe Systems Ltd7
- Seaweather Marine Services Ltd
- Serco Ltd
- Ship Safe Training Group
- Ships Electronic Services Ltd
- Sound-to-Go
- South Boats Ltd
- Southern Cross Marine Ltd
- Southern Ropes UK Ltd
- Spinlock Limited
- Straightpoint (UK) Ltd
- Stromag UK Ltd
- Sub-Atlantic Limited
- Sukot
- Sureline Electrical Modules Ltd
- Suzuki GB Plc
- Swiftline Marine
- Talking Headsets Limited
- Taylor Fuel Control (Kings IP Ltd)
- Team Humber Marine Alliance
- Telemedic Systems Ltd
- Testbank Ship Repair & Boiler Co Ltd
- TG Marine / Osculati
- The Irish Skipper
- The Underwater Centre
- Thomas Jacks Limited
- Tideland Signal Ltd
- Tides Marine International Ltd
- Tillex Ltd
- TR Fastenings
- Transas Marine (UK) Ltd
- Trickett Marine Products
- Trinity House
- Triskel Marine Ltd
- Tritex Ltd
- TT Pumps Ltd
- TurboSwing
- UK Marine Pilots Association
- Ultra Dynamics Ltd
- Ultra SML Technologies Ltd
- Umbilicals International
- Underwater Contractor International
- Unipart Leisure & Marine Ltd
- Universal Turbos
- Uzmar Shipping & Trading Co Ltd
- Veecraft Marine
- Vetus Limited
- Volvo Penta Europe Office UK
- Walcon Marine Ltd
- Water Weights
- Watermota Ltd
- Wessex Marine
- Westminster Dredging Co Ltd
- Whispaire Ltd
- Williams Shipping Marine Ltd
- Yacht Kit (Shamrock Chandlery)
- Yaesu UK Ltd
- ZF Great Britain Ltd

Seawork – a great place to do business

Business was brisk throughout the show with many companies anxious to spread their good news. For example, MST awarded two contracts to power new RIB's for a European military contract: one to Volvo Penta and one to Hamilton Jet. MST ordered 96 Volvo Penta engines, valued at €2 million and 34 Water Jets from Hamilton Jet in a contract worth £350,000.

Andrew Sims, Cooney Fabrication Ltd, said on closing day: "Seawork continues to grow in importance and diversity, it is fast becoming as important a show as METS later in the year

Other Seawork exhibitors made the following observations:

Peter Smith, Meercat Workboats: "We've sold two vessels at Seawork worth in excess of £800,000. The commercial marine industry is buoyant, so Seawork has been as good as ever commercially."

Captain Michael Lloyd, Life Light Solutions: "With the current economic conditions we expected less demand and less visitors, however we have



Seawork 2009 – a great place to do business

experienced the exact opposite – increased leads, visitors and enquiries. We are delighted to be working with such a well organised exhibition."

Ian Brownlee, Safehaven Marine: "We have had a great show with good interest from UK and European port authorities

who were particularly impressed with the standard of finish we achieve. The vessel in question is in service with the Port of Southampton".

Natasha Miller, Turbo Dynamics, "We were testing the water this year to see what Seawork was like and which companies and visitors it attracted. Our presence at the event has proved beneficial already; we will definitely be back again next year."

Keith Strevens, Cheetah Marine LLP: We received some very interesting leads during the show offering both UK and export sales possibilities. As a result, I think we have prospects of completing contracts in excess of £¼ million.

Roger O'Kane, Association of Diving Contractors: "We had 44 exhibitors in the DiveWork Pavilion this year, plus of course, the ever popular dive tank on the quay. Some visitors arrived unsure of the economic prospects facing the dive business, but I detected more positive feelings about the future of the commercial marine industry, particularly in the diving sector."

DuroWipers meets Wightlink at Seawork

Now an established exhibitor at Seawork International, DuroWipers has landed a lucrative contract with Portsmouth based ferry operators, Wightlink. As a direct result of the Seawork exhibition, two brand new Wightlink Catamarans are equipped with DuroWipers Panorama Pantograph Class 80 Wipers.

Based in Monmouth, Wales, DuroWiper's objective is to offer a complete service of design and manufacture for all wiper

applications.

You can see the Panorama Pantograph Class 80 Wipers in action on the two new catamaran ferries, which will be launched in the autumn of 2009. They will operate between Portsmouth and Ryde (Isle of Wight) as part of a multi-million pound investment by Wightlink in it's cross-Solent routes.

DuroWipers will once again be exhibiting their extensive range of wiper systems at Seawork 2010



BW Seacat feels the need for S.P.E.E.D

After spending the preceding ten months working on an all new hull design, including the fabrication of a brand new hull mould, BWSeaCat Ltd. were proud to exhibit the first of their S.P.E.E.D. Vessels at Seawork 2009.

After performing at least six sea trials per day for the three day show, receiving unanimous praise for the vessels' build quality and performance, BWSeaCat Ltd. entered into discussions with three separate clients which have now resulted in firm orders for three vessels.

The first, built for Tony and Jennifer Bradley of Jevington Logistics Ltd., is to be used for MOD Range Protection and

general support duties.

The Second, for Graham Knott of Weymouth, is to be used for Charter Diving work and the third, for Mike Williams of M&T Charters, is to be used for Charter Fishing and filming work. Since the show, BW Seacat has performed several rough weather sea trials, one of which has resulted in a further order from Ken Turner of Plymouth, who was "astonished" at the head to sea performance of the new design.

This vessel will be set up for jiggling and used for commercial fishing from Plymouth.



Focus on Fishing

Commercial Fishing is an integral but currently discrete part of Seawork, with fishermen, fishing boat builders and equipment suppliers regularly exhibiting and visiting. However, in response to demand, Seawork International is increasing the focus on fishing by introducing a Commercial Fishing Pavilion in 2010.

Over the past 12 years, Seawork International has become a key industry event in the Commercial Marine and Workboat sectors. With such a diversity of exhibitors and visitors the networking and cross-sales opportunities are abundant. The Commercial Fishing Pavilion will open a gateway between the fishing sector and the wider market, so everyone can benefit from the innovations, products and services which transfer so easily between all workboat, port and harbour users.

COMMERCIAL MARINE EXHIBITION & CONFERENCE

15-17 June 2010

SEAWORK SETS NEW RECORDS

The 12th annual Seawork International Exhibition and Conference produced better figures than ever, setting new records all round

479 exhibitors – 10% up on 2008
7049 visitors – 8% up on 2008
789 overseas visitors
– 11.2% up on 2008

Overseas visitors were enhanced by naval attachés from South Africa, Nigeria, Ghana, Saudi Arabia, Mexico and Chile. Captain Oscar Vargas, Head of the Chilean Naval Mission was so impressed with his first visit to Seawork that he intends to return next year with members of his London team.

The international 'meet the buyer' feature, organised by UK Trade & Investment, was a great success for both Seawork exhibitors and visitors, bringing together key decision makers from major overseas companies and potential suppliers to develop commercial relationships.



Marine Civils Pavilion

Marine civil engineering is the bedrock of the commercial marine industry, making this Seawork's keystone Pavilion.

Combined with an ever-increasing focus on marine renewable energy, Seawork is now an unmissable event for all marine civil engineering stakeholders. The Pavilion, which is supported by the Institution of Civil Engineers and media partner New Civil



Engineer, enables companies engaged in marine civils projects to promote their services, network and do business with the sector's key influencers and decision-makers.

FLYBE Tickets Won!
Congratulations to John Laker of Dean & Dyball who won 2 return tickets to anywhere on the FLYBE flight path in the business card draw at Seawork 2009.

Seawork's secret of success

Seawork 2010

Dates confirmed for 15 – 17 June

Next year's exhibition promises to be the best yet and will include themed conference days on subjects such as Maritime & Port Security, daily show-stopping on-the-water demonstrations and enhanced catering facilities. Mercator Media, organisers of Seawork, are already in serious discussions with ABP to confirm the availability and location of car parking to ensure both exhibitors and visitors have an easy ride.

Watch the Seawork website, www.seawork.com for up to date developments for next year's exhibition, which will once again provide fresh impetus for attendance by both exhibitors and visitors.



Jane Wilson, Events Director for Mercator Media Ltd addresses journalists at Seawork 2009

The now tried and tested Seawork formula, bringing together on-the-water vessels available for demonstration, easy-to-navigate exhibition halls with pavilions dedicated to specific areas of the industry such as Ship Building & Ship Repair, Diving and Marine Civil Engineering plus the concurrent conference programme, delivered the goods once again in 2009.

Jane Wilson, Events Director at Mercator Media is conscious of the need to innovate: "Over the last 12 years, we have striven to provide the industry with an appropriate forum in which to do business. No two Seawork exhibitions are exactly alike and we are conscious of the need to move with the times. This year's high lights included the Maritime Security Pavilion and a 'new look' Maritime Training and Careers Pavilion, as well as traditional features such as the Small Business Enterprise Zone and the Innovations Showcase. Seawork continues to reflect the key issues affecting the commercial marine sector and there seems to be no doubt that the basic concept continues to fulfil a real need."

Aalco Metals Ltd
 AB Pharos Marine Ltd
 Acta Marine Waterweg
 AH Parker & Sons GB Ltd
 Airfloat Ltd
 Allport Ltd
 Alnmaritec Ltd
 Aluminium Boatbuilding Company Ltd
 AmBex Limited
 Amgram Ltd
 AndTrace
 Apem Components Ltd
 Aquafax Ltd
 Arklow Marine Services
 ASAP Supplies Ltd
 Atlantis Marine Ltd
 Atlantic Marine
 Atlantis Marine Power Ltd
 Avon Boating Ltd
 Avon Inflatables Ltd
 Bainbridge International Ltd
 Baltic Safety Products UK Ltd
 Beta Marine Ltd
 BHG Marine Ltd
 Bloctube Marine Services Ltd
 Blue Sheets
 Blyth Workcats Ltd
 BMT Nigel Gee Ltd
 Boat Electrics & Electronics Ltd
 Boatcoat (Kingsbury Lake Ltd)
 Boatshed
 Bowcrest Marine Limited /
 ESB Shipbuilding
 Breeze Sports
 BSP Hydraulics Limited
 BSS3
 BT Marine Propellers Ltd
 Buccaneer Limited
 Buckie Shipyard Ltd
 BVD Marine5
 BVT Surface Fleet Ltd6
 BW Seacat Ltd
 C&C Tecnologies
 C-Quip Ltd
 CA Clase (UK) Ltd
 Cardama (Francisco Cardama AS)
 Case Chemical Consultancy Limited
 CC Jensen
 Centa Transmissions Ltd
 CFM Services
 Chadburns PT Ltd
 Cheetah Marine LLP
 Chemtec
 CJR Propulsion Ltd
 Cleghorn Waring & Co (Pumps) Ltd
 Clements Engineering (St Neots) Ltd
 Coastal Sea School
 Coastline Surveys Ltd &
 The Hydrographic Society
 Commercial Boat Operators Association
 Compass Marine (Dartmouth)
 Composite Mouldings Ltd
 Cooney Marine International Ltd
 Corporate Workwear Direct Ltd
 Cosalt International
 CP Cases Ltd
 CPES Ltd - Maricer
 Cummins Diesel - Wellingborough
 Cygnus Instruments Ltd
 Damen Shipyards
 Darthaven Services
 Defence Manufacturers Association Ltd
 Del Norte Technology Ltd
 Delta Power Services
 Deutsch Ltd
 Divex Ltd
 Docking Solutions
 Dometic UK Ltd
 Don-Mor Safety
 Dorset Marine Network
 Dura Composites Ltd
 Duro Marine International
 E-Tech Group Ltd
 Echomaster Marine Ltd
 Echomax
 Econosto UK Limited
 Edwards Diving Services Ltd
 Electro-Tec Leisure Systems Ltd
 EP Barrus Ltd
 Eriks UK
 Endeavour Yacht Services
 Eurocopter UK Limited
 Euromarina Review
 European Marine & Machinery Agencies
 EV Offshore Limited
 Everard Insurance Brokers Ltd
 Extreme Ribs
 Fawcett Christie Hydraulics Ltd
 FenderCare Marine Solutions Ltd
 Fibreglass Solutions UK Ltd
 Finning (UK) Ltd
 FINTRY-Marine Design AG
 Firdell Radar Reflectors Ltd
 Fischer Panda UK Ltd
 Fishing News
 Fleetwood Offshore Survival Centre
 FPT
 Furuno (UK) Ltd
 Gardline Environmental Ltd

Seawork Innovations Showcase Winners

Once again, the Innovations Showcase brought together outstanding examples of innovative engineering and creative development; the worthy winner of the Spirit of Innovation Trophy was KPM DE Ltd of Stratford on Avon for the Dry Run Pumping System, which can operate for up to 24 hours without water. Within hours of the result being announced, KPM were receiving enquiries from the USA, with their distributor passing an email from one happy customer: "Now I can be just as confident as the military and coast guard!"

The day after receiving the trophy, Sales Director Peter Norman commented: "The stand has been busy all day, media interest has even included an interview with the Daily Birmingham Post!"

Category award winners were OMC International (Europe) Pty Ltd in the Civil Engineering category for their In-Transit Real Time Dynamic Under-Keel Clearance System; Scottlamp Ltd in the Safety & Training category for their SOLAS approved SeaSpark automatic LED lifejacket lights and Chameleon Craft LLP in the Vessel Design & Construction category.



KPM DE receive the Seawork International 2009 Spirit of Innovation Trophy: (left to right: Iain Shepherd of Marine SouthEast, Peter Norman, Sales Director KPM DE, Julian Morgan, Managing Director KPM DE, Jane Wilson, Seawork Event Director, Professor Ajit Shenoj of the University of Southampton).

INNOVATION ACCLAMATION!!

KPM DE Ltd, who scooped the 2009 Seawork "Spirit of Innovation" award, report that successful trials of their 'dry run pumps' are proceeding with the US Navy; volume orders are expected.

Six UK builders of aluminium

workboats have already placed orders. Pre-production versions of KPM's multi-dimensional suspension systems for fast RIBs were at the Southampton Boat Show — yet further evidence of the dynamic follow-through achievable by Seawork exhibitors.

South Boats Succeed At Seawork



South Boats Special Projects took pride of place on the floating pontoon at Seawork with three examples of their

renewable energy support vessels.

Cemaes Bay, the second example of the company's South Catamaran 69/20m

WFSV, was berthed alongside the Rhoscolyn Head, the 14th South Catamaran 50/15m WFSV. Offshore Response 1, the first of class South Catamaran 43/12m WFSV RRV, was also on display. All the vessels exhibited at the show have been successfully handed over to their owners Turbine Transfers Ltd and Offshore Wind Power Marine Services Ltd.

New client, Icen Marine Services Ltd, have selected South Boats Special Projects Ltd to build their South Catamaran 50/15m WFSV, which is to be called Icen Spirit.

As Seawork closed, Ben Colman of South Boats said: "We were not prepared for the amount of positive feedback received at the exhibition, not only from existing and potential clients but also from other boat builders and suppliers."

UKTI Delivers the Goods

Seawork International 2009 hosted the third 'Meet the International Buyer' event and this was augmented for the first time by the 'Meet the Commercial Officer' programme.

The 17 international buyers plus 12 Commercial Officers who attended the exhibition provided an outstanding opportunity for UK suppliers to meet both buyers and CO's to get an insight into specific international trade opportunities. A total of 156 individual meetings were held with buyers and Commercial



Officers from Brazil, Croatia, China, Dubai, Greece, India, Italy, Japan, Mexico, Pakistan, Panama, Romania and Turkey.

The continuing success of the Meet the International Buyer initiative at Seawork is likely to result in an integrated presence from government bodies traditionally represented at Seawork, such as the MoD and DSO.

Conference Success

The 3-day conference programme was very popular: the MoD Maritime Defence & Security sessions had a packed house and the Renewable Energy morning was also enthusiastically attended.

Other papers, including those on Piracy, Fire Fighting and the RNLI's contributions on Cold Water Shock and Safety on Small Fishing Vessels were also well received.

The 2010 conference programme will once again be themed over three days.



ABC Excel at Seawork



Valhalla of Whitstable, a 15m craft built by the Aluminium Boatbuilding Company Ltd (ABC) for Excel Marine Services Ltd, was also on the pontoons. Excel Marine has been specialising in the offshore windfarm industry since 2002. It presently runs the aluminium catamarans Valhalla and Valkyrie and awaits delivery of the first of two 17.5m newbuilds early next year. Valhalla is from ABC's Catfish Crewcats range.

Each vessel is tailored to the customer's requirement by an in-house design team using the latest 3D software, producing a 'walkthrough' of the craft long before it goes into production. Powered by twin 500hp Iveco marine diesels, Valhalla has a top speed of 22 knots and cruises at 19 knots. It features a gangway for easy access to the bow, where non-slip decking, steps and railings enable safe transfer to turbine towers.

MST wins major contracts

Marine Specialised Technology (MST) has been winning ever-increasing numbers of orders from coastguard, customs, police and military clients following this year's Seawork International. The company has been involved with the exhibition since 2002 and displayed some of its most recent models this year, including a Pakistan Navy vessel on the pontoon.

Philip Hilbert, marketing director, MST, says about Seawork International 2009, "Seawork offers a good opportunity for MST's design and development department to visit and see other craft, see suppliers, put faces to names and maintain relationships."

Philip adds, "This year had more of an emphasis on domestic markets with several key government agency and professional enquiries, along with some



very interesting law enforcement projects to work on."

MST's recently formed sister company SIT (Specialised Inflatable Technology) also had a successful event: Managing Director Chris Chadwick is positive about participation in future years at Seawork.

Nurturing the marine industry of the future

For the first time at Seawork, students from local secondary schools were invited to attend the very successful Maritime Training and Careers event, run in association with Solent Education Business Partnership and Portsmouth Education Business Partnership.

On Wednesday 17th June a selection of students from Redbridge Community School, Chamberlayne College for the Arts and Oasis Academy attended. On Thursday it was the turn of students from six Portsmouth schools.

Students experienced a variety of activities at the show including tours and trips on HMS Blazer, the Royal Navy's fast patrol boat linked to Southampton & Portsmouth Universities, and the Port of London Authority's (PLA) new patrol launch Lambeth. Students also experienced rides in a fast RIB and tours of the exhibition halls, as well as attending the seminars in the Maritime Training and Careers Pavilion.

Speakers at the Seminars included: Keith Longman (Berthon Boats); Ted Milley (Royal Institution of Navigation); Ian Palmer (Ship Safe Training Group); Steve Tubby (Marine East); along with a current apprentice at E-Tech, Southampton.

Gail Marsh, Turbo Dynamics, commented, "I was very impressed that two of the pupils had stopped and actually displayed a genuine interest in what we did."

Jordan Spanswick, CCA student, admitted, "I have always had a career aspiration to join the Royal Navy and today I have learnt about the many possible opportunities available."

Roef Penfold, Teacher with the Priory School, Portsmouth, commented, "It has been a real eye opener for the students. Being ex Royal Navy myself, personally I was amazed at how diverse and large the Marine Industry has become."

Annie Keeping, Priory School, said: "It was good to find out about apprenticeships in engineering work"

Gardner Marine Diesels Limited
Garmin (Europe) Ltd
Gecko Head Gear Ltd
Gilbert Gilkes & Gordon Ltd
Gillingham Marina
Goodchild Marine Services Ltd
Griffon Hovercraft Ltd
Grimsby Fish Dock Enterprises Ltd
H Henriksen Mek Verstedt A/S
H2Ops
H4 Marine Ltd
Hadrian Safety Rales (IYE (England) Ltd)
Halyard (M&I) Ltd
Hamilton Jet (UK) Ltd
Health & Safety Executive
Hedley (Engineering Services) Ltd
Hendy Power
Henshaw Inflatables Ltd
Hercules Hydraulics Ltd
Holyhead Marine Services Ltd
Honda (UK)
Humber Work Boats Ltd
Hunter Diving Ltd (Trelleborg Protective Products)
HydraPower Dynamics Ltd
Hydrographic Society
Hydrospace Division
Hydrosphere UK Ltd
Hydrotech
Hyphose Ltd
Hythe Marine Park (SEEDA)
Ian C Darley
Ibix UK LTD
ICEE Managed Services Limited
IMP (International Marine Products)
Industrial Apparatus Consultants Ltd
Industrial Power Units Ltd
Innotec Supplies (UK) Ltd
Intellitec MV Ltd
Intermarine Ltd
Italdraghe Spa
Ixsea Limited
Jemar Norpower AS
Johnsons Outdoors Watercraft UK Ltd
Julian A McDermott Corporation
JW Automarine
Kewatec Aluboot Oy Ab
Kort Propulsion Company Ltd
Krueger Ltd
KTR Couplings Ltd
Kuranda UK Ltd
Lairdside Maritime Centre
Land and Marine Products
Ledwood Technology Ltd
Life Light Solutions (Electroluminate)
LightMaster Software
Linak-UK Limited
Liqua Distribution Limited
Liquid Engineering (UK) Ltd
Macduff Ship Design Ltd
MacGregor (GBR) Ltd
Made 2 Measure Fenders LLP
MAN Engines & Components
Mantsbrite Ltd
Marico Marine
Marine & Industrial LLP
Marine & Industrial Transmissions Ltd
Marine Design International Ltd
Marine Electronic Systems Ltd
Marine Fire Safety Ltd
Marine Fisheries Agency
Marine Industry (The PR Firm)
Marine Specialised Technology Ltd
Marine Times
Marine Ventures Ltd
Marinetek UK Ltd
Marinex Fire Protection
Maritime Craft Services (Clyde) Ltd
Mashfords
Mastervolt UK Ltd
McMurdo
Meercat Workboats
Mendez Marine
Meridian Chartware Ltd
Mermaid Marine Ltd
Meteo Group
MFC Survival Ltd
MG Duff International Ltd
Miko Marine AS (Duncan Cunningham)
Milford Marina Systems
Mullion Manufacturing Ltd
Mustang Marine (Wales) Ltd
Musto Ltd
Navico UK Ltd
Navitron Systems Ltd
Nelson Stud Welding UK Ltd
New Civil Engineer
No Limit Ships BV
Norfloat International Ltd
Norsap. UK
North Sea Winches Ltd
Norwest Marine Ltd
Ocean Safety Ltd
Ohmex Ltd
Opus International Consultants (UK) Ltd
Diogenes Modules GmbH
Outreach Plc
P&S Automation Ltd
Paint Protections Systems
Panolin (Cardev International)
Pelli Products (UK) Ltd