

# Marina

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Essential reading for marina and waterfront developers, planners and operators





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Front cover: Gold Coast City Marina & Shipyard in Coomera, Queensland, is the most comprehensive marina facility in the southern hemisphere offering a wet marina, drystack, shipyard, superyacht facilities – and more. Currently in the midst of an extra investment programme, it has commissioned new boat handling equipment. See p. 57



*Ingemar supplies 10,000m<sup>2</sup> of floating jetties, platforms and walkways for the annual Genoa International Boat Show.*



*Lorenzo Isalberti: "As a yachtsman, my ambition was to boost the number of tourist moorings in ports and harbours."*

# 35 years of growth and innovation

Italian company Ingemar celebrates its 35<sup>th</sup> anniversary this year with a strong order book comprising multiple domestic and overseas contracts and a determination to continue to promote quality mooring systems to the marina industry. *Carol Fulford* invited Lorenzo Isalberti, co-founder of Ingemar and owner and president of the Ingemar Group, to talk shop

**Q: Ingemar was formed in 1979 in Milan. Why and how was the company established?**

**A:** It was mainly motivated by my passion for sailing, to capitalise on my engineering degree within my favourite environment and to put my previous experience in the field of prefabricated mooring structures to good use. As a yachtsman, my ambition was to boost the number of tourist moorings in ports and harbours. A group of enthusiastic yachting friends shared this goal.

Together, we formed Ingemar, a maritime engineering company specialising in the design and construction of floating structures. Contrary to what its spelling suggests, it was – and is – a 100% Italian company. The name is an acronym of INGEgneria MARittima (Maritime Engineers).

**Q: What was your primary focus?**

**A:** Initially we concentrated on promoting the use of floating pontoons which, at the time, were little known and nearly always 'homemade', unreliable and short-lived. We put a lot of energy into convincing specialists and investors of the virtues of floating systems as an interesting alternative to traditional fixed structures.

Much technical drive also went into developing different types of pontoons and establishing good relationships with suppliers. We secured contracts for yachting associations and public authorities, both in Italy and abroad.

**Q: Did Ingemar look at other markets?**

**A:** Yes. Our engineering expertise encouraged us to undertake further research into the application of floating

structures and this has been a focus for us since the early 1980s. Example projects include construction of an electrode-carrying floating pontoon installed in Sardinia for ENEL, the Italian Electricity Board; a huge floating platform for shows, which is still in use for Idroscalo in Milan; and floating breakwaters, patented with Pirelli AIG, that are still in place on Lake Como.

These types of floating structures – as well as floating bridges – continue to form an important part of our business but Ingemar is truly renowned within the yachting sector. We derive 60 to 70% of our overall turnover from the marina market.

**Q: Where are Ingemar systems built?**

**A:** In 1989 we established an independent construction facility in Silea near Treviso and in 2004 we acquired our own production workshop at Casale sul Sile near Venice, specifically designed to optimise and improve our operations. Today, we are one of the few companies in the sector with in-house production and an active R&D department that allows us to anticipate customer needs.

The production of reinforced concrete elements and assembly of the more important components is carried out in the Casale sul Sile factory. For southern Mediterranean and Middle Eastern markets, we use selected suppliers and partners but maintain direct links





*Novigrad Marina, half way between Porec and Umag in Croatia, has five-star facilities and an Ingemar marina system.*

with each client and strict control of production. This ensures we give the necessary technical support during each phase of the design, production and installation and also guarantees the quality of the work.

**Q: In addition to supplying pontoons for many prestigious marinas in Italy (most recently, Marina di Stabia and Marina del Gargano), you have impressive overseas references. How has your export business developed over the past 35 years and how important is export for the future?**

**A:** The earliest foreign commissions of interest began in the 1980s with installations in Malta, France, Portugal, Monte Carlo and former Yugoslavia. By 2000, Ingemar was working in Greece with installations for Gouvia Marina in Corfu and Lefkas Marina; the regional port of Locarno in Switzerland; and Jasmine Marina in Hammamet, Tunisia.

Since then, we built Marina Novigrad and Marina Kastela in Croatia, Mytilene Marina in Rhodes and marinas in Monte Carlo and, again, Switzerland. We have industrial pier projects ongoing in Saudi Arabia and Iraq.

Over the past three years, foreign markets have made an important, although somewhat variable, contribution to our turnover at around 35%. But overseas projects will be ever more important for the company's

growth. Our priority is to consolidate our presence in the countries where we already operate but we are also looking at new markets in some of the South American countries and in eastern Asia.

**Q: What are the highlights of your current product and service portfolio?**

**A:** In addition to 'standard-size' floating pontoons, we have successfully developed new technology to improve the performance of floating jetties for superyachts and developed increasingly effective and reliable floating breakwaters. Our earlier pontoons, all-concrete or steel framed with timber deck and concrete floats have been complemented by lightweight alternatives with aluminium frames and rotomoulded polyethylene floats. With top of the range products in the mix – such as the 20m long breakwater elements at D-Marin Port Göcek in Turkey and 9m-wide floating jetties used for the Genoa Boat Show – we can build and install entire floating marinas autonomously.

**Q: Do you see Ingemar as an innovator?**

**A:** I believe the company has demonstrated innovative characteristics in many ways. Aside from expanding the application and performance of floating structures for superyachts and floating breakwaters, and our increasingly practical use of renewable materials, we are strong on research.

Our work in the fields of performance and environmental sustainability has led to the use of different concretes (lightweight, GRC – glass fibre reinforced cement – and added colours); protective systems for steel (duplex galvanising cycle plus paint coat); and sustainable timber (FSC certified to limit deforestation).

Since 2005, we have been carrying out a research campaign on floating breakwaters. This has enabled us to develop new types, such as the version installed at D-Marin Port Göcek, which is the largest Ingemar has built to date and also has a newly developed site specific anchoring system.

**Q: What particularly noteworthy projects spring to mind? What was the most challenging?**

**A:** Our most important contribution to sport was without doubt the installation of floating structures for the yachting and canoeing venues at the 2004 Athens Olympic Games.

The Genoa Boat Show, which saw huge growth from 2005 to 2008, is an annual international showcase for us with 10,000m<sup>2</sup> of Ingemar floating jetties, platforms and walkways that highlight our mooring structures for yachts of all sizes.

Ayla Marina in Aqaba, Jordan, was an impressive customised commission





*The pontoons and fingers for Ayla Marina in Aqaba, Jordan, have to fit an irregular quay profile.*

not follow even the most elementary rules of safety. And installation is often carried out by amateur divers without the necessary expertise. Ingemar has a number of product certificates and, for the construction of all complex projects, works with the major international classification societies for the approval of the design and calculations and, in some cases, for the fabrication and installation as well.

Greater attention could also be paid to the environment, not only with regard to materials, production technology and recycling but, more importantly, in the use of natural materials which better integrate with the surrounding environment. Blueprints of installations, lay-out, visible obstructions, interference with the seabed, form and colour should be the object of greater scrutiny as marinas are usually built in special natural surroundings.

Accessibility for the disabled has long been part of design projects for large tourist ports but should also be taken into consideration for smaller projects. Entrances should be wide enough and have adequate slopes in all sea conditions, and access to the most functional areas should be guaranteed for all. Individual lifts to access boats by the handicapped and specific security accessories must become part of the indispensable equipment at every modern marina.

*Gouvia Marina on the island of Corfu was Ingemar's first project in Greece.*

for 3km of pontoons and fingers that fit an irregular quay profile, and installations at Porto Montenegro have tested our ability for diversification to the maximum with different style breakwaters, pontoons and floating jetties.

The biggest challenge so far has to be the project for La'Ala Al Kuwait Real Estate at Sabah Al-Ahmed Sea City Project in Khieran, Kuwait. The project (see *Marina World World News* July/August 2014) includes two marinas with a total of 1,300 berths in an indented artificial basin. We are currently constructing 6km of reinforced concrete floating structures and fingers for the first marina alone. This is a hugely prestigious contract for our company and a tribute to our engineering abilities and our flexibility in adapting to specific requirements.

**Q: What are the most significant changes you have noticed in the industry during your career to date?**

**A:** The quality of products and services offered by specialist manufacturers has greatly improved partly as a result of better technical legislation. Large companies like Ingemar have paid great attention to the development of high performance structures for mooring ever larger boats and achieving new mooring space through more efficient and reliable breakwater elements.

More and more frequently, investors demand a turnkey formula, which means that the supplier must have the ability, capacity and high technical, organisational and operational skills of a main contractor.

Competition has increased – and the returns have become less remunerative.

For high profile work we find ourselves increasingly in competition with large international companies and for smaller projects we compete with local builders - who are often improvisers managing to put together a seemingly attractive bid but offering dubious quality and reliability.

**Q: What industry trends do you see emerging and how is Ingemar working to cater for these trends?**

**A:** I think that turnkey construction will become more frequent and greater attention will be paid to safety, the environment and giving the disabled access to, and use of, marina facilities.

In terms of safety, I mean more diligent application of legislation rather than increased and tighter rules. It is inconceivable that today many facilities have 'homemade' pontoons that do

