

# TIDESMARINE International-UK

**DISTRIBUTING INNOVATION**

## E-Newsletter Winter 2011



### **Boat Builders Seek Quality in Tough Economic Times**

METS 2010 proved to be a success for Tides Marine, where it occupied its regular position in the UK Pavilion. Held at Amsterdam RAI, the Netherlands' biggest convention centre, METS is the world's largest trade exhibition for the marine industry and a must-see event for marine professionals, where 1,320 exhibitors reached nearly 19,000 visitors. Tides displayed its range of propeller shaft seals and rudder bearing systems, along with Aqualuma underwater lights and Armstrong Nautical boarding ladders, including the award-winning RIB ladder. Managing Director Brian Raine confirmed that Tides secured orders for major new build projects in Europe and the Middle East. "To have new orders placed at the show indicates that, despite the difficult economic times, boat builders identify the installation and operating benefits of fitting Tides Marine products", Brian said.

[Read more about Tides products>](#)



### **Tides Marine Wins Customer Service Award at Southampton Boat Show**

Tides Marine International and Aqualuma were jointly presented with the *Sunseeker Supplier of the Year Award for Customer Service* at the UK's leading outdoor boat show, held last September. Tides Marine supplies propeller shaft seals and rudder tubes to the complete range of shaft drive boats built by Sunseeker, manufacturer of luxury yachts and sports cruisers from 48 feet to 40 metres. Tides is also the UK distributor for Australian manufacturer Aqualuma, makers of innovative underwater lighting products. Robert Braithwaite, President of Sunseeker International, praised Tides Marine and Aqualuma for their commitment to ensuring that Sunseeker owners around the world receive the highest standard of service and support.



### **A Warm Send-off to Technical Sales Manager, Ian Nuttall**

Ian Nuttall has left his position as Technical Sales Manager for Tides Marine International to join E. P. Barrus Ltd. as General Manager of its Marine Division. E.P. Barrus are the UK importer for brands such as Yanmar, Mercruiser, Mariner and Mercury engines. Ian joined Tides Marine in 2005 and worked tirelessly to grow sales and market awareness of Tides products in the UK and overseas. Ian handled key Tides accounts, including Princess Yachts International, where he oversaw their transition to Tides-manufactured rudder tubes as well as propeller shaft seals for the recently launched Princess 32M flybridge cruising yacht. Tides Marine thanks Ian for his years of service and wishes him all the best in his new position.



### Tides Marine Web Site Upgraded with More Technical Information, Simpler Navigation

Your next visit to Tides Marine International's Web site will be easier, faster and will provide a more secure Web experience. Tides Marine retained Poole-based Premier IT Solutions to upgrade its site to the latest protocols, improving security, navigation and usability. The download section was redesigned to accommodate a much larger range of sales and technical information, including more comprehensive details for each product line, downloadable brochures, videos and an easy-to-use dealer map. The same upgrades were made for Tides' Italian, Polish and Spanish Web sites. [Visit the Tides Marine International Web site](#)>



### Upcoming Boat Shows...

[Miami International Boat Show](#), February 17-21: Visit Brian Raine and Tides Marine at Booth Q44 in the Miami Convention Center.

[Dubai International Boat Show](#), May 1-5: Meet Brian Raine on the Exalto Emirates, Stand ESS-B4.

### In the Next Issue...



### Tides Marine Appointed UK Distributor for FinScan Marine Biometrics

Read about the first FinScan unit to be fitted in the UK. FinScan specialises in fingerprint-activated engine ignition controllers, keyless cabin entry readers and AC/DC power control systems for the marine market.

### Where else can you find Tides Marine in Europe?



Italy



Spain



Poland



Visit Tides Marine U.S. Headquarters

**Tides Marine International Limited**  
 Unit 5 Birch Copse, Technology Road | Poole, Dorset | BH17 7FH  
 +44 (0)1202 656773 | [uk@tidesmarine.eu](mailto:uk@tidesmarine.eu)  
[www.tidesmarine.eu](http://www.tidesmarine.eu)