

PRODUCT LAUNCHES

CANTALUPI'S OTTO LIFTER

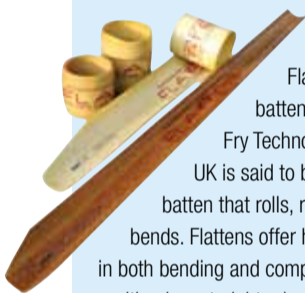


The Otto Lifter from Cantalupi Lighting is an IP65-rated telescopic lamp fitted with an

electric actuator for manual or remote control. It is made from polished AISI 316L stainless steel and borosilicate-tempered glass, generating high performance levels and diffused, homogeneous lighting for maximum visual comfort.

Stand 10.324

FLATTEN FURLING BATTEN



The DAME-nominated Flatten furling batten from Primrose

Fry Technologies in the UK is said to be the only batten that rolls, rather than bends. Flattens offer high stiffness in both bending and compression, resulting in a straighter leech and improved sail control for trimmers. They can be easily retrofitted to sails by adding a specifically designed pocket. The batten can be left in sails and offers no obstacles to the use of a jib sock.

Stand 01.516

VECTOR COMPACT GPS COMPASS

The Vector Compact from Swedish AIS specialist Seapilot is said to be the world's smallest GPS compass on the market.



Weighing just 15 ounces, the DAME-nominated device can be

mounted almost anywhere, such as rails, poles or other surfaces, and is designed for installation on recreational sail and powerboats up to 40ft in length. It is also affordably priced at around half that of competing products.

Stand 09.210

Canadian exhibitors visit Ambassador's residence



A reception was held on Tuesday at the official residence of Canada's Ambassador to the Netherlands

A contingent of Canadian METS exhibitors attended an honorary reception on Tuesday evening at the official residence of James Lambert, Canada's Ambassador to the Netherlands. Coordinated by NMMA Canada executive director/vice president of government relations Sara Anghel, the visit provided a unique opportunity for Canadian METS exhibitors to network with diplomatic contacts in an informal social setting, while

simultaneously allowing Embassy officials to learn more about Canadian marine industry exports and participation in METS. Khawar Nasim, Chargé d'Affaires for the Canadian Embassy in The Hague, welcomed the Canadian exhibitors on behalf of Ambassador Lambert.

Joining the NMMA Canada group was a delegation of manufacturers from the Canadian province of Newfoundland and Labrador, currently attending a trade mission to the Netherlands and exhibiting at METS as part of the Canadian pavilion. ●

“The visit provided AN OPPORTUNITY FOR CANADIAN METS EXHIBITORS TO NETWORK WITH DIPLOMATIC CONTACTS IN AN INFORMAL SETTING”

Fastmount's interactive stand

METS Daily took time out of the newsroom to visit Fastmount on Stand 02.226 and experience its interactive stand. Gregg Kelly, the company's CEO, explained that visitors are able to pull the stand apart taking off its individual panels. It's also perfect for demonstrating Fastmount's product.

“Our stand is always busy,” Kelly told METS Daily. “Visitors enjoy the fact that they can actually interact with the product and experience it first hand.”

The New Zealand-based company makes panels for yacht interiors that can be easily fixed in place and removed. Kelly developed the system having experienced panels fitted using Velcro and finding it unsatisfactory. I thought, “There's got to be a better way. So I came up with the product.”

“Visitors enjoy the FACT THAT THEY CAN ACTUALLY INTERACT WITH THE PRODUCT AND EXPERIENCE IT FIRST HAND”

The company started by supplying New Zealand builders Alloy and Fitzroy Yachts, but now counts UK boat manufacturer Sunseeker as one of its biggest clients. It now has an international network of 27 distributors and sales are up 38% from last year.

METS is the only show that Fastmount comes



Marine industry veteran Peter Nash, editor of Boating Business magazine, receives his special Crewfit 30th anniversary lifejacket for services to the marine industry



Fastmount CEO Gregg Kelly

to. “Typically we will get around 150 to 170 leads out of the show,” Kelly explained, revealing that it's the best place to get the product in front of boatbuilders. ●



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Your feedback is important to us

We are constantly striving to improve and meet the requirements of the industry. To support this, we welcome any feedback or testimonials about your experiences at METS. We'd love to hear from you, so drop us a note via visitorsmets@rai.nl and please participate in our survey if you receive one in your mailbox.

METS CONTINUES 'ON-LINE' ALL YEAR-ROUND

All exhibitors are listed on METSTRADE.com, the online catalogue for the international marine leisure industry. The MyPage includes new products, images, press releases and a matchmaking module, 365 days a year, 24/7. In addition you find the latest news provided by IBI.