

## LOCAL NEWS SNIPPETS



### International Yacht Auction in Malta

On Deck has just learned that Obelisk auctions will be holding a Boat and Yacht auction called the International Yacht Auction around April next year. This is a very exciting prospect because it could give the market a boost and help buyers find a bargain boat. It is also exciting to see that this auction will also try to attract international sellers and buyers to our shores - further enhancing our image as a top yachting destination.

The auction should be held at the Grand Hotel Excelsior and is already gaining momentum both locally and abroad. Speaking exclusively to On Deck, Pierre Grech Pillow of Obelisk Auctions said that "Obelisk shall be offering rates which are much

more competitive than those in regular auctions. We expect to be able to attract a decent number of clients because we shall be auctioning anything marine related, not just boats"

BMA Ltd (publishers of On Deck and Boats & Yachting) have been commissioned to organise a small event around the auction - more information should be out soon. This should help companies wishing to offer their products and services to boat owners and prospective buyers.

We shall bring you up to date with more information as soon as we have it available. Anyone wishing to sell their boat by auction at the event can contact Pierre Grech Pillow of Obelisk Auctions by email on [info@intyachtauction.com](mailto:info@intyachtauction.com).

### Yachting In Malta launched

The eighth edition of Yachting in Malta was recently launched at the Excelsior Hotel by its publisher Wilfred Sultana. Covering 2009 and 2010 the publication gives a round up of yachting services offered within the Maltese Islands.

Writing within the publication-infrastructure, Transport and Communications Minister Austin Gatt insisted that Malta must focus on four key initiatives if it was to develop a leading and respected yachting industry with special focus on luxury yachting. Global es-

timates show a steady increase in the number of super yachts produced every year with 918 super yachts expected to have floated out of ship yards during 2008.

The development of new yacht marinas, the privatisation of existing marinas, the privatisation of Malta Shipyards and the the development of a regulatory, fiscal, physical and economic framework aimed at the setting up of a cluster of yachting services were the initiatives highlighted by Dr Gatt in his article.

### New Turbocharging Service Station in Malta

ABB, a leading power and automation technology group, has inaugurated a new Turbocharging service station in Malta in keeping with its philosophy of providing technical and product support services wherever the customer needs them. The ABB Turbocharging network offers local support in more than 90 locations worldwide.

Already serving several local companies such as Gozo Channel, Virtu Ferries and Malta Shipyards, ABB chose Malta primarily for the strategic advantage it offers. Its geographical location at

the heart of customers' marine operations and at the crossroads of major shipping lanes in the Mediterranean identified Malta as the ideal base.

The Malta base allows this company to improve its existing support services to the long established Maltese ship repair industry, already renowned for the high level of expertise and repair facilities available to ship owners and marine operators

ABB also recognised the advantages of Malta's pool of technically skilled and qualified, dedicated and reliable, multi-lingual human resources.

### Higher yacht licenses and continued privatisation efforts announced in budget

Finance minister Tonio Fenech emphasised the government's continued efforts towards the privatisation of the Msida, Ta' Xbiex and Gozo yacht marinas, saying that the Privatisation Unit is currently preparing a call for offers.

Fenech also mentioned the current search for locations for new yacht marinas with the aim of developing around 1000 new berths and land space where boats can be repaired and stored during winter.

Annual yacht registration fees for yachts registered under the Small Ships Regulations were revised so that they now range from €90 for craft without an engine and measuring over 12 feet to €200 for craft with engines over 150hp. New rates will be applicable as from January 1 2009 and are expected to generate €1,000,000.

### In Memoriam Lawrence Camilleri

On Monday 19th October Lawrence Camilleri, of Camilleri Marine, passed away while in Tunisia. Lawrence, who had been in the boating industry for nearly 30 years, owned and ran a very well known and popular chandlery in Ta' Xbiex. Lawrence, who owned a sailing boat, was also an avid sailor who loved diving, fishing and reading. He ran a business with other Maltese partners in Tunisia and was staying at a house he shared with them at the time of his death, however he was alone on the night he died. Lawrence suffered a heart attack early on Monday morning - he managed to drive himself to the closest hospital however he died upon arrival.

His funeral was held on Saturday 25th at Sta Venera Parish church. He leaves to mourn his wife, Luella nee Pellegrini, his sons Kenneth and Robert and the entire boating community.



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### Chaudron to expand sales through Italy distributors

The Racing Project team has secured a deal to distribute Chaudron powerboats throughout Italy. The move is another step in the growing partnership between the two firms.

"The idea came to me during a race," Racing Project boss Angelo Tedeschi said. "I told Aaron (Ciantar) over the helmet intercom that we should sell many Chaudron boats - look how well they race. Then, during my recent visit to Malta to attend the celebratory party, we decided to develop even more our cooperation and start to sell Chaudron boats in Italy."

The Racing Project firm - which already runs a well-established charter boat business from Napoli - will be present at the Nauticsud boat exhibition

in Napoli on March 7-15, with a Chaudron 33 for customers to test as part of its new sales initiative. The Chaudron range in Italy will include key models from the 25-foot hull to the same, 41-foot hull design that won this year's Powerboat P1 SuperSport crown.

"If we have the same success that we have had in the races, our partnership means that a lot of boats will be sold in the Italian market," Aaron Ciantar said. "We really trust Angelo and we will give our best support to develop the Italian market. At this minute we are very busy in the factory - other markets are working well, and we have many orders for new boats."



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