

MAREX OFFICIAL MAGAZINE

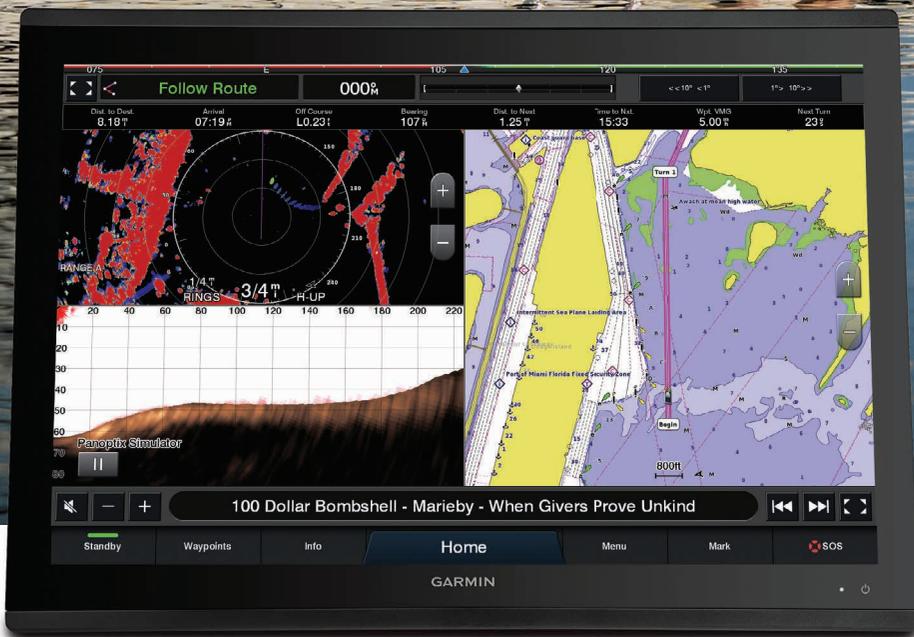
Leisure

5 / 2023

BOATING



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MAREX 50 YEARS

A journey and a lifetime experience

Marex is now celebrating 50 years of continuously producing boats. The journey has been with a lot of ups and downs but mostly ups. Today after 50 years, we are smiling for having had the pleasure of it.

The factory has been burned to the ground and experienced several other fires. We lived through the financial crisis and political crisis and loss of markets. The saying is that the boat market is the first to suffer and the last to recover, but here we are very much alive after 50 unbroken years. However, the joy and satisfying work with boats and boating has been deeply rewarding. We are proud of the journey and of the products.

We still remember the days when our father started Marex and us growing up in this business. Our summers passed by in demo boats, numerous marinas and at boat shows. Growing up in the boating business was deeply rewarding and in this issue of Leisure, we turned back the clock to 1973 to tell the Marex story.

Marex was lucky to meet their Lithuanian partners Saulius Pajarskas and Raimondas Šiugždinis who had the same passion. Moving the production from Norway to Lithuania, the great professionals are one of the reasons of Marex current success. My brother and I took over the company with 17 employees and now, we are almost 420

There is a well of experience behind our boats. Our own and our staffs experience. You learn from mistakes and learn from success. Experience makes Marex better.

All the prizes and awards Marex has won the last decade is overwhelming, and our standing today is — basically thanks to our outstanding staff, great dealers, and suppliers.

However, the customers are the most important. It sounds like such a cliché...but without your trust and your input, we would not be here. We need to understand your wishes and requirements to make a great boat. The family is the crew. Teach us to make your life better...

Our philosophy of reinvestment in production tools and new models will not stop. Continuous development of our products and focusing on lean production is our direction. We want to produce the world's best family-boats between 30 and 50 foot and have a consistent range of award-winning models. No less.

50 years with all the exhibitions like Düsseldorf and Cannes, local exhibitions together with the dealers, meeting new and old customers, hearing stories as well as the joy of getting the same customer buying a bigger boat is an honour itself. The competition is hard, the competitors are friendly, and the boats are getting better and better. Environmental changes are forcing every boat producer to make boating greener and eco-friendly. We look forward seeing how far we can go and how far the boat business will be in the coming years.

To celebrate 50 years is today the enjoying of the transition of being a small company to being bigger. Thank you dear customer!

The future looks great!

Espen Eyvin Aalrud
CEO
Marex Group



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BIENVENUE À CANNES!

The Marex shipyard, with its facilities in Lithuania, participated in the Cannes Yachting Festival 2022 with a fleet of its bestselling models.

Cannes is the most important global event of the boating industry and took place from 6 to 11 of September, on the Cote d'Azur.

Four fantastic Marex boats made a splash on the French Riviera, all showing off their comfort, build quality and performance. Visitors were impressed by the innovations, such as sliding roofs; spacious galleys



and a strong emphasis on functional solutions, which form the basis of Marex's philosophy.

During the show, Espen Aalrud, CEO of Marex, revealed the 420 Gourmet Cruiser concept. "Here,

CANNES YACHTING FESTIVAL



Marex has facilitated a chef's dream, creating a paradise for gourmands with an enormous U-shaped kitchen layout", commented Aalrud.

For its dealers, Marex hosted a private oyster party – a Friday evening tradition at the festival. Informal meetings allowed professionals to talk about new horizons and perspectives; spend quality business time together and exchange opinions in a warm and welcoming atmosphere of the Marex family.



OSLO FLOATING: BÅTER I SJØEN

Marex made a spectacular splash at the Båter i Sjøen – the largest on-water boat show in Norway. The event took place from 1 to 4 of September 2022 in Aker Brygge Marina in Oslo.



The changeable Norwegian weather was favourable, and all four days of the exhibition were cloudy but without rain.

On the pontoons of the modern yacht club, located in the very centre of the city and offering picturesque views of Scandinavian architecture and the Oslo Fjord, Marex attracted all the attention with genuine interest

from the show's visitors. A fleet of five yachts were on display, among which, the 330 Scandinavia made its Norwegian market debut. This was the first show after years of cancellations, so boating professionals, passionate owners and potential customers were making the most of visiting boats, talking about new innovative concepts, and were happy to be hosted



by Marex Norway with its showroom in Leangbukta.

Along with the extremely popular 330 Scandinavia, the Marex stand was also home to some of the shipyard's most successful models. These included the 310 Sun Cruiser, 320 Aft Cabin, 360 Cabriolet Cruiser and Marex 375. The boats thrilled visitors with their seaworthiness, comfort, safety, and family practicality, which have always been part of Marex brand DNA.



PALMA INTERNATIONAL BOAT SHOW

The Palma International Boat Show took place from April 28 to May 1. Berthon Spain, the exclusive dealer for Mallorca & Balearic Islands, was delighted to represent the Marex brand.

The show took part on the beautiful marina and with its great atmosphere, gave an opportunity to see a selection of yachts. On display were the Marex 310 Sun Cruiser and the Marex 360 Cabriolet Cruiser, which made their Balearic debuts at the show. The customers were

surprised by the Marex intuitive design and build quality, which give them strong residual values. Both boats are perfectly suited to exploring the Balearics, with generous social cockpits, floating foredeck sunpads, solar panels and a huge list of practical touches.

SALÓN NÁUTICO DE BARCELONA

The Barcelona International Boat Show or Saló Nàutic took place from 12 to 16 of October, and brought together the widest offer and the latest nautical and leisure products.



For the first time ever, the Show took up the five halls in the Gran Via Exhibition Centre and the On-water Show in Port Vell. Over 55,000 visitors had a chance to enjoy the largest display of yachts, boats and accessories.

Marex was represented by the biggest Spanish company and the most experienced dealer, Nautic Luis, with two Spanish premieres: 310 SC and 360 CC. Perfect weather and warm welcoming of the dealer's team, to show with its best the Marex brand in Barcelona and invite a lot of potential customers to their 2500 sqm showroom with full services located in Empuriabrava in Girona Province.

SOUTHAMPTON BOAT SHOW

Britain's biggest festival of boating was held in Southampton's Mayflower Park last September, with yachting enthusiasts eager to see the latest European models. Marex was represented by its UK dealer, Wessex Marine, with three models on display: 310 Sun Cruiser, 330 Scandinavia and 360 Cabriolet Cruiser.

Marex stand is always busy through the entirety of the show, generating a lot of interest from show visitors and this year Wessex Marine played hosts to Marex Owners Club members. The club has dynamically expanded in UK with almost 50 active members who constantly talk of their experiences and share their feedback. Thomas Aalrud



met the Wessex team and more than 15 owners with their families, where they had a great opportunity to enjoy refreshments and nibbles served on

board the Marex 360 CC. Despite some participants staying on the pontoon, the cockpit space was tested to the fullest and proved its famously large dimensions. A superbly sunny afternoon allowed the group to discuss future plans including a possible Marex owners' rally.

Respectfully, all participants paid tribute to Her Majesty Queen Elizabeth II, with one minute of silence and as a mark of respect the show was closed on September 19.

STOCKHOLM FLOATING BOAT SHOW

Another fantastic boating weekend for Marex was held on September 2-4, where Stockholm's largest floating boat fair, 'Allt på Sjön', took place in Gustavsberg.



The event started in 2011 and is organized by Sweboat (National Boating Industry Association), in cooperation with the Municipality of Värmdö and Arcona Yacht AB and SF Pontona AB. Every year the fair attracts about 20,000 visitors and showcases the latest innovations in the boating industry to visitors, regardless of the weather.

Marex was represented by YAMAHA CENTER STOCKHOLM, with four yachts on display. The 330 Scandinavia was as hugely popular, but lot of attention was also paid to the 310 Sun Cruiser.

Conceived as an entry-level model in Marex range, the 310 Sun Cruiser is in keeping with its status as a motorboat with a huge contribution to design and functionality and is recognised as a benchmark in its market segment. The 360 Cabriolet Cruiser showcased the brand's iconic blend of comfort, safety, and practicality as its best.

THE OLYMPIC BOAT SHOW

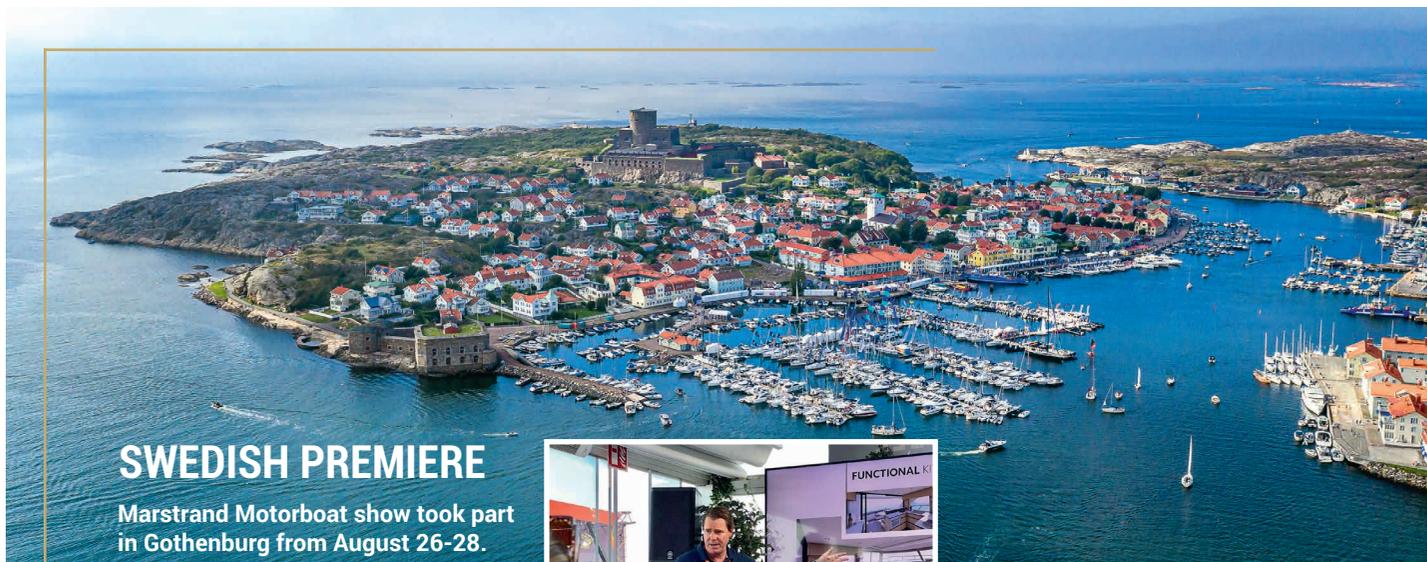
The 2nd Olympic Yacht Show edition became a record-breaking event in Greece's yachting industry.

The in-water show held from October 7 to 10 at the renovated Olympic Marine in Lavrio. It set a new record with regard to the number of visitors, exhibitors and yachts. There's a great interest in quality marine tourism in Greece and the country is home to a number of yachting industry professionals.

Marex boats was represented by Nordic Marina, with the its Greek dealer's most successful

models on display, including the 310 SC, 330 Scandinavia and 360 Cabriolet Cruiser. During the show the Marex stand attracted a mix of old, new and potential customers. During their visit to the show they had a chance to meet with Thomas Aalrud from Marex and to learn more about the existing range, together with the shipyard's values and future projects.





SWEDISH PREMIERE

Marstrand Motorboat show took part in Gothenburg from August 26-28.



Marex official dealer in the west of Sweden, Jensen & Englund, demonstrated the whole range of Marex Boats, including the new 330 Scandinavia. Guests were welcomed at Villa Maritime in the VIP Lounge, with a possibility to discuss news with a coffee, and were presented gifts by Marex.

During the show, a special event was organised for more than 70 Marex boat owners. "We had a chance to meet our Swedish Marex Family and presented them our new Marex 420 Gourmet Cruiser project," commented Thomas Aalrud, Sales and Marketing director of Marex. "Thanks to Edmund Jensen from Jensen&Englund, the event passed by in a very relaxed way with a friendly ambience".

After a fantastic dinner, another surprise awaited all guests, as Swedish Eurovision winner Måns Zelmerlöw, brightened the event with wonderful music for the Marex owners.

MARSTRAND MOTORBOAT SHOW



NEW PRESTIGIOUS NOMINATION

Marex 330 Scandinavia has been put forward in the 'Sports Cruisers up to 45ft' category for the 2023 Motorboat of the Year Awards.

The prestigious competition has eight categories where every nominated boat must go through an exhaustive sea trial process. The judging criteria includes quality, craftsmanship, seaworthiness, ergonomics, space, safety, and on board innovation. After an intensive selection, the finalists in each category have been revealed by the UK's leading boat magazine, Motorboat & Yachting. The winners will be announced at a live Gala dinner during boot Düsseldorf 2023.



MAREX EXPANDS ITS NETWORK

Marex has further developed its dealership network in Canada. It is represented by Marine SCA, who became an exclusive distributor for the shipyard for Canada.

Marine SCA is famous for working only with European brands of great design and cutting-edge technology. It also has agreements with more than a dozen boat manufacturers for boating, commercial and the professional market.

During the shipyard visit in Kaunas, Andre Robitaille, Vice president & CEO of the Marine SCA, was impressed with the 28 000 square metre Marex facilities where close to 420 employees showed their high-quality work. Also, he presented to Marex management a project of a large corporate showroom in Canada, where Marex boats will be well represented to all potential customers.

AWARD WINNING BOATS

BOB AWARD. MAREX WINS 'BEST FOR FAMILY'

The Marex shipyard has won the BOB Award in the «Best for Family» category with their new 330 Scandinavia. The names of the winners were announced during a gala evening at Boat & Fun Berlin, which was held at the Berlin Exhibition Center.

The jury based its verdict on assessing the boat from a 'real yachting' perspective. The «Best for Family» award focuses on safety and comfort together with practicality and needs of each family member. The 330 Scandinavia combines all of the above-mentioned and at the highest level. For 10 metres the owner gets a cosy salon and a spacious open cockpit with its unique canopy solution. Also, a sliding pilot door with di-



rect side deck access makes mooring much easier. The foredeck floating sunpad, solar panels for extra power, or huge bathroom allows boating to be enjoyed to its fullest.

Espen Aalrud, CEO of Marex Boats commented: "This award means a lot to us. It shows that the Marex 330 Scandinavia was thoroughly tested by experienced boating professionals and proves to us that the boat is perfect for families. This award will also assure our customers that it's approved".

About BOB Award

The Best of Boats Award was launched in 2014 by boat journalists from all over the world. The jury members have profound nautical experience and know the practical needs of active boaters.



**GERMAN
DESIGN
AWARD
2023**

OUTSTANDING QUALITY PRIZE

The Marex 420 Gourmet Cruiser became among the winners of the German Design Award 2023. The award is hosted by the German Design Council (Rat für Formgebung) — one of the world's leading centres of expertise for communication and knowledge transfer in design.

This year, the Marex 420 Gourmet Cruiser got the Special Mention prize in the 'Excellent Product Design — Aviation, Maritime and Railway' category. The jury of the

German Design Awards will focus on ergonomics, functionality, practicality, design and aesthetics, safety and Marex, with its philosophy of "boats for families", meets them all.

It's not the first German Design nominee for the shipyard though, as the Marex 310 Sun Cruiser is already highly rated for its 'fastest canopy system in the world', plus its social and versatile cockpit, and huge storage areas.

AWARD WINNING BOATS

AND THE OSCAR GOES TO...

This European Powerboat of the Year trophy is recognised as one of the most respected and influential awards in the yachting industry. The "Oscar of the boating world", as it is also known, is awarded in five different size categories.



The announcement of the nominees is traditionally held during the Cannes Yachting Festival with a public ceremony held during Europe's most popular indoor show, boot Düsseldorf. The European Powerboat of the Year Award is presented by the motorboat magazines Båtmagasinet (Norway), BoatMag (Italy), BOOTE (Germany), Motorboot (Netherlands), Ma-

rina.ch (Switzerland), Motor-Boot (Netherlands), Nautica y Yates (Spain), Neptune (France) and Yacht Revue (Austria).

The Marex 330 Scandinavia won the award for the 'Powerboat up to 14 metres', with the jury focusing on comfortable travel on a wide range of waters, suitability for longer distances, safety and ease of handling with a small

crew. Also, the Marex 330 Scandinavia exceeded the expectations of the jury, who found the boat packed with innovations.

Jury member commented: "In its class, the Marex 330 Scandinavia is the most elaborate boat we have tested – and it is optimally adapted to its segment".

HISWA TE WATER. INNOVATION AWARD

Netherlands' famous on-water show, Hiswa te Water, took place in Lelystad from 31 of August to 4 of September, and Marex was represented by Dutch dealer, De Boarnstream Yachting.



During the show the prizes are traditionally awarded in the context of Dutch Boat of the Year and this year, the jury from the Netherlands and Belgium chose winners in five categories.

For the Boat of the Year 2022 category of "Motorboat Innovation Award" the Marex 330 Scandinavia came out on top, with the committee generous with compliments, calling the boat a "compact space

wonder". The 330 Scandinavia's innovative inventions stood out, such as the smart helm that makes mooring child's play. According to the jury, the Marex 330 Scandinavia is a well thought-out, very comfortable and high-quality finished boat.



HISTORY

MAREX BOATS



50 YEARS ANNIVERSARY



Eyvin Aalrud with family

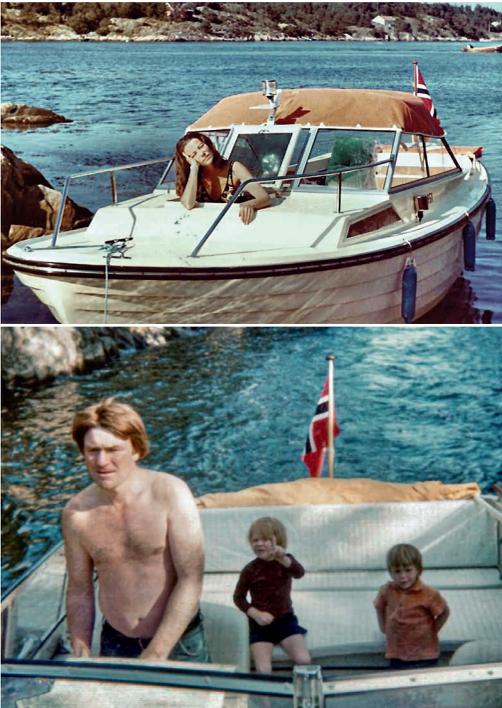


WHERE IT ALL STARTED.

The history of Marex Boats starts in Norway back in 1973. The 36 year old **Eyvin Aalrud** had worked as an export manager of boat builders like Selco and Joda.

Aalrud had big experience, economical and management background, and after some time he wanted to have his own boat production. Together with Joda boats, Aalrud's dream came true. Production facilities in Rykene started up and soon first Marex models were launched.

HISTORY



Eyvin, Espen and Thomas Aalrud



Eyvin Aalrud in 32 Friendship

Marex 24 Sun Cab (1973). Boat manufacturers had actively moved away from the use of wood in the hull construction. Fiberglass production was steadily gaining momentum and the demand for such boats was colossal. The first model, the **Marex 24 Sun Cab** was built from fiberglass, based on a Joda hull and quickly won the hearts of customers. As Norway was the leading boat-producing country in Europe and was famous for re-

liability and quality, customers were literally queuing to sign the contract, with 42 boats sold in just one boat show.

After the first successful launch, two more day-cruisers were presented the **23 DC** and **32 Friendship**. The 32 Friendship, with its exceptional interior spaces became the biggest selling Norwegian-produced, fiberglass boat in 1975.



1973



24 Sun Cab



24 Sun Fun

1974



32 Friendship

1980



21 Flexi

1983



77 Holiday

HISTORY



NEW MILESTONES. March 1979 saw dramatic times, as the factory's production facilities were burned down. However, Marex and Joda were able to quickly find an alternative when they relocated to

Fjord's factory in **Fevik, a small town in Southern Norway** and opened new production lines there. Today these facilities all belong to Marex and are used for service, winter storage and aftermarket facilities.



The Sun Cruiser concept (1979). After moving to new facilities, the first **Sun Cruiser 27** was introduced. This model was so popular that Sun Cruiser concept became the shipyard benchmark for 40 years and has seen more than five generations. As Marex was attentive to customer feedback and wishes, every redevelopment introduced important improvements, such as larger sitting groups, comfortable ceiling heights and better ergonomics. Today's **310 Sun Cruiser** success is a direct result of the constant development of this concept.

1976



23 DC

1979



27 Sun Cruiser

1984



770 Dogger

1985

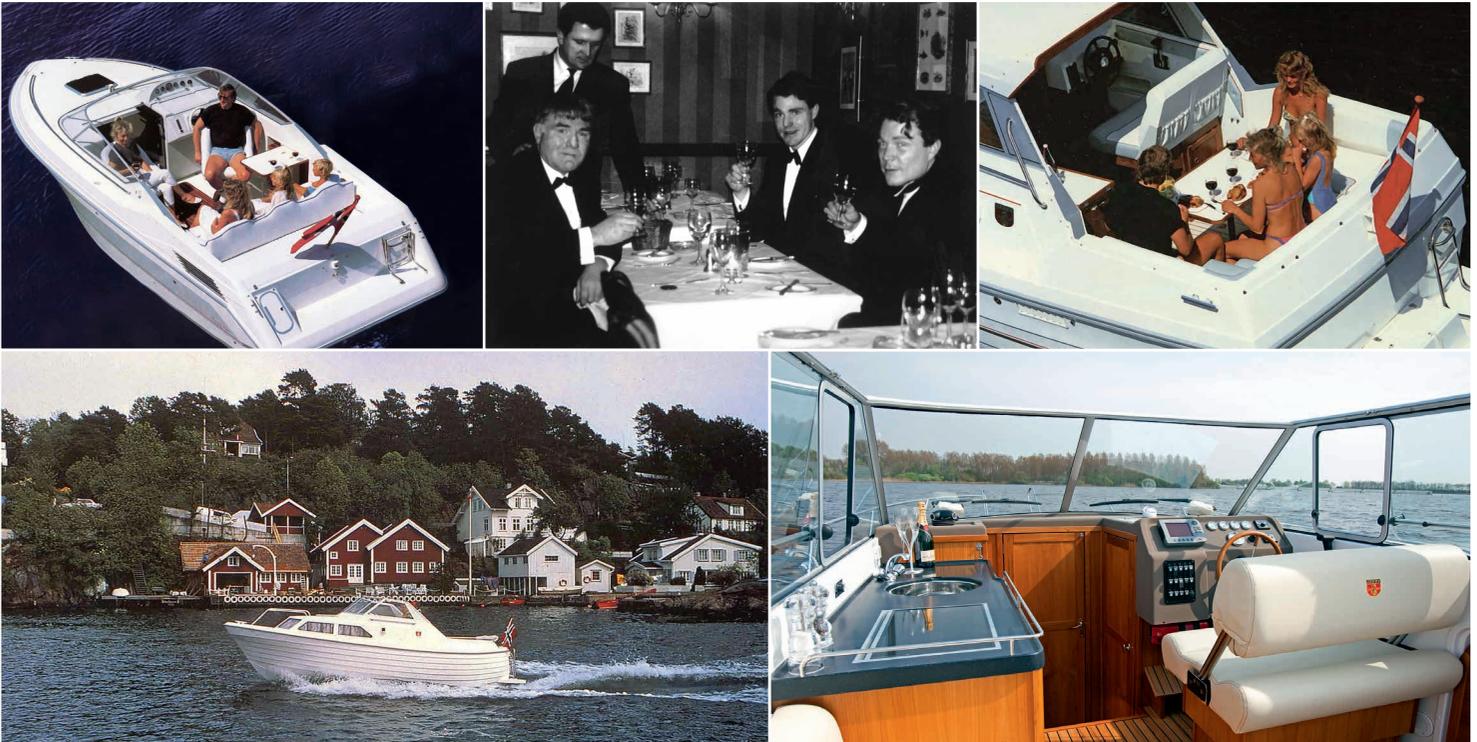


2100 Dixie



23 Gambler

HISTORY



THE HOLIDAY/AFT CABIN CONCEPT (1983). The first **77 Holiday** looked like a classic aft cabin boat at first sight, but Marex managed to create a social cockpit. With two big sofas, the guests were able to sit at the same level around the retractable table, while the aft cabin received an additional berth that became popular for families with kids.

The aft cabin model became a hit and has undergone several changes since it was launched. The later **277** and **280 Holiday** models became the basis of today's **320 Aft Cabin Cruiser** and this concept has seen more than 900 units sold in total.

BLACK MONDAY AND NEW HORIZONS. 1986 was one of the most successful years in the boat industry in the 80s, but a year later the Black Monday crisis and the financial stock market collapse happened. All sales in Scandinavia suddenly stopped and it took a long time before the market recovered. Expanding a dealer network further south in Europe looked like a great solution for Marex and the **founder's two sons, Espen and Thomas**, started to share their father's passion for boating and were travelling with him to exhibitions in search of new markets. Those sales helped Marex to stay afloat for the following years. Some of the dealers' companies were family business. Today, many of them are managed by the next generation and they are still in business with Marex.

1986



77 Consul

1987



1700 Pepper

1989



277 Holiday



7100 Touring Sport

1990



290 Sun Cruiser

HISTORY

DIVERSITY TO UNIFORM. The early philosophy of the Marex brand was to produce a large variety of boat types, as the requirements of Scandinavian and the Mediterranean markets were very different. Marex successfully entered the sport cruiser, displacement boat and aft cabin market in 70s and 80s and that competitive approach worked perfectly for those times. But later it became clear that it required a corporate identity and a consistent model range, leading to today's **Marex family boats** with their impressive exterior and interior space.

THE NEXT GENERATION. For many years Eyvin Aalrud made notes of crucial moments in the development and economical aspects of boat production and collected them in a **"How to run a boat factory"** guide. The guide then became a ground for his sons after he died in 1998. Espen, the oldest son, was at the beginning of his career as a lawyer, but he decided to take over the company and immerse himself in the boat industry. He started with new model developments together with searching for manufacturing and partnerships outside of Norway. Thomas, who was studying marketing in London, joined the company later and helped establish new dealership networks all over Europe. Also, as the Marex company grew, Espen hired a **talented manager Stian Wesøy**, to run the factory.



Espen and Thomas Aalrud

Norwegian Marex team



1988



8900 Sun Cruiser



1900 Chili



277 Consul

1991



280 Holiday

1994



27 Quintet

1996



270 Estremo

HISTORY



THE SCANDINAVIA CONCEPT. The first model in the range was called **770 Dogger** but it didn't sell well. After a lot of rethinking and some refined ideas courtesy of Eyvin Aalrud, Marex introduced the famous **Scandinavia/330 Millennium** in 2000. The main idea with the Scandinavia was to have a wide glass sliding door that separates the salon from the aft deck. In addition, it got a sliding sunroof in the salon,

and these became the must-have features in the later 330, 375 and the new 420 models.

The same production platform made way for the Cabriolet Cruiser series, featuring a kitchen 'upstairs' and strong functional solutions, including superb use of space. This concept with its sliding sunroof brought to life the shipyard's most famous innovation, the quick-close Canopy System.



Saulius Pajarskas

RELOCATION TO LITHUANIA. In 1999 Espen Aalrud first met his Lithuanian partners **Saulius Pajarskas** and **Raimondas Siugzdinis**. They already had a small boat production facility with experience in plastics and sailboat manufacturing. Being highly accomplished and professional sailors, they understood all about the need for build quality and practicality.

The 'test cooperation' started with ten boats built at the Norwegian facilities. After a successful experience, the production of the **270 Estremo** day cruiser was moved to Lithuania and in 2004, Marex invested in its first 3,000 square metre facilities there. They quickly expanded and soon relocated to the production yard's permanent home in Kaunas (The boat production in Norway stopped in 2017).



Raimondas Siugzdinis

2000



330 Millennium/Scandinavia

2001



21 Duckie

2005



330 Cabriolet Cruiser

2008



370 Aft Cabin

2012



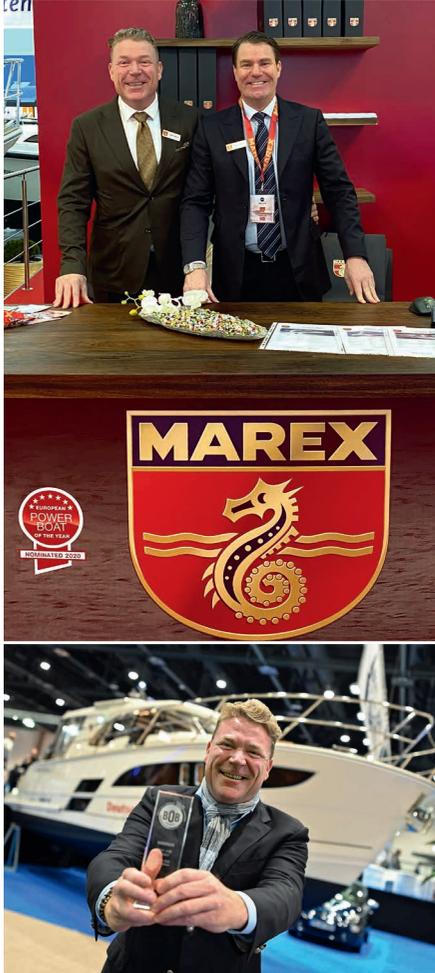
320 ACC

2014



375 Cruiser

HISTORY



NEW STYLE AND AWARDS. Marex started to develop the **370 Aft Cabin Cruiser** with boat design and production company Seaway in Slovenia — the start of a new generation of family boat concepts.

From 2009, Nikl Design and Espen Aalrud started to develop a new range. Espen taking the control of the development thanks to his deep understanding of the needs of Marex customers. Kristian Nikl, with his 3D modelling background, carefully transformed ideas into the new models based on the shipyard's DNA. The outcome of this cooperation was the **310 Sun Cruiser, 320 Aft Cabin Cruiser, 360 Cabriolet Cruiser models.** Each model got plenty of attention from the marine world, winning numerous prestigious prizes and awards.

In 2020 Espen met up with VOM Creation and the Alpha Group in Slovenia. The two cooperating design teams began working on the shipyard's flagship model, the **Marex 420.**

Future plans. Marex has been recognised as a producer of quality, family boats. The shipyard is actively focused on product development and expanding its network all over the world. The factory also keeps growing and it now features over **28,000 square metres of production facilities** and has **420 employees.**



2006



300 Sun Cruiser



350 Cabriolet Cruiser



350 Scandinavia

2016



310 Sun Cruiser

2018



Marex 360 CC

2021



330 Scandinavia

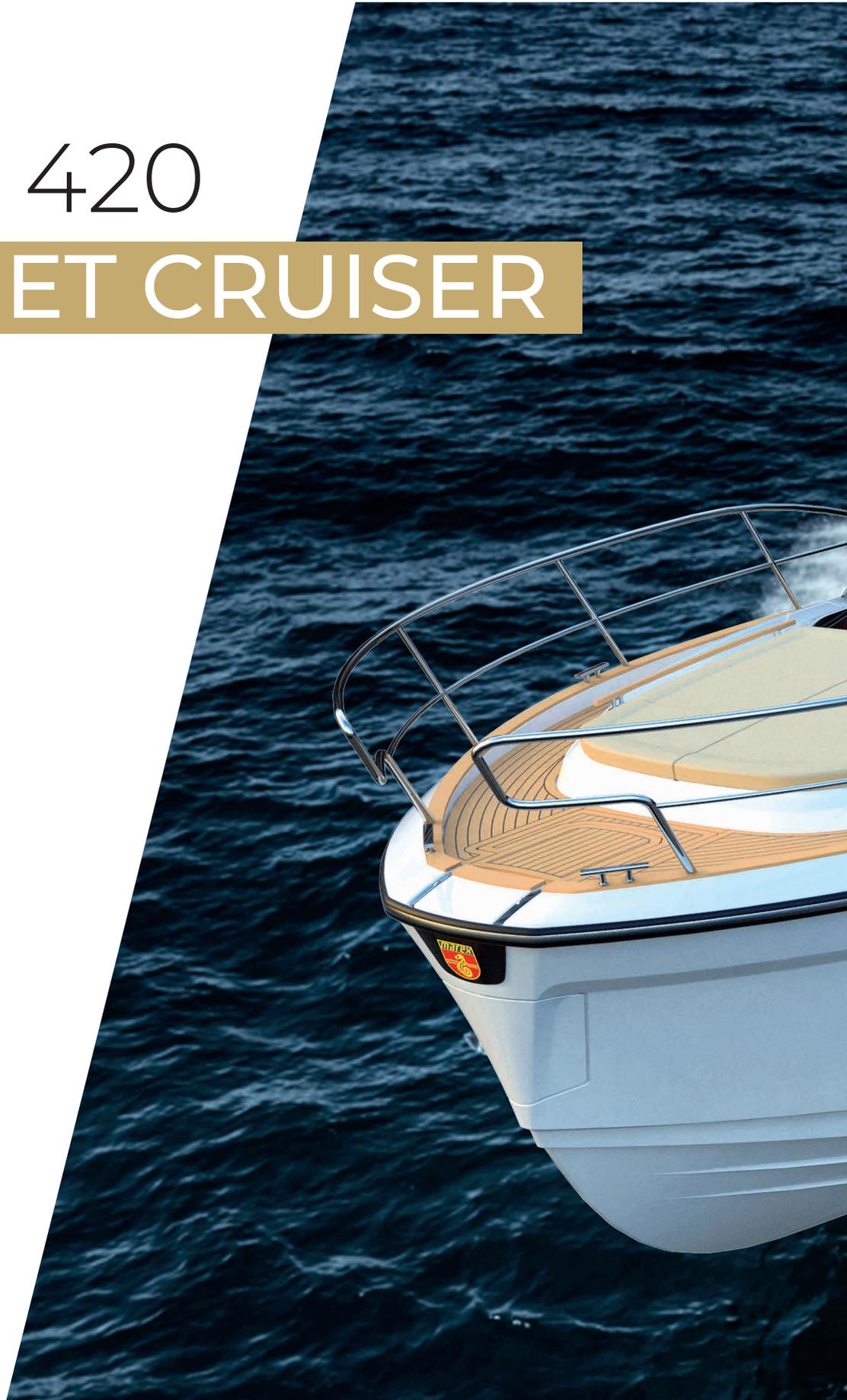
ON BOARD

MAREX 420

GOURMET CRUISER

DINNER'S READY!

WITH ITS STUNNING DESIGN LINES, INNOVATIVE IDEAS, AND ELEGANT PRACTICALITY, THE FLAGSHIP MAREX 420 IS THE EMBODIMENT OF THE SHIPYARD'S DNA.



ON BOARD





THE CONCEPT

The Marex 420 is a very special boat, as it will be produced in three versions: Gourmet Cruiser, Scandinavia and Fly-bridge, the last ones expected to join the range at a later date. All versions will be 13.70 metres in length with a maximum beam of 4.27 metres and they will feature a lot of smart practical onboard solutions along with a focus on ergonomics, comfort and safety for the whole family.

“The exterior of the Marex 420 has a dynamic and modern look, but we keep our shipyard DNA very carefully, which is clearly visible throughout the design,” said Espen Aalrud, CEO of Marex.

Design wise, the 420 Gourmet Cruiser is the result of the collaboration between Marex in-house design team lead by Espen Aalrud and Slovenian studio VOM Creations Yacht Design. Exterior was designed by Jalen Vogelnic with interior by Egon Muric. Naval architecture provided by Nikl design, headed by Kristijan Nikl. The time-consuming engineering and the 3D work by Alpha Creations (Jaka Deržič and Danijel Mihajlovic).

VERSATILE COCKPIT

Before you step on board, your eyes will immediately catch the generous and social open areas where everyone can enjoy the yachting experience. For example, the cockpit can be easily modified to adapt to different purposes. Port side features a U-shaped sofa with a large table which can be used for relaxing, or as a dining space for up to eight guests. As an alternative, the table can be lowered, converting the cockpit into

“

Marex has facilitated a chef's dream, creating a paradise for gourmands with an enormous U-shaped kitchen layout



ON BOARD



a large sunbed, or even an extra berth. If your plan is to gather friends, it can be provided with an additional sofa on the opposite side, or a multifunctional BBQ-area with grill.

The main highlight is the bar counter which connects the salon and cockpit into one open social area for guests to enjoy. Of course, for heating in the northern areas the 420 GC can be equipped with a sliding salon door and an electrically retractable window.

Enjoying the freedom of quickly choosing between an open or closed cockpit is the beauty of the sliding cockpit roof and canopy curtains. Midday sun, wind with rain won't be bothering you as 420 GC has the fastest and easiest way of enclosing the cockpit on the market. Simply pull out the curtains from side storages and fasten them with just a single grip to keep enjoying yachting whatever the weather.

GOURMET EXPERIENCE

There are so many reasons to fall in love with cooking on board the 420 Gourmet Cruiser. Here, Marex has facilitated a chef's dream, creating a paradise for gourmands with an enormous U-shaped kitchen layout. This fully equipped galley will become the best friend for your family during exciting long trips. Everything is designed to ensure comfort cooking with a double sink, combined oven/microwave, induction/gas hob and even a dishwasher. A handy organised storage in the countertop houses 24 boxes of 4 drinks each, and solar panels of 1,200 watts helps power the 220-litre refrigerator and 100-litre freezer so they can be left permanently on without shore connection.

A forward-facing sofa opposite the helm adds to the 420 CG's social and family friendly values. Opening doors on each side gives a fantastic freedom of movement onboard (letting in a fresh breeze is a bonus, too). A salon hardtop increases cruising enjoyment enormously — just open it, pop your head up and let the wind play with your hair.





HOMELY FEELING

The layout of the lower deck has been designed to accommodate two or three cabins. The forward Master Cabin with en-suite bathroom gives a sensation of generous space and large hull windows together with three skylights provide wonderful views and let in plenty of natural light. The midship cabin comes with a changing room area at the entrance, a bathroom (can be delivered with a washer/dryer) and a comfortable sofa along the window line. Regardless of the classic light wood or modern dark interior style choices, you will get a feeling of perfect balance between the fabrics, wood and colours.

RELAXING ZONES

Marex has brought the large yacht beach club to the family boat swim platform. A large sitting area (with integrated soft backs for better comfort) where guests can enjoy the proximity of the sea with friends and family. The swim platform also features optional steps when submerged, making getting in and out of the water safe and easy. A hydraulically operated bathing platform helps with the dinghy/tender launch thanks to an optional integrated davit system.

The 420's foredeck features a large sunpad for enjoying the sun's rays. For hotter climates, the area can be sheltered with a bimini and the bed can be transformed into a comfortable sun lounger thanks to an adjustable seat rest. The

sunpad also doubles as a water toy, as the waterproof cushion floats and can carry several people on the water.

TECHNOLOGY AND PROPULSION

Three 12-inch screens/chartplotters dominate the 420's helm station and monitor engines, navigation and even the anchoring process, with an additional surveillance camera. The 420 can be equipped with either IPS or shaft drive, together with a large generator and gyroscopic stabiliser. The tank and battery capacities are one of the best in class and an optional solar panel makes the boat perfect for long family holidays on the water.

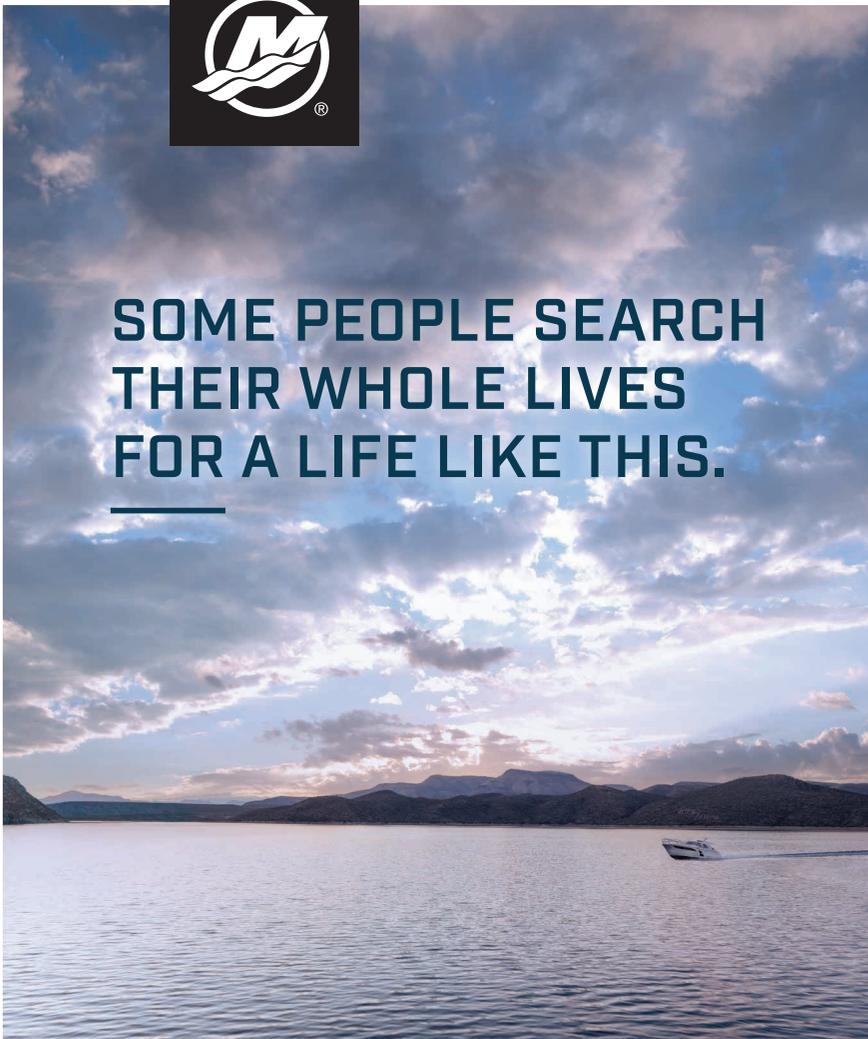


TECHNICAL SPECIFICATIONS

Length	13,70 M
Beam	4,27 M
Draft	1,00 M
Height	3,94 M
Weight	Approx. 13,000 Kg
Fuel tank	2 x 595 L (1190 L)
Water tank	780 L
Blackwater tank	335 L
Engines options	2 x Volvo Penta D6-440HP DPI Sterndrive 2 x Volvo Penta D6-480HP IPS-650 2 x Volvo Penta D6-480HP V-Drive
CE category	B



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THE SAME TIME MODERN
LINES. IT PROVIDES
GREAT PERFORMANCE
AND SMART SOLUTIONS
THAT GUARANTEE
AN EXTRAORDINARY
EXPERIENCE ON THE
WATER.





SOCIAL ACTIVITY

Slovenian design studio Nikl Design, along with Marex in-house designers and the engineering department created the 330 Scandinavia. These close-knit teams have successfully cooperated on all Marex projects for over ten years and they deeply understand the philosophy of the shipyard. Thanks to this, the 330 Scandinavia features spacious outside and inside sitting areas, while a sliding door between the cockpit and salon makes the boat suitable for various social settings and the boat an absolute pleasure to cruise in.

SAFETY AND PRACTICALITY

Built to perfection in the smallest details, the Marex 330 Scandinavia is a very practical boat. Among the first surprises for guests is a folding bench that is built into the deck at the stern. This allows guests to sit with a fishing rod, or take a breath after the swim and use the deck shower, which is handily located behind the seat.



There is a reason why the 330 Scandinavia won Best Family Boat award. Safety and the feeling of security dictate all decisions here. The side walkways are wide enough to move comfortably without feeling constrained, and the protective rails are raised to a sufficient height so that neither an adult nor a child can

accidentally fall overboard. Also, Marex has designed an innovative fender storage solution, so no wet fenders are stored in the cockpit but along the side passages. For enjoying swimming and bathing, a flip out ladder is built into the swim platform and concealed by a teak hatch.

ON BOARD



“

The salon can be combined into a single zone with the open area thanks to the sliding patio door

OPEN OR COUPE?

The cockpit on the Marex 330 Scandinavia is protected in northern style, with high safety sides and features a social layout. If the owner wants to use the boat for fishing, then specific equipment can be installed in the cockpit or on deck, but for socials, the classic family version — (U-shaped sofa with dining table for 6-8 people) is ideal. Here, the table can double in size and has integrated cup holders in the centre. The spaces under the seats are fully utilised too: here you find lockers for all kinds of gear, a refrigerator, or even an ice maker.

The 330 Scandinavia features Marex new advanced Canopy Solution that is even simpler to use than before. The



“

The 330 Scandinavia demonstrates Marex quality interior design in all its splendour and has every amenity needed for a small family to spend the weekend on the water

updated single mount system allows the quick fastening of the cockpit canopy, while the side curtains can be closed completely in less than a minute. This user-friendly innovation helps to extend the summer season in northern areas (using the heater), or makes boating more comfortable in warmer climates (with AC).

This is especially valuable, because the salon can be combined into a single zone with the open area thanks to the sliding patio door. A grill can be installed in the cockpit, but the main galley is located in the salon and features a sink, cooling box, fridge, induction/gas hob and also an electric stove. Opposite there are two sofas, a folding table and an additional pull-out stool. One of the sofas, with one easy movement, can be turned





from the dinette seat into a co-pilot navigator bench. The flip-over backrest is a clever way of expanding the Marex salon practicality and usable space.

OPTIONS AND INNOVATIONS

Solar panels with up to 900 watts can be installed on the roof. These produce enough power to run the fridge and a freezer, allowing the owner to stay without shore power for a long period of time. This solution has already been used several times on Marex boats and has proven itself well, but the bicycle, paddleboard, or kayak rack on the hardtop is making its debut on the 330 Scandinavia.

Another innovation is a multifunctional sunpad on the foredeck. It can be used as a sunbed, or as a floating water toy. Just remove it and throw it into the water to create a private beach for the whole family to enjoy.

The 330's helm features an extended dashboard and has become more skipper oriented. Mounted here are two Simrad touch screens, which provide all necessary information and easily viewed no matter if the skipper is sitting or standing.

A special note is an additional sliding door that opens to the starboard passageway. With just a quick movement, the skipper can step out from the helm to facilitate mooring. As a result, docking and handling without crew has never been so easy.



MAKE YOURSELF AT HOME

The 330 Scandinavia demonstrates Marex quality interior design in all its splendour and has every amenity needed for a small family to spend the weekend on the water. There are two cabins in the lower deck and also four additional sleeping places in the salon and cockpit. The forward cabin in the bow makes the most of the available space with a large double bed and a bedside sofa, while the height of the ceiling reaches almost 2 metres. The midship cabin features a big double bed of 200 x 160 centimetres and all the spaces on the lower deck are flooded with light thanks to large port-holes.

PROPULSION INSTALLATION

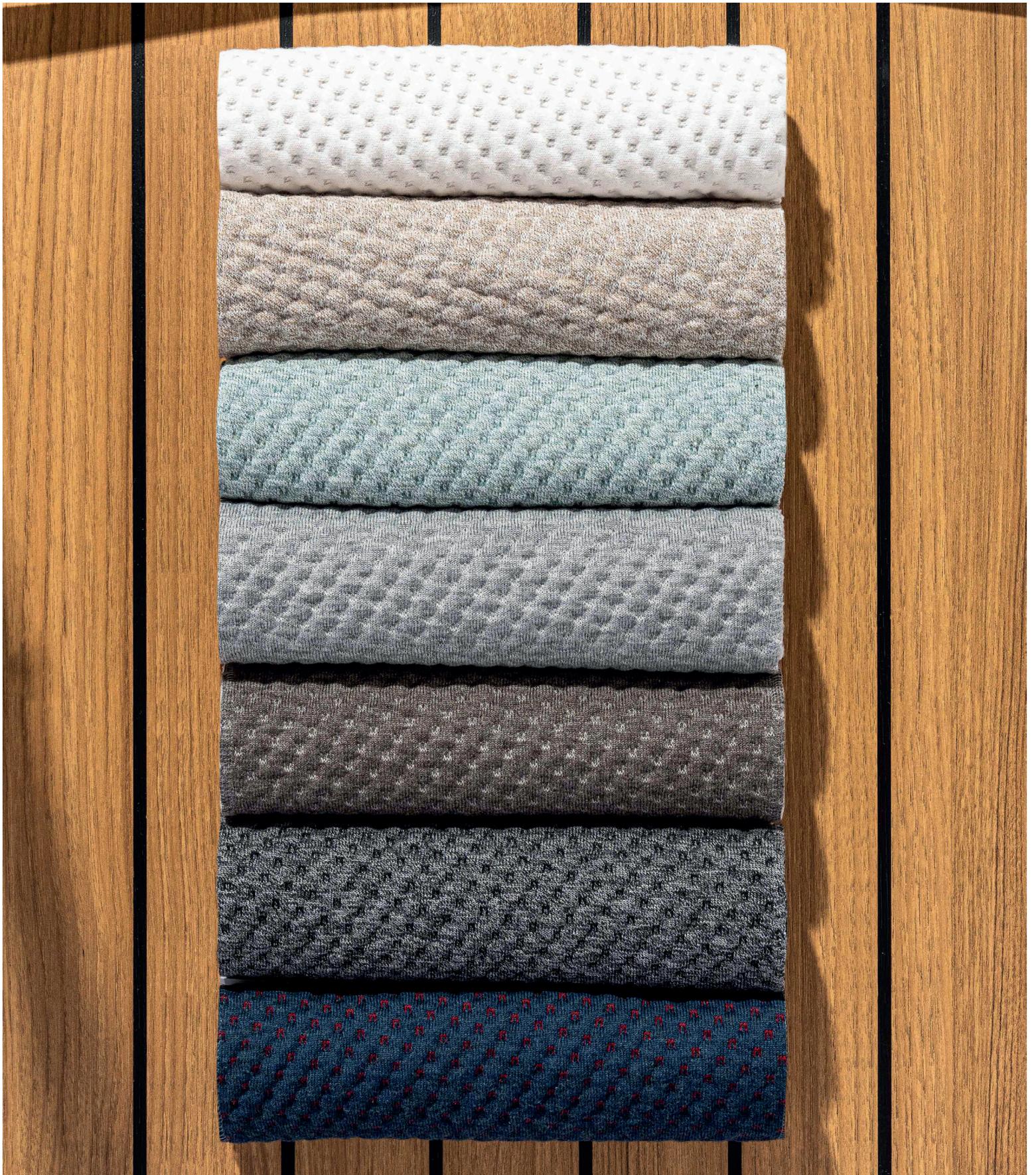
Engine wise, the 330 Scandinavia can be supplied with one or two inboards (Volvo Penta D6-480 EVC V-Drive), or sterndrive Volvo Pentas can be installed with a single D6-440 EVC / DPI (440 hp). A pair of three-liter Mercury diesels with 270 hp each, supplemented by joystick control are also available. Cruising speed will be from 23 to 30 knots, and the maximum speed ranging from 28 to 38, depending on the selected engine power.

The Marex 330 Scandinavia is a prime example of a family cruiser that can conquer everyone with its attention to detail and dedication to quality.



TECHNICAL SPECIFICATIONS

Length (short/long platform)	9,99 M/10,49 M
Beam	3,40 M
Draft (single/twin engine)	1,1 M / 0,9 M
Displacement	7,430 Kg
Fuel tank	650 L
Water tank	300 L
Engines options	Volvo Penta / Mercury
Max speed	Up to 38 Knots
Cruising speed	Up to 30 Knots
CE category	B



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REESE MARIN

HENRIK AND KASPER REESE



Henrik Reese hardly imagined that his childhood passion for sailing and the sea would bring him a very successful business in the future. He's now celebrated 50 years in the boat industry and his company, Reese Marin, established back in 1981, is the most successful in Denmark.



Henrik Reese has been known for many years as one of the “big guns” in the Danish boat industry, even though he used gunpowder only verbally. In 2021 Henrik turned 75, but he is still in the office every day. “When people ask me when I’m going to retire, I usually say probably at the age of 85,” he says with a smile. Henrik is still 100 percent active in the Marex dealers in Denmark and North Germany. Despite being the big boss, he is very cheerful and refuses to be called a director. “There are so many directors. I am a boat dealer — they are much more rare,” said Henrik.

Henrik Reese is easy to recognise from a distance, because he almost always wears distinctive red trousers. “It has become my signature by chance, as during the London Boat Show I bought a few pairs of real sailor’s slouchy trousers made of red sail cloth. It’s kind of stuck. You probably have to have actually crossed the equator to wear those pants, but I’ve never done that”.

Henrik grew up with his grandparents in a large villa at Lindsnakke, and there, on the banks of the fjord, he spent most of his free time — first on board his 'OK dinghy' and later in the Aabenraa Sailing Club.

After completing his apprenticeship as a blacksmith and then as a sergeant in the air force, Henrik chose in 1972 to take a job at SMC Marine in Aabenraa. Here he got a taste for the boat business and was employed by Skandinavisk Motorkompagni, which among other things imported boats from Norway. Later he became co-owner of EA Bådimport Aabenraa with Erik Andersen, and after some time he founded Reese Marin with his wife Yrsa.

SUCCESSFUL START

In the beginning, Reese Marin invested only in well-known Danish sailboats such as Granada, Bianca, Nordship, Elvstrøm 32 and H-boats as well as sail, and the company quickly became a market leader known far beyond the country's borders. But later, the company became a base for the sale of Targa and Marex Boats.

"I met Thomas and Eyvin Aalrud back in 1997," tells Henrik. It happened when we were just sitting next to each other for breakfast at the Admiral Hotel, before the Danish Boat Show. We started to talk about boats and the Marex brand and I was offered to sell Marex in Denmark. But at that point Reese Marin was 'sailboats only' and I declined the offer.

"Later in December we agreed to meet with Thomas. Unfortunately Eyvin Aalrud had sadly passed away. We discussed a potential dealership and as a result two Marex boats had to be displayed by Reese Marin in the Danish Boat show the next year. A few hours after the opening the show four Marex boats were sold. That was a great start of our journey together".

WHEN PASSION BECAME LIFEWORK

That success wasn't by coincidence. Reese Marin always thought that Marex boats are built with the right mindset, functionality, quality and design.



Henrik and Reese Marin facts

- ▶ Henrik started as a boat dealer at SMC Marine in 1972
- ▶ He became co-owner of EA Bådimport in Aabenraa in 1975
- ▶ Henrik and his wife Yrsa established Reese Marin in 1981
- ▶ Started the Marex dealership in 1998
- ▶ Reese Marin owns a marina, crane, boat hotel and storage hall
- ▶ The Reese exhibition is 3,600 square meters
- ▶ Henrik is married to Yrsa and has three children, Kasper, Claus and Lene, and 8 grandchildren.

"Marex has an innovative design team with the essential know-how for boat life, and a skilled production team at the factory that fulfill these ideas and keep the quality high," continues Henrik. "All models from Marex have their own special touch, but one for us stands out — the Marex 360 Cabriolet Cruiser, it's our preferred concept. We are also big fans of the previous 350 model which was a Nordic masterpiece. The 360's honours this heritage with better comfort which makes it even more convenient. We also like its clever canopy system with sunroofs and more luxury below deck. The boat has a great dynamic and conquers any rough sea. It gives you the adrenaline of a powerboat but with motoryacht safety, even when cruising in 30+ knots strong winds".

And Henrik knows what he is talking about, he is an incredibly tough racer who has won several World Championships, Nordic Championships and DM in H-boat, Soling and Dragon. Precisely, the Dragon was his favorite racing class, where he sailed with Prince Henrik of Denmark for several years. Here, the prince got to know Reese as a direct and straightforward person, but also an experienced and cheerful type. His medals for winning the two World championships, the two European championships, five Nordic championships and eleven Danish championships are in a tin box in the Reese Marin office in Sydhavn. Reese is today an honorary member of the Aabenraa Sailing Club and has been involved with the club for many years.



Henrik and Kasper Reese

FAMILY VALUES

Henrik Reese has sold boats in Aabenraa for over 40 years and he is famous for his knowledge in both sailing and boating circles. His opinion has a high value as he can give wise advice for the development of new models and ask for some approvals to the shipyard. The same as Marex, he is also very attentive to customers' feedback.

"Marex has always been eager to collect data from customers, even before Google," laughs Henrik. "That is why these boats are exceptional and award winning. They listen and learn in the company. The feedback from clients and dealers is being taken seriously and acted upon that's why they are dominating the industry."

"Reese Marin has always been close to the drawing table on several occasions when new boat designs needed a dealer's point of view. This is something which makes the bond between dealer and brand very strong".

This connection between Reese Marin and Marex formed over almost 25 years. "To us Marex is more than a dealership — it's a family with deep roots," said Henrik. "We laugh together like family, and sometimes we argue like family. But we always stand together for better and worse. It's very special to look back and see how far we have come together. Hard work and dedicated people have brought us far".



Reese Marin team

THE FUTURE

Even though Henrik is still a leading figure in Reese Marin, the next generation of the company is moving into position.

"I grew up with Marex and I'm expecting to get old with Marex — simple as that," says Kasper Reese. Kasper is the youngest son of Henrik and five years ago, he bought 40 percent of the company and 20 percent more was purchased by long-time employee and service manager Michael Hohmann.

"When I look at our business structure and the dedication, we bring to the office every day I feel we have a bright time ahead." explains Kasper. "Recently we made an official 'generation change' in Reese Marin, so our customers, shipyards and connections know that Reese Marin will stretch wide into the future under my leadership."

"Michael Hohmann who is a skilled boatbuilder and partner in Reese Marin has been with us for decades. He is leading our quality control and coordinating our aftersales. Throughout the years we have established a very solid team with the right expertise, and an effective European service network, which gives us fast reaction speed. Our goal is not to sell one boat. We want to give our customers a convenient boat experience so they will see us as their preferred partner when buying their 2nd or 3rd boat. Also, we have invested in our facilities to offer our customers the whole package".

Reese Marin has its clients covered. It has its own marina, crane, boat hotel, new sales buildings and a 3,600 square metre exhibition and storage hall. Reese has also always emphasised great service and has therefore been good at retaining customers. The future is looking ship shape.

THE TURQUOISE COAST

Blue Voyage with Marex



THERE ARE NOT SO MANY COUNTRIES THAT HAVE TURKEY'S RICH BOATING HERITAGE AND A VERY LONG COASTLINE. AROUND 10 YEARS AGO, THE CÔTE D'AZUR AND THE ITALIAN COAST WERE OVERFLOWING WITH YACHTS DURING THE SUMMER SEASON WHILE THE BLUE AND CRYSTAL-CLEAR WATERS OF TURKEY'S COASTLINE WERE LESS CROWDED.

Today, the southwest of Turkey, known as The Turquoise Coast, started to experience a large inflow from the yachting world, but there are still plenty of remote anchorages and unspoiled pearls to be found.

When you see the number of fantastic places you can visit in that area, you will most definitely want to include them in your cruising itinerary as much as possible. But we recommend that don't try to cross the whole sea in one go; make time to discover the magic of uninhabited islands or hidden bays surrounded with turquoise waters, ancient ruins, secluded beaches, or quiet cafes with fresh fish with its own berth. Blues Yachting, together with Marex boats has chosen must-see places and some only-by-boat locations from Bodrum, to the Gulf of Fethiye for you to visit.



DAY 1. BODRUM TO DATÇA

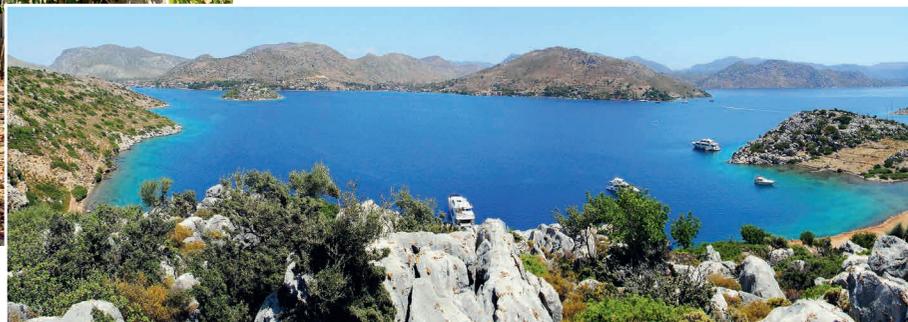
Bodrum

There is a reason why Bodrum is the most prominent city for starting your boating trip, as it is very often called the Turkish 'Saint-Tropez'. Bodrum is a lively, party city located on the southwestern part of the beautiful Turkish peninsula with the same name. There are many bars and restaurants, a cosmopolitan atmosphere, luxury shopping malls, historical and cultural attractions — and of course, a large marina with all necessary services. Some great places where you can reach mostly by boat are Kara Ada island with its hot springs gushing in a grotto, and Akvaryum — a secluded cove with clear waters. If you want to spend some time ashore, visit the 350 BC ancient tomb at Halicarnassus: it is considered one of the Seven Wonders of the Ancient World and a hallmark of Turkey.



Datça

The Datça Peninsula is one of Turkey's real gems. It connects the Aegean Sea, the Gökova Gulf on the north and the Mediterranean Sea and it is a 50-mile paradise of pristine beaches, white-washed houses, virgin hills of pine forests and olive groves. The town of Datça was a small fishing village, and dates back to the Dorian times and is still one of the most beautiful places in the region. Another stunning ancient town is Knidos. Here, the whole area is surrounded by the sea and you can explore more than 52 wonderful coves around the peninsula.





ABOUT BLUES YACHTING

Blues Yachting (the official dealer of Marex in Turkey), was founded in 1990 in Göcek /Fethiye and now it has two showrooms and offices in Bodrum and Göcek.

During the second half of the 2000s, Blues Yachting became the Turkish distributor for brands from a number of different segments, from RIBS and jet tenders to bowriders and leisure motor boats. Strong relationships with these brands and also a high level of technical service, including certification of workmanship brought Blues Yachting recognition and respect in the boat industry (Blues also sell yacht equipment and water sport supplies). The company also established a nationwide network which was able to satisfy any kind of request, not only at their offices in Göcek and Bodrum but in any location in Turkey.

Blues Yachting has the accreditation of Turkish Travel Agencies Association. It can provide a variety of services, such as blue cruises with different kinds of boats from bareboat and motor yachts to sailing yachts or schooners.

This big cruise, called Blue Voyage, starts from Bodrum and passes by Marmaris, Fethiye — and ends up in Kekova, covering the most beautiful coastline of Turkey. Based in Fethiye and knowing this region well, Blues Yachting together, with Marex boats recommend some of their favourite destinations to visit when you plan your Marex cruise/charter in this fantastic area of Turkey.

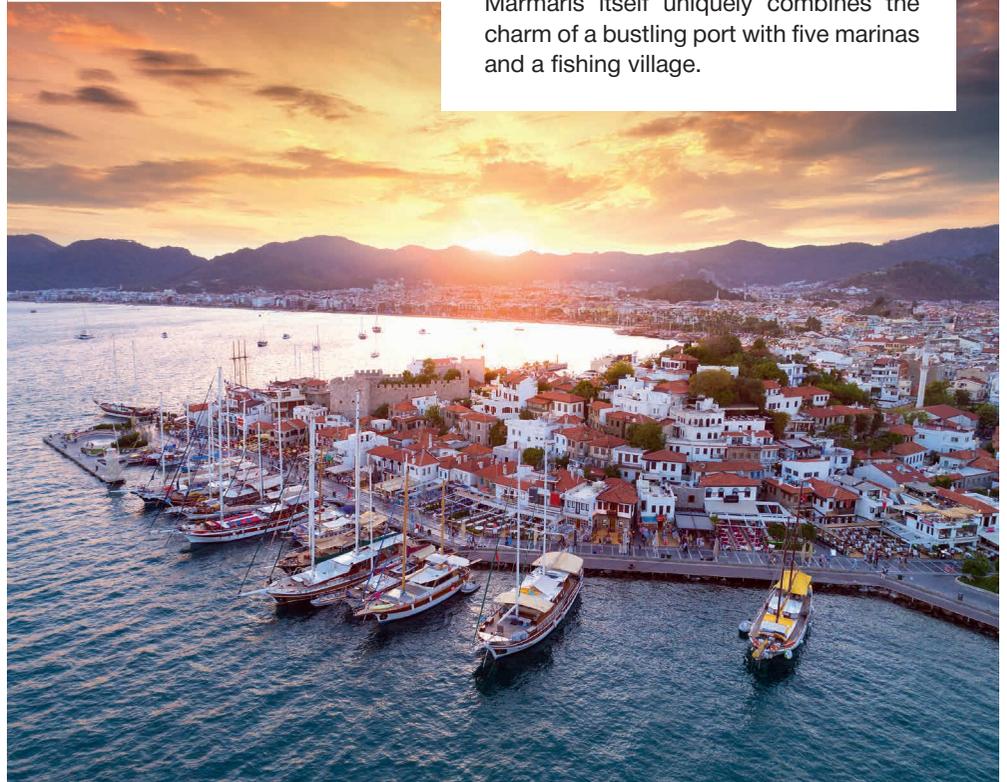


DAY 2: DATÇA TO MARMARIS



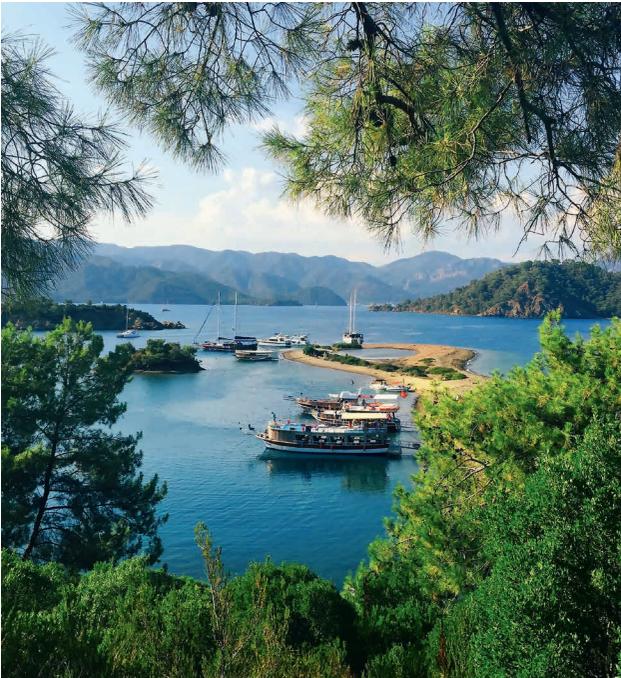
Marmaris

Marmaris boasts a well-developed yachting infrastructure and is unofficially considered the yachting capital of Turkey. From sailing to secluded verdant islands, great diving and snorkelling in clear waters, ending with fascinating explorations of mysterious caves, there are plenty of opportunities for a wide variety of yachting holidays. The pristine beauty of rolling hills is interspersed with a rugged coastline, where picturesque bays and small uninhabited islands allow you to disconnect from the outside world. Marmaris itself uniquely combines the charm of a bustling port with five marinas and a fishing village.



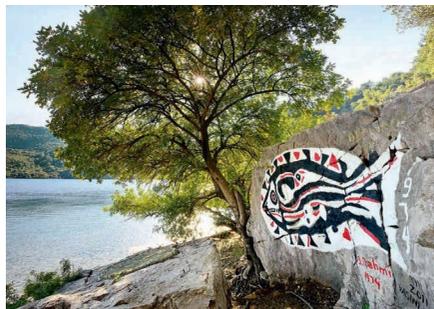
DAY 3-4-5: GULF OF GÖCEK

The Gulf of Göcek resembles a landlocked sea more than a gulf, with numerous coves connected with dozens of islets in between, and the pine forest surrounding it. The Gulf's beaches and lagoons with their soft sand are the places to go for different water activities and here are our recommendations...



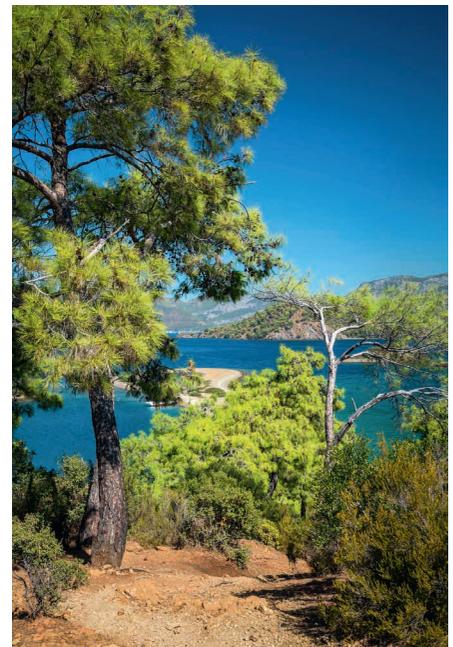
Cleopatra's Bath

Pine trees stretch throughout this stunning bay, and beautiful sands with turquoise waters make it the perfect location for a swim. However, the bay is famed for its ancient ruins, known as Cleopatra's Bath. This picturesque place was once a Hammam, which got its hot water from the thermal waters of a crater lake found behind one of the mountains. Time has stood still here and you can swim and refresh yourself as Cleopatra did over 2000 years ago.



Bedri Rahmi Bay

Bedri Rahmi Bay is one of the most protected bays in the area and takes its name from the prolific Turkish writer and painter. Along the shore, you can find many Lycian rock tombs hidden in the shadows of pine and olive trees.



Tersane Island

A must-see treat is Tersane Island. With its generously wide channel, it provides easy entry to all boats, and was actively used by the Ottoman navy during the Second World War. Today there are many shelters in the bay area to explore.



Yassica Islands

One of the most important points of interest of these islands is the submerged bridge ruins that once linked the two of the islands. Swimming here is highly regarded, especially so, as the closest of the islands are just 12 metres apart. But for those preferring to see the island on foot, there is plenty of foliage to admire.

DAY 6-7: GULF OF FETHIYE



The Blue Voyage adventure simply has to include the Gulf of Fethiye. It's a beautiful coastline that makes for a fantastic yachting experience and it's view is best enjoyed from the sea. The Bay of Fethiye is a stunning area where sheltered harbours join little bays where you can anchor. Modern Fethiye is located on the site of the ancient city of Telmessos, the ruins of which can be seen in the city, including the Hellenistic theatre by the main quay. It's a fantastic place and you can take a break with the ocean and go for a real Turkish bazaar experience. Here, Turkish teas and lokum sweets mix with the bright colours of fresh fruits and all kinds of clothing, jewellery and household goods. You can also scramble up the rocky coast and take some great photos. Snorkelling is also popular here, thanks to the area's sandy beaches (and lots of pebbly ones too). Also, there are some superb sheltered bays for enjoying watersports, including aqua bike and parasailing.

Ölüdeniz / Blue Lagoon

Separated by a sand bar and narrow channel, Ölüdeniz/ Blue Lagoon is one of the most photographed attractions in the area. It's particularly shallow waters of turquoise and aquamarine tints can surprise you with its shine and calmness. There are plenty of bays with hidden caves with fascinating underwater marine here too, so be sure to make time for diving.



Butterfly Valley

Butterfly Valley is only accessible by boat as it is surrounded by rocks, making it a unique place on the Turkish Riviera. Nestled in the foothills of the Babadağ mountain, its name comes from the hundreds of species of colourful butterflies that congregate in the area and make this place truly stunning.





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When you grow up in Norway between two lakes, its quite natural to spend your childhood learning how to handle boats and Edmund Jensen got his first boat when he was a 13 years old boy. Together with a technical interest, he started to customise and change all his boats. Then, 15 years ago, Jensen went over to Sweden and started his own company, and after few years, he became a Marex dealer.



EDMUND JENSEN

Jensen & Englund AB

“We started up Jensen & Englund AB in 2007, and the next year, the big financial crisis came, but despite that, we were young, and our company kept growing,” tells Edmund. “We were mostly representing American bowriders, such as Bryant and Stingray Boats, which were an important part of our business at that time”.

But after some years, Jensen started to look for something more suitable for the Nordic market and paid more attention to Scandinavian brands. “Colleagues from Volvo Penta told us that Marex was looking for a Swedish Dealer. And they put us in contact with Espen and Thomas Aalrud. After that, we met them and it was a great feeling. We were absolutely convinced that we could do a fantastic job, selling Marex boats with these guys!”

In 2010, Jensen & Englund began to sell the entire Marex model range and this laid the foundation of the business that is conducted today. Now, with 12 years of experience, they are not only a safe partner for future Marex owners, but also a personal fan of the brand. “Owning a Marex is something special, everyone agrees on that. My favourite is the 360 CC,” said Jensen. “The kitchen and the space around the table in the cockpit is something no one else has, thanks to all the smart solutions they create on board”.

Jensen & Englund AB has a rich experience, both in the sales and the aftermarket. Having a fully equipped Marex service centre means that a professional helping hand is always around the corner. “Our constant endeavour is to fulfil all your expectations throughout your boating life, from the first contact with us and even after many, many years of owning Marex. We are one of the biggest marinas on the Swedish west coast, with a perfect location by the water, and at the same time very close to the city and the highway. We propose all kind of boat services all year round. Boat berths, winter storing, engine services and much more”.

DEALER'S PORTRAIT

Also, Jensen organises a lot of entertainment and educational events. “We care a lot about Marex owners and we have many special events during the year. A lot of them take place during boat fairs, but also, we make our own “gatherings” with famous artists and bands. For example, we organised a lovely dinner for Marex owners at the presentation new 420 GC project with Måns Zelmerlöw providing the music. In a friendly environment it’s easier to learn from each other and strengthen the brand. In Sweden, we also organise fishing for lobster; go on seal safaris and have master classes with passionate fisherman Bo Hall, who share his secrets of ‘echolot’ use, or doing additional training with Nicolas Andersson from Jensen & Englund AB on how to use the GPS in the boat. As a member of Swe-



boat, we are committed to protecting the environment while being sustainable. We also support the study of bluefin tuna in the Swedish waters in Skagerrak”.

Despite quite a busy schedule, Edmund has a lot of plans. “Jensen & Englund AB is one of the Swedish west coast’s largest marinas and we have recently purchased more land to expand. Our plan is to create a big maritime centre, with a large showroom of a minimum 2,000 square metres for displaying approximately 50 boats. Now we have aluminium fishing boats, day cruisers, RIBs and cabin cruisers and we can have Marex boats on display indoors all year round. Also, we are going to add workshop and boutique with boat accessories. The project is expected to be completed in 2024”.



PATRIK DE VOS

Yamaha Center Stockholm

Patrik de Vos has been in the yachting industry for 25 years. Not only is he a Marex dealer, but also the general manager and owner of the Yamaha Center Stockholm — Europe's largest Yamaha facility. Here, there is a huge 5,800 square metre boating centre, where you can find a permanent boat exhibition and everything you need for your boat — accessories, spare parts etc.

Patrik, which road brought you to the boat business?

In the 90s, I bought a Nimbus boat that required some repair. I was renovating it by myself and I was very into it, buying a lot of necessary parts from Nimbus and I got to know a lot of people from the company in Stockholm. As it happened, they were looking for a new salesman and I got an offer for a work. That was my real start in the industry and I worked for Nimbus for around 5 years, but in autumn 1998, I established my own company, which at the time was called Saltsjön Yachts, the agency for the Sealine brand.

And how did you start with Marex?

Sealine was a good English brand, but we wanted something special for our territory — so we chose Scandinavian cruisers, which take into account the peculiarities of the climate and are reliable. In May 1999, I had an excellent negotiation with Marex and we immediately hit it off. After that, I remember how in the first year during a local indoor boat show, we literally exploded the market with three Marex on display. Since then, we've had such a huge demand; during 2021, we sold 15 Marex models and in total this number is actively nearing 200 boats.



I am very passionate about the brand and today, I feel that Marex has a very strong product line.

Why do you think Marex has been such a huge success in Sweden?

Marex is a family boat brand with excellent quality and of course, practicality for Scandinavian market, which is very important. We really like the canopy solution that allows the boat to be open and closed quickly, depending on the weather change, but also, Swedish people appreciate 'Allemansrätten' — the core meaning of this word is "freedom". For boaters, it means that you can go and sail anywhere you want. That's why you need details like lots of storage; solar panels for autonomically power; huge water and fuel tanks that let you stay out for a longer period of time: all of that Marex can provide.



Do you have your own experience with the brand?

I own a Marex 375 myself, it's just a fantastic boat. I like that you can separate two areas with the door, having the salon inside and the big social area outside. This is especially very handy when I'm with my kids. We use the cockpit and just close the door, and the kids can enjoy playing inside. It's real family boat for those who want to cruise an archipelago and stay overnight.



Patrik, could you tell us more about the Yamaha Center Stockholm?

We have a full Marex range in the Yamaha Center Stockholm and also two boats on display in our second centre in Örnköldsvik, 600 kilometres to the north. In total, our exhibition has around 60 boats and in addition to Marex, we sell a lot of brands that belong to Yamaha. Also, we have Yamaha powered vehicles, such as motorcycles, ATVs, snowmobiles, outboard engines and generators. On the second floor of the Yamaha Center Stockholm, we have a shop with boat equipment, accessories, spare parts and a workshop with six full time mechanics.

Our main idea was to make customers feel that they are in a boat show in our showroom. We care about our clients; we work for the long term and believe that care pays off over time.



MAREX DESIGN

How to create the best family boat ever

For many years Marex has designed its boats in collaboration with the Slovenian studio Nikl Design. The great cooperation between Espen Aalrud, CEO of Marex, and Kristijan Nikl has lifted boat design to another level and this success has resulted in a long list of awards and countless boating magazine front covers all over the world. Today, another group of great designers has joined Marex for the development of the new 420 boat.

The designers and architects from Slovenian studio VOM Creations and engineers from Alpha Creations met by chance but love of the sea and yacht design brought them together. Everything they create is with great passion mixed with a lot of fun. We met with Jalen Vogeltnik, Egon Muric, Danijel Mihajlovic, Jaka Derzic and Espen Aalrud, CEO of Marex, to talk about innovations, efficiency and of course, of the coming new product.

VOM CREATIONS

Jalen Vogeltnik started his journey working for the legends of naval design — Nuvolari Lenard and he has been involved in a variety of projects, from serial boats, to mega yachts like Oceanco's M/Y Seven Seas and Lürssen's M/Y Quatroelle. Jalen has been working on exterior design for more than 12 years, making hand sketches and then transferring these ideas from paper to 3D. But after all these years, he decided to sail into his own direction.

Jalen, you've decided to open your own studio. Was it a logical step, or on the contrary, a scary jump?

Jalen: It's a long story, but having the courage to go a new way and open your own studio is not an easy task. First of all, Slovenia is not exactly known as the land of yachts, like for example the cradle of design, Italy. Even by establishing a studio in Italy, it would make it easier for us to acquire new projects, but persistence and hard work always achieves an effect. Today, it is no longer possible to think of a studio formed by just one person as a 'one man band'. I was lucky to meet the excellent architect Egon Muric on my way, with whom we later formed the company Vom Creations. Egon, since his



Espen Aalrud



Jalen Vogelnik



Egon Muric

childhood was dreaming of becoming a designer but ended up in a hockey career! But also, he was a skipper on various yachts and managed to complete the School of Architecture.

Egon, how did the hockey player end up in the yachting industry? And how did you combine yachting and architectural design?

Egon: It's a bit of an odd combination. As an architect and designer, I worked on various projects from architecture design, yacht design and interior design. The main difference between them is the size of the space, as the client's desire is still to have as much home comfort as possible on the boat. Today as the industry is developing very quickly. We don't think about difference between materials on board and at home. We have countless new artificial materials available that are durable, beautiful and soft to the touch, and easy to maintain.

And for you Jalen, is it a real difference in design when you create exterior lines? For example, on a megayacht, or serial boat?

Jalen: A megayacht is architecture on the water and has its own rules that must be taken into account when designing. It is the complete opposite of small vessels, which are also very demanding due to their small size and the need to use space as much as possible. The process is the same: a good concept design, 2D plans, concept sketches and finally a 3D computer model.

Espen, what is the Marex design philosophy?

Espen: I have worked on the design for all the models for years, so functionality and comfort for the family are among our core values. We use that as a foundation for all the Marex boats. We must make life on board easier by making all systems user-friendly. We make boats for experienced boaters who have some advanced expectations and interests in functional solutions. It is not just aesthetic design. My brother Thomas and I have been boating since childhood, we face the same challenges as our clients, so for us it's easier to predict some wishes. We can understand what family need on board even when they don't have enough experience and are not sure what are they looking for.

I have a clear vision of the Marex concepts and wanted to create a new design style. The Slovenian team has lot of ideas but for them, it was not an easy task.

Jalen: Marex is a very complex product, much more than it seems at first glance. It is designed in the opposite direction, from inside out. Here, everything is thought out from the concept to the interior, ergonomics, usability and various innovative features. The idea of how to renovate and modernise the line of new Marex vessels was extremely difficult because it was necessary to use the Marex's DNA. That means retain the classic shape and recognition that sets it apart from the competition. For me as a designer, the Marex 420 was a very complex project that did not end with a sketch on paper, or the first computer 3D model of the exterior. The shape of the exterior is always changing here and intertwined with engineering due to the many functions that make Marex vessels unique in the world. But with the new Marex 420, we managed to do this very well together.





Danijel Mihajlovic

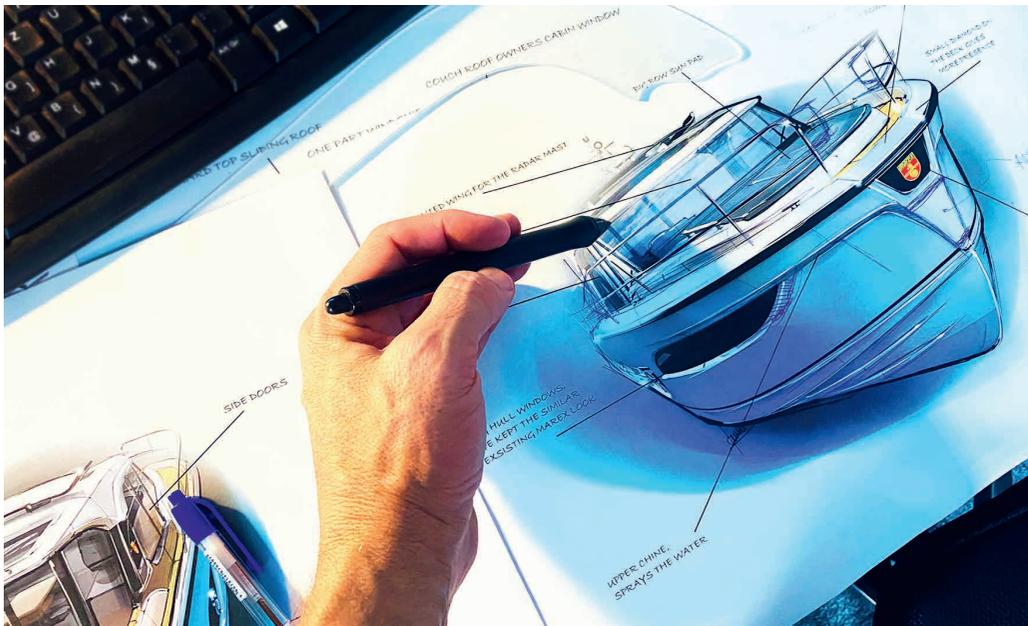
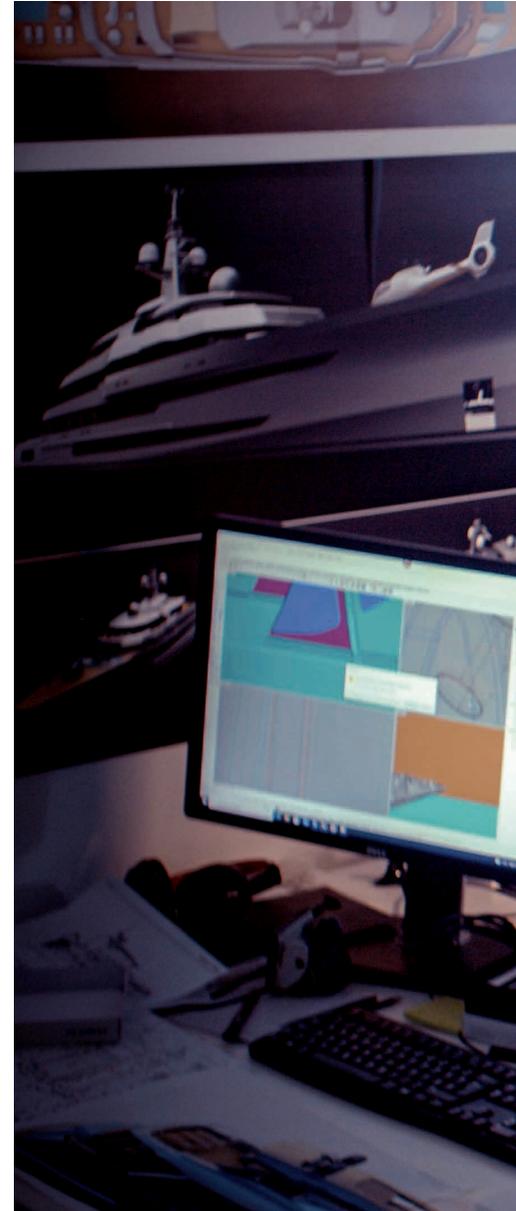


Jaka Derzic

ENGINEERING AND ALPHA CREATIONS

Espen: When we started to work on Marex 420, we wanted to have new good solutions and layout, and to design more dynamic lines. The most important was to make higher level of ergonomics and create a huge space. The days of small beds and cramped bathrooms are over. The new generation of clients wants spacious showers, high ceilings in the suites, comfort in the galley and salon. The wish is to have it as a home.

To bring all those ideas into life we looked to the Alpha Creation studio. Danijel Mihajlovic and Jaka Derzic are both hardworking and talented design engineers. They combined their knowledge and experience and established an engineering company and found a common platform with Marex very easily.





Marex is a family company and part of their philosophy is that they build boats they would use themselves. Do you try to include some solutions that you personally like?

Danijel: We like the way they make boats, and the philosophy of shipyard is very close to us. Every project is unique, and they are really involved and put their hearts into it. It was important to let ourselves feel free in the creativity process, as it is a living, growing process. Espen Aalrud had many wishes and ideas and then we built and discussed our vision. That led us come to something unique. We were sharing and listening to each other. It feels like we are part of the same family.

Jaka: Working on 420 CG was not an easy task. In general, every new project is a challenge but with Marex it was really difficult to implement and combine so many features at one boat. They were very open for the integration of new solutions to their production process. Marex really understood what that means and that's one of the key factors of what make the Marex 420 so unique in the engineering.

Engineers use a lot the parametric CAD tools that help in the developing process. What kind of solutions did you use for Marex?

Jaka: To be efficient in a developing process it is not enough to just buy powerful software. You have to analyse it and understand where the advantage of that software is. Parametric CAD tools like SolidWorks, Siemens NX, Onshape, Catia and others can be very useful if you know how to use them in an efficient way. Parametric means you keep all the design history, in details and a change will show the consequences in boat immediately. It is a tool that eliminates many steps in the progress of the construction, and it saves a lot of time. It's always necessary to adapt and optimise the work process to any change to get visible results. Through all these years we have developed and found our own method to bring pure design to a 'reality. With the new Marex 420, we have created a special development process that works and is growing success.



VOM Creations and Alpha Creations

Did you implement some new trends?

Jaka: We try to follow new trends as much as possible and in the boat developing process, we include them in various area of work. At this moment the most interesting trend is a propulsion system and cleaner energy.

Danijel: Trends are changing like any other products on the market; some are happening with engineering processes. In the last few years, a lot of focus is put on data management which relates to CAD geometry, cloud storage and CAD software. Using such tools our development process can be much quicker, easier and more efficient.



How often do you say to designers that it's not possible to develop? Or that's not a practical solution?

Jaka: Most of the time we are working with the professional design team, that have the right knowledge and they know what they are doing. Our mentality is to set-up and provide two or three solutions to our client before we start to execute. Communication and collaboration with the design team in the early phase is optimised before the developing process, so we have less mismatches later.

You worked very closely with the production in Marex. What does the future with Marex look like?

Danijel: Marex are very good at what they do. They have learned a lot from their own experience and experiments. Every one of us knows that it requires time to grow, that's why it's called development. And yes, there is always space for improvement. We all evolve and we learn. We think that future is now and together we are just making it better!



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THE MAREX FACTORY

THE FACTORY OVERVIEW AND ADMINISTRATION

Marex Boats is one of the most innovative shipyards in Europe. It relocated its production from Norway to Lithuania in 2001. The company bought its first 3,000 square metre facilities in 2004 and another much bigger shortly after. Since then, it has continuously developed and expanded with several production halls, storage, administration building and a pool test centre. The factory produces close to 150 boats per year, from 30 to 45 feet and is still expanding the shipyard's capabilities to build larger boats.

The co-owner and general manager of Marex in Lithuania, Saulius Pajarskas, keeps the operation shipshape. He is managing almost 420 devoted staff in different departments mainly in production, including 30 people in the factory administration. That includes the after sales, financial offices, purchasing and stock department. After finishing the prototype of 420 GC it'll be put into manufacturing and the goal is soon to have a constant production with seven model lines.

LAMINATION OF THE PLASTIC AND SANDING

The production of a boat is a very complex process. It consists of multiple stages with more than 3,000 documented operations and a single boat takes several thousands of hours to build. The first stage is the lamination. To make any part first it's necessary to make a plug based on the design drawings. "From the plug, you make a form which also called the mould. Every plastic part needs a mould to make the part. And a typical Marex boat has around 100 plastic parts that need to be moulded," explains Saulius Pajarskas.

Before starting the moulding process, a precise calculation of the resin such as polyester/vinylester and fiberglass is made for every part. The fiberglass gives strength because of the resin but the resin does not give any strength. Therefore, the excess of the resin will only increase weight. That's why a right balance between fibre and resin is needed. The reinforcements are precisely cut with a CNC machine or detailed templates to prevent any mistakes.

Marex uses multiaxial fiberglass mats. They are knitted, sewed, and layered in several directions to give strength in a much more efficient way but also much more expensive than the traditional fibermat. The fibre materials and different resins have very different qualities and Marex carefully chooses the best suppliers. It's worth it.

Together with modern materials Marex also uses advanced technologies in the lamination.

"There are a lot of lamination techniques, but at Marex we mostly use the Vacuum Infusion method," comments Saulius. "The process starts with the mould being covered with gelcoat, then fiberglass is applied and must be wetted with resin (the liquid plastic). Traditional hand-laid processes have resin applied into the fiberglass manually, using a roller. It's a very difficult task to make sure the preciseness of a hand layup. With Vacuum Infusion, it is literally sucked into the



laminate via carefully placed tubing and the result is incredibly consistent from part to part. So, Vacuum Infusion secures a greater quality without unpleasant surprises, and you can build a lighter boat, but without loss of strength. You'll never get bladders in the hull (osmosis) or bubble cracks in the plastic parts. It's a very expensive method, but it's also really advantageous. For customers, it means no problems in the future and lighter and faster boats with better fuel efficiency. It's a complex process that requires a lot of knowledge and practical experience — only experienced workers with more than 10 years at Marex are allowed to do this kind of work."

After the lamination, the parts need to be cured for a longer period. Finally, it is possible to de-mould the part, lifting it out of its form. In the halls, air temperature and humidity are constantly monitored, which is extremely important for the manufacturing of high-quality composites. Changing just a single component can provoke unknown chemical consequences for another component. All processes and conditions are written down and saved for traceability in case of reactions of materials or parts.

Finally, all parts need the cutting of excess material and sanded and polished. "We call this process the decoration stage", explains Saulius. "Many edges need painting, and all these processes take the same amount of time and labor as the moulding itself!"





Marex Boats facts

- ▶ Boat size in production: from 30 to 45 feet
- ▶ Boats built per year: 125-150
- ▶ Employees: 420
- ▶ Factory: 28,000 square metres



ASSEMBLY

When the hull and deck are ready, the engines, tanks and wooden interior should be installed. Then the teak deck glued down and follows installation of stainless-steel handrails, anchor winches, bow thrusters, sleeping compartments, toilets and a fully equipped galley. The dashboard instruments must be installed and also connected. The final mount is a hardtop and the famous canopy system. To control the processes, it is necessary to have strict routines, which must be followed 100%.

“Marex implemented an Enterprise Resource Planning (ERP) system named Monitor G5,” explains Pajarskas. “This is a type of software that is used to manage all our operations, boat construction, incoming orders, stock purchase storage, calculating the workforce, administrate suppliers and accounting routine. Just imagine, we have more than 300 suppliers, 20,000 different components for the boat itself and the production and registered over 3,000 different operations on each single boat. Even the screws are accounted for on the boat. It is very hard to implement such a system and keep it updated, but now we have total control and detailed overviews”.

Before gluing the deck to the hull, all the engineering systems are checked, as later in the process, it would be too difficult to do it properly. There are thousands of metres of wires that need to be connected in the right order. Also, there

is a long list of internal tests, from fuel, LPG system and tanks, to all equipment in the kitchen, toilets, and AC/heaters.

Then everything is ready for ‘The Marriage’, in Marex this is the name of assembly of the hull and deck together. Each part must fit perfectly as the high precision process has a tolerance of less than 2-3 millimetres. The glued parts, plus the hardtop windscreens and the canopy/sliding sunroofs must be perfectly aligned to work. This requires experienced ‘golden hands’.

“We believe that motivated employees are the key to success. However, it takes on average three years to go from ‘good worker’ stage to an independent boat assembler. Still the ‘master’ monitors the process of all his apprentices”, adds Saulius. “We believe that only professionals can guarantee safety and quality. Marex consists of a group of devoted professional boat builders and the factory has been rewarded and is listed among the ‘top ten most wanted employers’ in the Baltics.”



AQUA MARIN — BOOTE & YACHTEN

A JEWEL ON THE HAVEL RIVER

When master shipbuilder Armin Burchardi and his partner Sylvia Arndt founded their company 'aqua marin — Boote & Yachten' in Berlin back in 2000, they started with a laptop and the balance sheet of one traded boat. Today the company is Germany's longest-standing trading partner for Jeanneau, Prestige, Delphia and of course, Marex. We speak to the founders Armin Burchardi and Sylvia Arndt and also the company's second generation, Catina Burchardi.

Owners Armin Burchardi and Sylvia Arndt
and a second generation in the company
Catina Burchardi





Armin, how did aqua marin — Boote & Yachten begin?

I was hired as a salesman by a Southern German boat dealer at the Interboot fair in Friedrichshafen in the fall of 2000. I got acquainted with the Jeanneau sales manager at the time, who surprisingly offered me the distribution of these boats as an official dealer for the Berlin area. Already in that first year, aqua marin — Boote & Yachten sold more than 40 boats and expanded.

Thus, at the end of 2001, our company moved to Potsdam, where Sylvia Arndt and I operated a small shipyard in addition to the boat trade. Due to various external influences and the desire for a private harbour, a change of location was necessary again, in 2004. A new place was found in Werder an der Havel, which 20 years ago was just an overgrown wasteland on a branch of the river Havel.

We could not pass up this opportunity and after tough negotiations, we became the owners of ten hectares of wilderness with 12,000 square metres of land and 85,000 square metres of wa-



Best Dealer and Best Seller Awards.
Catina Burchardi and Thomas Lahtz

ter. After a successful move to Werder (Havel), the site was developed and little by little, this was improved. This is how the five-star Marina Havelauen with the headquarters of aqua marin — Boote & Yachten, came into being.

**What makes a five-star marina?
What facilities should it have?**

Our five-star marina has been awarded several times as the most modern and popular facility in North-East Germany. It's also because we've thought of everything with attention: each berth offers easy access to a boat, electricity and water supply, several sanitary facilities and ample parking.

The first thing that impresses anyone who comes to us in Werder (Havel) is the marina for 250 berths for boats and yachts from 6 to 25 metres. To store the boat in the off-season, we have several non-freezing winter storage halls. Also, the marina offers all-round service for all boat classes and brands. This includes cleaning, boat care, electrics, engine technology, gelcoat and steel work. We carry out installations from heaters and AC systems to bow thrusters and electronic devices. Also, we have a 25-tonne column-mounted slewing crane and our good location with 10 metres entrance to marina enables us to transport even large yachts.

The headquarters of aqua marin — Boote & Yachten is also located here, with a beautiful showroom, which currently has 13 boats on display, lovingly



staged. And it's just a beautiful place on the Großer Zernsee lake with a promenade that invites you to stroll with a walk, having lunch in a restaurant or shopping in the boutiques. And of course, relax in the unique thermal baths.

And how did your story with Marex begin?

At that time, aqua marin — Boote & Yachten was already the dealer of Jeanneau and Prestige boats. We are the longest national German dealer, but Sylvia and I were looking for a one more brand. Thomas Lahtz, our salesman, had been a Marex salesman before and had gained a very good and long-time experience with the shipyard and on his advice we took a look at the brand at the boot Düsseldorf 2013. We had a friendly and uncomplicated conversation with the owner, Espen Aalrud. We hit it off right away and it led to a relaxed start as a dealer of Marex boats.

What in your opinion are the strong points of Marex?

We think that the Marex brand stands for very high-quality standards and customer satisfaction. Anyone who cruises on a Marex receives a high-quality product that has been thought out with a great deal of sophistication and down to the smallest detail. You feel a good at-



Aqua Marin — Boote and Yachten team

mosphere on board when you look how beautifully all materials are crafted. The existing Marex range has a very large popularity in Germany and even the not yet presented Marex 420 GC has already drawn a multiplicity of customers in its spell, who eagerly wait to finally experience the yacht live.

In a very short time aqua marin — Boote & Yachten became a very successful brand dealer and got the Marex Award for both Best Dealer and Best Seller in 2019. We are very proud to be the largest, and a successful Marex dealer. Of course, we also owe this to our 20 employees, all of whom have been with the company for many years. I guess that's also our concentrated expertise in sales, technology and after-sales service that creates a total package that customers trust.

Catina, tell us about your background, and the innovation brought by the 'second generation?'

We always try to be innovative and bring fresh ideas in the boating industry. Even though Armin Burchardi and Sylvia Arndt are slowly retiring from the operational business, they always support the new management with advice and experience.

Overview of facts:

- ▶ Number of employees: 20
- ▶ Over 250 berths
- ▶ 25-ton crane system
- ▶ Modern marina with all utilities
- ▶ Indoor berths
- ▶ Shipyard service
- ▶ Yacht charter

I've had a passion for the water since I was a child and I drive the boats we sell in the company, myself. Today I look after the sales, the workshop, the marina and the team but never lose the sight of the big picture. My economics education, focusing on trade marketing and experience in business development in a telecommunications company, helps a lot.

I believe that the success of our company comes from the team. I always have an open ear and communicate at eye level, so, my achievement is a lot of image care, as well as lot of modernisation of the processes, in the procedures and in dealing with each other.

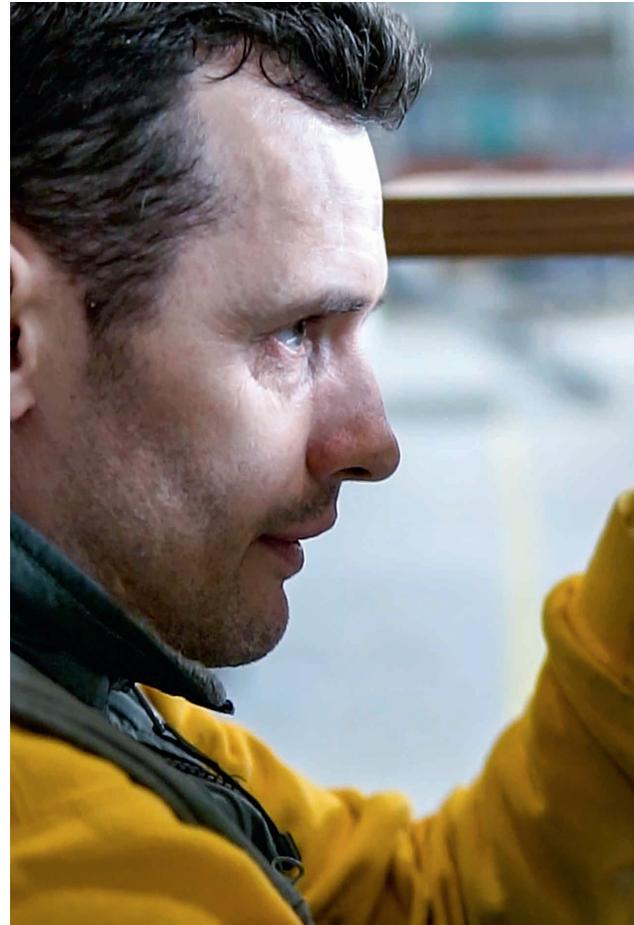
Can you tell us about the boat show in the Marina Havelauen?

As the 5-star marina in Werder attracts thousands of boating enthusiasts every year, it has been the natural home for the BOOT & FUN INWATER boat show since 2018. The first edition of the show had nearly 80 exhibitors including well-known shipyards and maritime brands. It firmly established itself and has been very well received. In 2022, after five years, there were more than 150 boats exhibited, and today it is the largest in-water boat show in Germany.

KEEPING AN EYE ON **EVERYTHING**

Test routines

Boat design and construction is a complicated process. The result, safety and comfort all depend on everything working in harmony. Marex Boats dedicates a lot more attention to the checking and control process even it is time and recourses consuming.



According to the **Saulius Pajarskas**, general manager of Marex in Lithuania, the factory testing divided into five different quality checks: during the production, before launch and sea trial by itself, ‘the shower’ and, of course, the final control.

The philosophy of Marex Boats is to have a total control of every single hull at every stage in the process: moulding, pre-assembly, and final check. Every handmade plastic part must pass a strict weight and strength control before and after the assembly of the plastic part. All the testing during the assembly of components is only performed by the factory master boat builders in each part of the process.

LONG LIST OF THE CHECKS

After the boat is assembled, the electrical parts of the boat are tested by a skilled electrical engineer. To avoid any kind of damage in the electricals parts, engineers perform resistance measurements; check the operation of all installed devices, engine data and navigation equipment. A total of 160 points are on the checklist for the electrical arrangement alone.



“We seal the connections in the fuel and LPG system only after a successful pressure test with compressed air that blows into the tanks and pipelines”, explains Saulius Pajarskas. “Any leakage here can have serious consequences and is not tolerated. We fill all the tanks and compare the meter readings and calibrate them with the ship’s instruments. During the process, all the measurements and observations are saved in the boat history together with hundreds of photos”.

“There is a check for each appliance that will be in use by the owner,” adds Pajarskas. “We turn on the systems in the boat at the factory first — among them AC/Heater, kitchen equipment, chargers/lighting system, all the pumps and the toilet, shore power engine and its drive components. Then we check if the furniture is installed properly and if there are any kind of problems with opening the windows, doors, sunroofs, and canopy system. We control for any possible defects of textiles and stainless steel.”



ON-WATER AND POOL TESTS

After successfully passing the first two stages, the boat is transported to open waters and a sea trial is carried out. It is rare that a serial production boat of this size is tested so thoroughly before launch. The water tightness of the hull, fuel, engine exhaust systems, the operation of electronics and navigation equipment in real conditions are paid special attention to.

The parameters of the boat are recorded: weight, speed, fuel consumption, engine data, the operation of the anchor winch is checked. Naturally all thrusters, generators and other compo-

nents of the boat is included in this list. Intensive use of the boat is simulated to maximally test all installed equipment.

“The normal Marex sea trial lasts one a day for each boat. First, we test with empty tanks and then the tanks are filled to make speed tests and the meter calibration. This is a time-consuming process that many cheaper boat manufacturers skip or leave to their dealers. Marex don’t and deliver a fully tested product to provide safety.”

After successfully passing the on-water test, the boat is transported to a special hangar where Marex starts



the rain-simulator called “the shower”, lasting for a minimum of three hours running a strong stream of water onto the side windows, portholes, roof, lights and other externally mounted components. Meanwhile the outdoor storage boxes are filled to check the drainage, then the revision is made from top to bottom to see if there are any signs of a leak.

AND FINALLY, THE LAST CHECK

After completing all these tests, the boat is thoroughly washed, and the interior and exterior surfaces are re-checked after removing the protection films. “Also, we make sure that every model will have a very detailed manual of more than 100 pages with comprehensive information of all systems illustrated with a lot of photos. Only after that will we pat the boat, wrap it in and then say goodbye, wishing the new owner a good journey,” smiles Saulius.



CROATIAN DREAM

The Secret Archipelagos



FOR CENTURIES, ADRIATIC WATERS WERE A MAJOR TRADE ROUTE; ALTHOUGH ANCIENT WARSHIPS BATTLING FOR DOMINATION HAVE LONG BEEN REPLACED BY LUXURY YACHTS SEEKING PERFECT BAYS AND TO CATCH A GLIMPSE OF THE COUNTRY'S RICH HISTORY.

The Croatian Adriatic is a coastline adorned by over a thousand islands, islets and reefs all in the heart of Europe. Many guests come over and charter first, then change their Mediterranean ports to Croatian marinas. What makes people come here? Primarily, the variety of nature; the towns with their special ambience, culture and of course, great food and wine. On this side of the Adriatic, there are still places where you can see life as it was lived decades ago, where people live in harmony with nature and the sea; where there are still some solitary coves and beaches, and where the only sound is the crashing of the surf and the chirping of cicadas.

The way in which the Adriatic islands are spread out is ideal for adventures. They run along the entire coast from Rijeka to Dubrovnik. The distance between them is rarely more than ten nautical miles, and they form myriad of waterways and channels. The islands and the coastline have more than 1500 bays, coves, and harbours for mooring, anchoring, or an overnight stay.



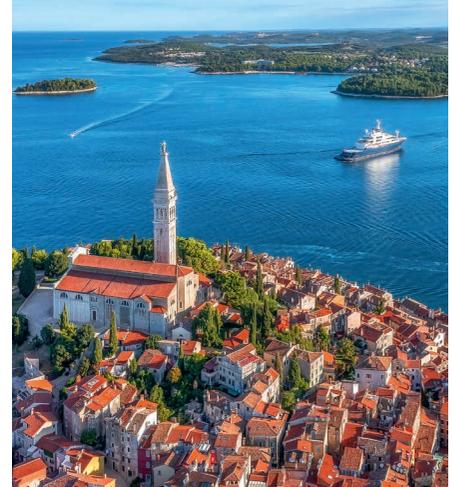
Hidden beauty of Istria and Kvarner

Istria is the northern part of Croatian Adriatic and it's known for its crystal waters, picturesque small towns and villages with narrow stone streets that give out the true charm of the Mediterranean. The western Istrian coast brings lush vegetation together with a heritage of medieval gems such as Rovinj, Poreč, Vrsar and Pula. Here, there are many large, well-equipped marinas and bays and coves. The eastern Istrian coast is completely different, with the coast being steeper and less populated, but for boaters, this is an advantage.

Istria's famous Brijuni Islands are known for their indented coastlines. Here, the islands stand out for their valuable cultural heritage from the period of

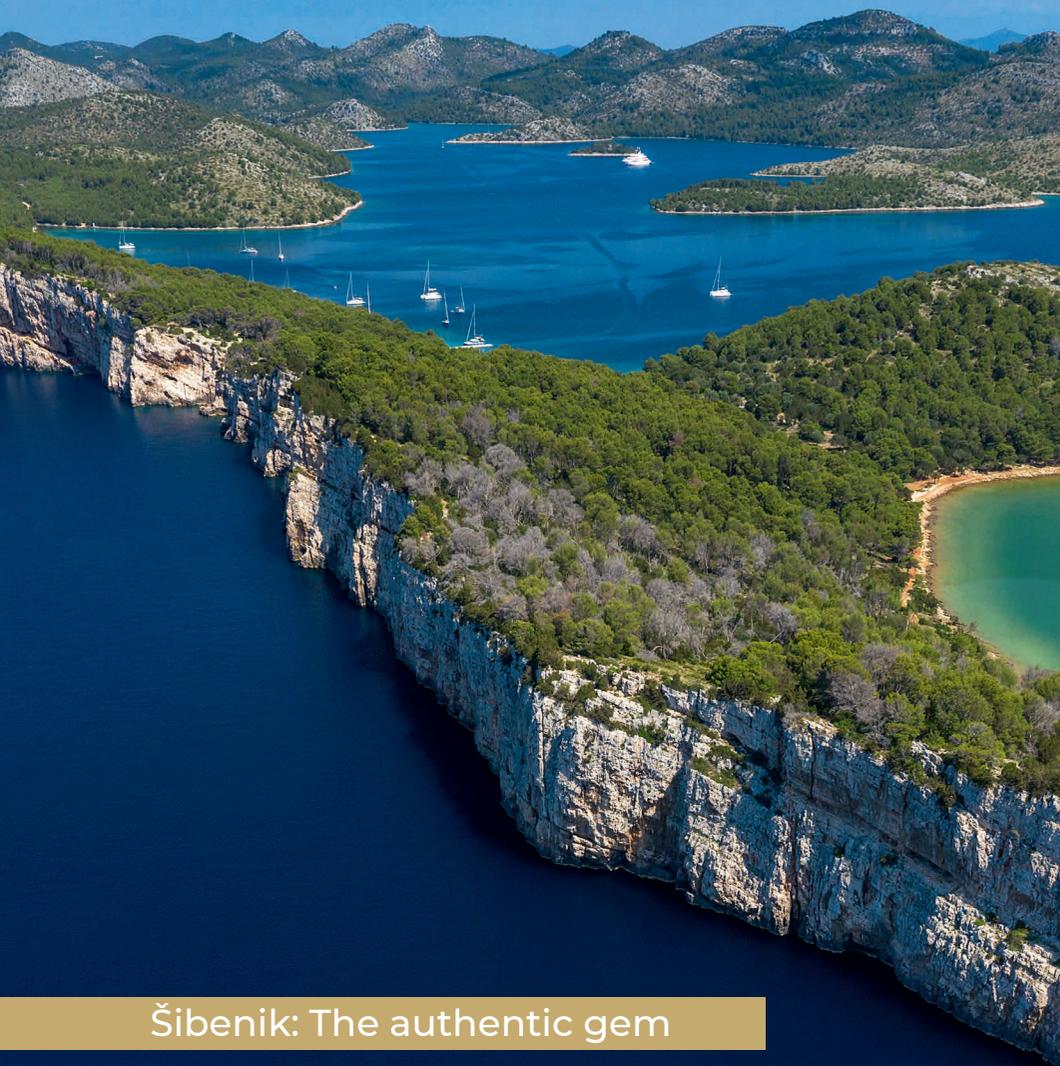
the Roman and Byzantine Empire. Due to their unique beauty, they have been a favourite vacation spot for aristocracy for many years. Partly designed as a landscape park, nature here has been preserved in its original form, as seen by migratory birds that fly here for the winter.

The scenery of the Kvarner region is another surprise. Here you can feel the uniqueness of each of the islands: the cradle of cultural life on Krk, the sandy islet of Susak, the island of flowers Ilovik, and the forested Rab. This mix of different worlds contrasts to the majestic Opatija with its Riviera; the maritime Rijeka and the stone-carved Krk. There are plenty of anchorages for safe moorings in tranquil havens, along with the fact that you will



enjoy epic sights of whitewashed rocks, countless bays and gorges immersed in the blue of the Adriatic surrounded by fragrant smells of lavender, sage, myrtle and pines. The channels and waterways between those islands are common yachting routes and in the high season, they are swarming with boats going in both directions.





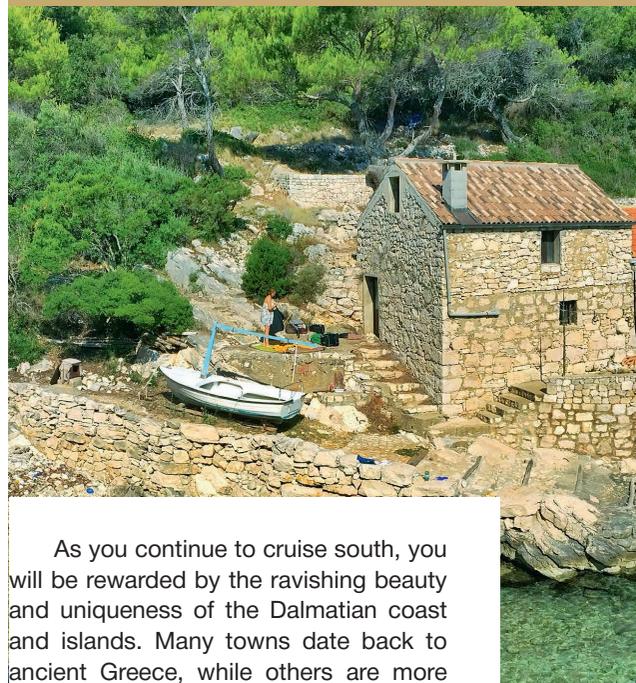
Šibenik: The authentic gem

The waters of the Zadar and Šibenik archipelago meet with small, quiet and untouched bays, mind-blowing waterfalls and century-old pine forests — no surprise that these waters are the most frequently cruised along the entire eastern Adriatic coast. There are 285 islands in the area (complete with underwater and above-water reefs), of which only six are permanently inhabited. The islands along the coast; the flooded mouth of the Krka and the unique Kornati archipelago with its world-famous National Park, all attract a large number of boats. An increasing number sail to Skradin and from there go on to enjoy the wonders of the Krka National Park. There is also a well-developed nautical area with numerous marinas and harbours with more than 3,600 moorings.

In the area you will find one of the oldest towns on the Adriatic — Šibenik. Not long ago, Šibenik became popular with boaters, when the construction of the marina Mandalina began next to a military shipyard. After many years, the classic marina and megayacht marina appeared, crowned with the completion of a hotel and villas, as well as improvements made throughout the peninsula of Kuline. Thus, Šibenik now has a first-class nautical resort with an accompanying shipyard that provides all types of yachting services.



The jewels of Dalmatia



As you continue to cruise south, you will be rewarded by the ravishing beauty and uniqueness of the Dalmatian coast and islands. Many towns date back to ancient Greece, while others are more modern and usually established as fishing ports for islanders. Most of these places have preserved their authentic appearance and quality, and even though there are only a few permanent residents left, you will catch a glimpse of times past. You will see solitary coves with only one or two houses and beaches of many kinds — some formed by the wind, such as Zlatni rat (Golden Cape) on the island of Brač.

Mljet is an island filled with lush forests and calm ultramarine waters, which are perfect for paddleboards or kayaks. It's forbidden to use noisy watertoys here and also there is a strict speed limit. But it offers scuba diving in a third century Roman wreck, or you can enjoy the beauty of the Odysseus Cave, or Santa Maria monastery; having a nice bike ride, or enjoy a calm anchorage.





The coast of Lastovo is covered in thick pinewoods reaching down to the water's edge — it's not surprising that the area used to hide submarine base! So, there's a chance to snorkel where you can find concrete pens, or surf, enjoying transparent waters.

Pelješac's peninsula is a part of an archipelago that stretches over 40 miles and has beautiful beaches, ancient towns and fishing villages. It is known for its unique vineries and gastronomic experiences with local pršut and goat cheeses. The red roofs of the ancient town of Korčula reflect in the calm turquoise waters and it beckons you to stroll along its narrow-cobbled streets. Then there is Palagruža; a mystical island far out to sea where visiting by boat is an unforgettable experience.



Boaters also adore the island of Vis as it's full of inspiring beaches and bays, filled with attractive anchorages. Here you can dive to the bomber airplanes that were sunk during World War II, or head to the Blue Cave (Modra spilja), located on the small island of Bisevo with a uniquely, naturally illuminated grotto.

The landscape in Croatia changes from isolated bays, to shores surrounded by thick forests facing the open sea, but for sure, whenever you go in Croatia, you will experience its great richness in the colours, tastes and smells of the Mediterranean.



NCP & MARE

NCP & mare is one of the pioneers of Croatia's nautical business, and they have been operating since 1995.

The company has always focused on quality service and provides all the benefits of being an exclusive Marex dealer. Also the NCP & mare run a charter service with a full fleet of Marex boats (from the 310 to the 375). There are also sailing boats, catamarans and powerboats with 80 boats in total available as crewed, or bareboat charters. The company has also developed a special charter management program — full technical and management support while the boat's not in use by the owner.



The office has a perfect location in the D-marina Mandalina, Šibenik — one of the top marinas in Croatia. Being located between two international airports, Split and Zadar, makes the marina very easy to reach. Also, it is an excellent starting point for all the 'must-see' boating destinations in Croatia — from Krka and Kornati National parks, to the islands of Vis, Hvar and Korčula, or even the southern point of Dubrovnik.





HUGO SCHERER

Hochmuth Bootsbau AG

The owner and general manager, Hugo Scherer was educated in Zurich, and afterwards, he gained experience as a service mechanic and engineer for a Swiss company. Later, he was responsible for the Swiss Army's floating bridges.

When Hugo was a child, he spent his free time in his father's boat and quite often they used the service of the company Hochmuth Bootsbau AG. It was established in 1960 and specialised in the import of high-quality GRP motorboats from Scandinavian countries. At the time, Scherer had no idea that he would get the chance to buy it in 1998.

Together with Othmar Zingg and Hans-Ueli Keller — two key people who he had worked with in the company for a long time — he bought Hochmuth Bootsbau AG and they started to develop it actively. Eventually, in 2012, Scherer acquired the shares of his long-term partners.

In the Stansstad, next to the picturesque Lake Lucerne, you will find one of the leading dealers of Scandinavian boats in Switzerland, namely Hochmuth Bootsbau AG.



Hugo, Hochmuth Bootsbau AG has a long ‘Scandinavian’ story. Why the relationship with Marex?

Marex was represented by another dealer, but he was slowly completing his activity with the shipyard. Therefore, we contacted Marex with the proposal to take over the dealership. We quickly agreed with the Aalrud brothers and since 2010 we have been the Marex dealer in Switzerland.

We also looked for reliable and high-quality boats with strong Norwegian roots to represent. It was challenging because some of the brands like Nor Star and Nidelv had discontinued their operations in Norway. So when we found Marex, they were perfect for our demands. You know, Norwegian boats are built for rough conditions, so they have plenty of good solutions for bad weather at sea. Even here in Switzerland, we don't have much wind and storms with high waves, but we have wet weather with a lot of rain. And so, it is important to have well-functioning and simple canopies, campers and covers that enable quick closing to keep enjoying the cruise, which Marex majors brilliantly at in this area.

Can you tell us about the specifics of Switzerland's boating and what exactly customers appreciate in Marex boats?

The Swiss often use their boats for day trips, but many also use them as a local recreation platform, e.g. for a weekend, or vacation. A Swiss customer wants functionality, practical solutions, attractive design and quality. Marex gets a lot of interest and attraction for those who are looking for a timeless quality, low maintenance and so on. Here you will find the typical Marex customer. The boats are usually used on the Swiss lakes, and they are usually moored in a marina which is the starting point for day trips — for example, to a restaurant, and to some extent, also overnight trips.



You represent many shipyards, including some other Norwegian brands; How is Marex different from the others Norwegian boats?

We are a versatile company with a wide range on offer. Norwegian, Scandinavian boats are very popular with Swiss boaters due to their long tradition in craftsmanship and impeccable quality. In the current line-up, we do not see any competition between the products, rather a mutual complementation for all needs.

Marex is a serial boat producer but proposes a lot of customisations such as fabrics, wood, colours etc. Have you had any unusual requests from customers?

We have had a very good experiences with the individuality of Marex. To date, all customer requests have been completely fulfilled, be it a 100% white design inside the boat “M375 Ibiza style”, we call the project internally. Marex also installs, for example, delivered Gaggenau kitchen appliances, etc.





Hugo, as a full-service provider can you tell us more about the showroom, winter storage and special garages specifically for Marex?

At our home and headquarters in Stansstad we combine administration with customer service and our traditional exhibition. We successfully run our showroom with most models from our main suppliers in stock, 365 days a year! You can look forward to the usual diverse portfolio of new and second-hand boats as well as accessories and delicious catering during our annual spring event. Our centre in Hergiswil provides a wide range of services from the crane of the boat to the revision of the Z-drive; from GRP repair, to the new boat blade. For presentation and advice and at times also as a spare parts storage buffer.



In addition, in 2013 we created a winter storage facility in Stansstad. We offer this opportunity for all boats from 17 to 45 feet in open harbours. Furthermore, our adjoining warehouses as well as the surrounding warehouses offer space for a large number of winter storage boats.

As a cruise area, the varied three-lake landscape with the Neuchâtel, Biel and Murten lakes is ideal. Our boat hall is located in the middle of the Broye Canal, in Port de Sugiez, and is complete with hydraulic boatlifts. Boat owners can use, or operate the berths independently in the covered harbour facility near Bern all year round without shipyard personnel. In addition, we offer boat garages with hydraulic lift for year-round operation.

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SKAGERRAK:

Travel the triangle

THE SKAGERRAK IS A SHARED SEA AREA BETWEEN NORWAY, SWEDEN AND DENMARK, SURROUNDED BY ARCHIPELAGOS IN THE EAST AND NORTH. STRETCHING FROM GOTHENBURG IN SWEDEN ALL THE WAY TO KRISTIANSAND IN NORWAY, IT'S ONE OF SCANDINAVIA'S MOST BEAUTIFUL AREAS.

The name 'Skagerrak' comes from the Dutch meaning similar to "the straight road to Skagen" and the name 'Skagen' comes from the Old Norwegian 'skagi' and means headland. Skagerrak is located between Lindesnes at the southern tip of Norway, and Skagen at the northern tip of Denmark. Many have travelled in these waters so many lovely times — it's the favorite trip of most Scandinavian boaters. Along the coast from Gothenburg to Kristiansand, there are protected lee waters and thousands of islets and islands. Along the way, there are countless archipelagos and natural harbours.

Usually, boaters in the area divide their travels into in three areas, but choosing a maximum of two areas is recommended in one summer. This is because you will pass thousands of places that are heavenly beautiful — It feels like a new world around every island. It's better to relax on the way, than try to see everything in a single season.



TRAVEL TIPS

- Choose your legs in one of the areas from Gothenburg to Stromstad; from Skjærhalden to Sandefjord, or from Larvik to Kristiansand.
- Buy the food and beer/ wine in Denmark or in Sweden — It's much cheaper!
- Fill up with diesel in Norway, as there is no VAT on diesel.
- All local boats have the aft anchor only, which is different from the Mediterranean Sea. Make sure you have one, either manual, or with winch.
- Enter bow-first into the islands and drop the aft anchor.
- Buy fresh shrimps and crayfish in the small local shops.
- It's up to you: be social aside other boats, or moor completely alone.
- And the last one: enjoy your anchor drink!





FROM GOTHENBURG TO STRÖMSTAD

The journey starts in the beautiful city of Gothenburg, which is fully prepared to receive you as a boater in Lilla Bommen's guest harbour. Enjoy city life and sleep overnight in your boat. We advise food shopping here before you take the first leg north towards boaters' paradise — Marstrand.

This area is boating utopia and once consisted of many islands communities that used to fish for herring and today they are well developed with good harbours. The friendliness of the local Swedes is well known, so they will often welcome guests on their own boats.



MARSTRAND: A FORTRESS ISLAND

A couple of hours sail north of Gothenburg is Marstrand. This seaside locality was founded as early as the 13th century as a Norwegian town and only became part of Sweden in 1658. The mighty fortification on the island was also built in the middle of the 17th century and already from the 16th century, it was an important fishing port. However, the city only gained its status as a sailing mecca in the 19th century, when Sweden's King Oscar II and other distinguished guests found their way to stately bathing facilities (that you must visit). The town has several charming restaurants and catering establishments, and the guest harbour capacity has berths for more than 200 boats. Our tip is to try the marinated herring variations here.



VÄDERÖARNA: SWEDEN'S WESTERNMOST POINT

West of the idyllic Fjellbacka lies the unique Väderöarna — which directly translates as “the weather islands”. It was not until the 18th century that people began to settle in this weather-exposed place, and it was populated by sailors and their families until around 1970. The islands offers weather extremes, and while storms characterise this outpost in autumn and winter, spring and summer beckon with Sweden’s highest temperatures.

KOSTER: A CYCLING PARADISE

The best guest harbours on the island of Koster are in Kostersund and around South-Koster. These two islands are in the middle of Sweden’s only marine national park, which features rich wildlife below the sea’s surface. On land, Koster is a cycling paradise, and bicycle hire can be arranged at the guest harbours. The islands offer several guest and natural harbours from Nord-Koster in the north to Ursholmen and Ramsö in the south. Be prepared to be a part of social boating, as it’s almost impossible not to chat with fellow boaters here.



STRÖMSTAD: THE BORDER TOWN

Strömstad has throughout history been part of both Norway and Denmark — it’s only at the beginning of the 19th century that Strömstad became Swedish. However, you still get the impression that it is just as much Norwegian when you see the flags on the moored boats. Furthest south, towards the ferry terminal, is a large guest harbour where there is row upon row of restaurants. Strömstad is a vibrant city all year round and has a good selection of both shops and restaurants.



SKJÆRHALDEN AND SANDEFJORD

Cross over from Sweden to Norway, and start to sail the Halden, or Skjærhalden area. A heaven of 833 wild islands, summer spirit and wilderness, here you will find some of the best of the south of Norway can offer — It really is magic! Just cross Oslofjord later on and the ocean of islands continues to the two towns of Tønsberg and Sandefjord — two places that are filled with boaters and in the guest harbours there tends to be a lot of parties — they're famous for it!

STAVERN AND LARVIK

Next stop is the old fortress town of Stavern. Inside this well-sheltered harbour, the surroundings are unique, close to the sea and the Skagerrak, yet safe for mooring. Svenner is a small archipelago where the harbour faces south, and the mighty lighthouse is visible from a long distance. Once you have passed the entrance, a lagoon opens up surrounded by high, smooth-cut rocky outcrops. In the summer, there is activity in most of the buildings adjacent to the lighthouse, and there are many exhibitions and concerts organised here. It is also possible to spend the night at the lighthouse itself if you book in advance. There are good mooring opportunities along the mountain on both sides of the 'harbour'.

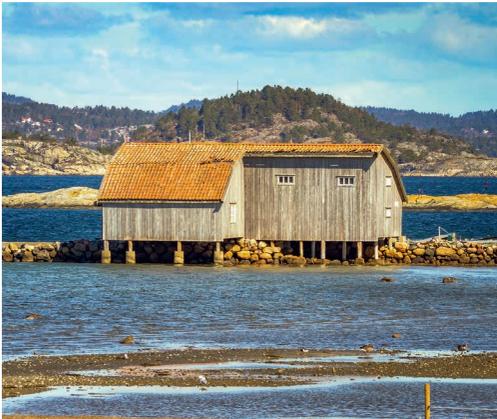


JOMFRULAND: SOUTHERN NORWAY'S MOST BEAUTIFUL ISLAND

Kragerø is a small town and a cluster of 500 islands all known for their warm ambience. Narrow streets and alleyways spread from the harbour through the town, with galleries and parks within easy walking distance. Just outside Kragerø you will find the biggest Island, Jomfruland. Jomfruland is one of the most beautiful islands in southern Norway. It is seven kilometers long, but only one kilometer wide, and lies like a long and narrow breakwater against the Skagerrak. Here, beautiful, open fields spread out; fields that the farmers here have cultivated for hundreds of years. If you want to be a little more mobile, you can hire a bike from 'Bike-Knut' at the end of the road up from the guest harbour.

RISØR: THE WHITE CITY

Risør is the oldest town on this part of the coast and was founded in the 16th century, where its inhabitants made ships. Today, it is a multitude of identical, white-painted small and large houses with merchant's yards, wide streets and promenades. In its time, Risør was a rich shipping town, well protected within a beautiful archipelago with a myriad of small straits between the islets. Today, the white city wakes up in the summer, and is particularly known for its cultural life along with its many festivals such as the wooden boat festival and numerous concerts.



ARENDA

Arendal is a real boaters' favourite. It's an old ship building town and actually the most 'boat populated' area in the world per capita. Everyone has a boat here, and the reason is very clear, as you will understand perfectly when you visit... It's probably the best secretly kept party town in the south of Norway! Some advise not to tell anyone!

This is very close to the original Marex factory and service centre where you are welcome to take a tour. The main place to moor in the famous Pollen and here you can enjoy plenty of restaurants and bars.

The archipelago is just across from Gothenburg and has the same topography — the difference is that it's greener on the islands here than in Gothenburg. For hundreds of years the locals kept sheep that walked freely on the islands. Well, the sheep eat and... which creates fertile soil and again grass. It is clearly much greener than the islands of Gothenburg.

GRIMSTAD: IBSEN TOWN

After passing Hesness, the backdrop for one of Henrik Ibsen's most famous poems "Terje Vigen", we arrive at the entrance to Grimstad. This typical southern village has a good selection of restaurants and shops and there is also a guest harbour here with good service and skilled harbour hosts. Fiskebrygga, the local fish market shop is a must visit — great prices and fan-



tastic quality of crayfish, crabs and halibut. If you are looking for the best secret, try the fish 'brosme' and grill it, or make soup. The staff there are also helpful and happy to talk and offer tips about food.

Also, those interested in history will be delighted to follow in the footsteps of the poet Henrik Ibsen in the town where he started as an apprentice pharmacist in 1843.

**BLINDLEIA:
THE NORWEGIAN RIVIERA**

This completely closed body of water is an inner link that runs like a fairway from Lillesand to Kristiansand. Everyone who vacations by boat along this part of the coast passes through Blindleia. On fine summer days there is bustling life along this channel where the speed is five knots. Here, there can sometimes be 'traffic jams' and congestion in the many natural harbours, which lie between the hundreds of islets and islands that form the protection against the Skagerrak. Some of Norway's wealthiest have their summer houses here, and with good reason; Blindleia is often described as "The Norwegian Riviera". The summer houses attract attention and respect. If you really want to feel the great atmosphere of the place, live on board and experience what the old preach: boating is true freedom.



LEANGBUKTA MARITIME CENTER

Just 20 minutes outside of Oslo, in the Asker region, next to Vettre town is Leangbukta Maritime Center — the biggest boat center in Scandinavia. It is a unique, permanent exhibition hall of 7,000 square metres featuring many well-known boat brands and it is open to the public all year round.

Leangbukta Maritime Center is a Mecca for boaters with a wide choice of day cruisers and sailing boats, houseboats and maritime equipment all on view. It is no surprise that this fantastic location was chosen by Marex as one of its offices and showrooms. For potential customers, it's possible to conveniently visit the Marex model range in warm surroundings and take the time to go through the purchase process.

OUR SHOWROOM

Boat shows are often very crowded and difficult places to get detailed information of a potential boat. In Leangbukta you can discover more about the Marex brand and its range in a peaceful and friendly ambience. One of the owners of Marex, Thomas Aalrud, and his dedicated salesman, Atle Westerheim, are always available to demonstrate models to the customers.



Here you can compare different Marex models at your leisure and have a chat about boats with knowledgeable and enthusiastic sales personnel. Also, in the showroom you can view various fabrics, wood and colors for interiors, plus optional equipment and engines.

After the on board tour is over, Marex always treats visitors to a good yachting chat along with a cup of coffee and sweets to help get a feel of the shipyard's family ambience. Next to the showroom there are dedicated parking spaces, where guests can park for 2 hours for free.

DEALER'S PORTRAIT



ON DISPLAY

Marex has the following models in the showroom in Leangbukta Maritime Centre:

- **310 Sun Cruiser**
- **320 Aft Cabin Cruiser**
- **330 Scandinavia**
- **360 Cabriolet Cruiser**
- **375 Cruiser**

As Leangbukta Maritime Center is located on the Oslo-fjord, there is a floating exhibition of all of Marex boats avail-

able to test during the summer months. The shipyard's dedicated berths are located only a few steps from the showroom, where it is possible to sea trial available models. Customers can experience themselves the ride quality, maneuverability, noise levels or even fuel consumption of their future Marex. These sea trials will help guests make their decision of which Marex model suits their family's needs.

SERVICES AND INFRASTRUCTURE

Besides the Marex showroom, Leangbukta Maritime Center can offer some other related products such as a boat equipment shop, a Volvo Penta dealership, boat and even a sewing workshop — everything you might need after purchasing your Marex boat. Moreover, a lot of specialists have been working with Marex for years and a familiar with customers' needs. They can easily give a professional consultation on spare parts, plus tips on service and maintenance that are also available at the Leangbukta.

Come to Leangbukta and let us help you find your Marex dream boat. Remember that we are here for you all year round. Welcome to the largest boat showroom in Scandinavia!

Marex Showroom and Office

Leangbukta 34
1392 Vetre, Norway
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thomas@marex.no

WESSEX MARINE

DAVID ADAMS



David and Guy Adams
with Thomas Aalrud

The history of Wessex Marine started 30 years ago when David Adams decided to convert his passion of Scandinavian boats into his life's work. Today, the company is based in the UK South Coast, at Poole's prestigious Salterns Marina. Wessex Marine represents Marex in the UK, providing a number of services at the boatyard.

"The background of Wessex Marine is all about the most extensive experience of boating and hands-on proactivity," says David Adams. "Just like Marex, we are a family business through and through." David's sister, wife and sons are also involved on a daily basis.

It's not surprising that David came to the boating industry with a soft spot for Scandinavian boats. By age 5, he was out afloat on all sorts of boats. At the age of 16 young man had his first Scandinavian motorboat, a Nordkapp Prince 17 with 140 hp MerCruiser petrol engine, and even had a part-time job at London Boat Show. Now over 50 years later he retains an energetic passion for any craft of Nordic origin and is familiar with all Scandi brands from the earliest days of GRP boat construction. He still remains chief 'test pilot' — a role he's enjoyed since racing as a teen.

David, why did you choose to represent Marex Boats?

We saw a Marex 370 Aft Cabin Cruiser at boot Dusseldorf and we really liked it. We heard about the brand and we also knew the great reputation of the old 280 Holiday model. And when we found out it was a family business, the decision was made; we relate the best to family businesses!

Your family is actively involved in the business too?

Yes, definitely! My son Guy's background in boating started when he was 6 weeks old and he's got a total cross-section of knowhow to help look after all our owners. Nowadays, Guy combines all the modern occupations, looking after the advertising, boat shows, back-up and support along with the front of office, sales and the best unbiased advice.



Marex and Queen Victoria

He definitely brings some vibrant thinking to our traditional values. My younger son Toby — a graphic designer by profession — creates our advertisements in all the marine publications. My wife Amanda and sister Caroline are integral to the daily running of the operation and we also the best support from Paul, our know-it-all technician and shipwright; Peter the Polish, our prep/valet man and Celeste in the office who looks after everything office based. All three of them are long term 'lifers' who qualify to be adopted into the Adams Family!

Do you feel part of the big Marex family too?

Unlike most boat suppliers we work hard to genuinely bond with our builders and with Marex we consider ourselves rather more an extension of Espen and Thomas and all the factory guys, rather than just 'another dealer'. We are honoured to represent and the supply the most award-winning craft of our lifetime and we now hold a shelf full of numerous awards credited to the design and building skills of Marex. Every new model we



Wessex Marine Boat Show Team



David Adams facts

- ▶ Had his first boat at the age of 16
- ▶ Established Wessex Marine in 1996
- ▶ The first sold boat — Scandinavian motorboat Skibsplast
- ▶ Wessex Marine got the award as the busiest dealer
- ▶ Became a Marex dealer in autumn 2010



David and Guy Adams with Espen Aalrud

put afloat is a candidate for whatever plaudits the industry has on offer. And when it comes to sharing product development and warranty support with parts and feedback, the co-operation is so complimentary that we are able to 100% focus on the best after-sales attention.

Is the emotional aspect important in the yachting business? Do you need to love the boats you sell?

Most people who work in the marine business have to sell and promote what they are given. Wessex Marine has had the luxury of choosing what we sell and it does indeed help with the selling process. It's much easier to sell what we like and believe passionately in.

(Guy Adams adds) We definitely enjoy a unique privilege in the boat industry. We love the boats we sell!

Do you have a favourite Marex model?

The thought, design and skill of the concept of each model stands out, but when the new 310 Sun Cruiser made its debut, it was groundbreaking and set new standards in this sector of the industry. We also love how well finished they are directly from the factory — they always work “straight out of the shrink-wrap”. We both love the 360 Cabriolet Cruiser and its fabulous convertible cockpit format — it is as good as boats three metres bigger!

Do you get to use the Marex convertible cockpit a lot?

We are fortunate indeed at our location to offer year-round turnkey boating here at Salterns. Only 30 minutes offshore cruising away we have the world-famous Jurassic Coast and the second biggest natural harbour in the world for protected boating when the sea cuts up rough in winter. But yes, it's also mild enough all year to take full advantage of those brilliant, famous "curtain" covers on Marex models.

Wessex is renowned for its friendly advice and after-sales service?

One of the best examples of our full support is James May, the famous 'Captain Slow' in Top Gear and the Grand Tour. His original idea was to purchase a RIB as a first-timer, while his friend Hugo Andrae, the editor of Motorboat and Yachting helped guide his first steps afloat. May was impressed with space and comfort of the 310 Sun Cruiser, so along with Hugo's unbiased feedback and the trust put in the strong reputation of Wessex Marine, we helped him to make his choice. So now he is busy using his Marex and we look after it around his non-stop work schedules.



Guy Adams with James May on Marex 310 Sun Cruiser



UK Marex Owners Club

What support do you offer owners after sell?

All lucky owners can be free members of our UK Marex club, so kindly and generously run by Mr. Richard Hall. This is growing exponentially to be a genuine compliment to every owner's experience. To further support, we run a regular monthly valet service for local skippers. Our yearly spring refurbishment service has now become so popular that we have to limit it to a maximum of 15 boats per year. We can turn any older boat into a new one again after some hard graft — at Wessex we love our clients!

MAREX 310 SUN CRUISER

QUALITY ABOVE ALL

MAREX 310 SUN CRUISER IS AN ELEGANT AND SMART 31-FOOT BOAT FASHIONED ON CURRENT TRENDS AND CUSTOMER NEEDS. IT IS THE PERFECT CABIN CRUISER FOR FOUR GUESTS, DESIGNED TO DELIVER THE IDEAL COMBINATION OF COMFORT AND SPACE FOR FAMILIES AND FRIENDS.

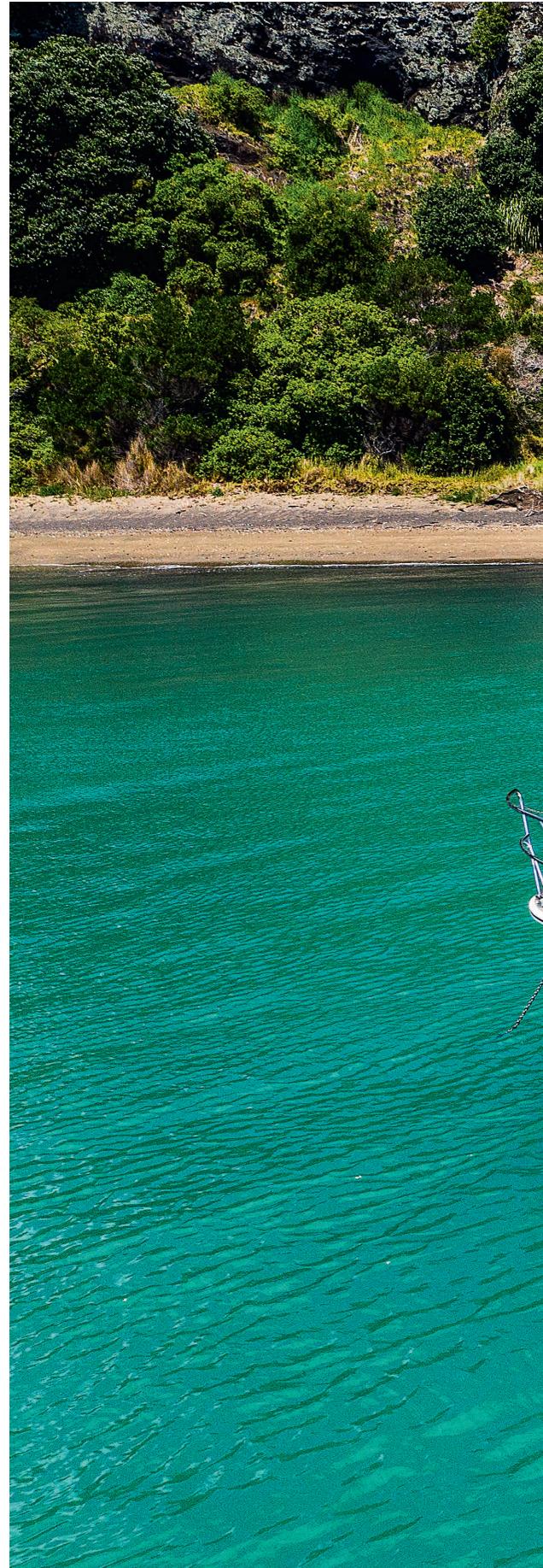
The 310 Sun Cruiser mixes a classic hull style with a sport spirit, rounded bow and smooth profile lines. As sleek as she looks, it's the Sun Cruiser's excellent ergonomics and clever use of space that really make the boat stand out in the marina. And as Marex is a family shipyard, the wishes of the customers are treated with reverence here.

STEP ABOARD AN INNOVATIVE CRUISER

Already in its 5th generation, the popular 310 line embodies the cruiser concept in the best possible way. The first stylish solutions to be experienced by guests are the practical swim platform benches. These are set to become your favorite place to relax on sunny days. Storage lockers beneath them can also

be used to keep fishing and scuba gear, plus mooring equipment etc.

Measuring in at a compact 9,46 metres in length, the 310 Sun Cruiser features a spacious cockpit/salon area. The extensive wrap-around seating is organized around a large folding table, in the center of which are handy drink holders. Together with a forward-facing co-pilot sofa, the 310 is an enormously enjoyable way of cruising with a big group of up to 10 guests. Also, it's possible to lower the dining table and easily convert the benches to create a perfect sun bed for a sunny day, or a sleeping berth for extra guests. Another sunpad can be found on the fore-deck. The wide side decks with high rails lead safely to it.



ON BOARD





The most interesting and innovative detail that distinguishes the 310 Sun Cruiser from similar pleasure boats is the cockpit canopy solution. It is the world's fastest system, which allows the side curtain to be closed quickly, by pulling it out from the side lockers around the cockpit. This allows guest to quickly open the cockpit to the sun, or close it in a sudden rain, while also prolonging boating season. In addition, two sliding sunroofs over the cockpit can be opened or closed in several positions, providing the necessary level of shading/sun.

GENEROUS ACCOMMODATION

The Marex 310 Sun Cruiser has won many awards, including Motorboat of the Year, European Powerboat of the Year and the German Design Award for its design, functionality and safety.

Judges were impressed by Marex's clever storage systems, where each centimeter has a practical purpose. Wide sidewalks, and high handrails (which are provides higher level of safety) and a protected transom door in cockpit, also impressed the industry.



ON BOARD



An innovative galley located on the lower deck is equipped with a sink, oven and gas hob and lot of storage systems, while the 230-litre fridge and freezer is hidden under the co-pilot seat. Thanks to the solar roof panels, it's possible to use them for long periods of time far away from shore power.

The boat has a uniquely sliding door with a retractable section that connects the galley to the cockpit in a social and complimentary way. It lets the chef cook while having a connection with the rest of the guests in the cockpit. Moreover, this layout lets in plenty of light to the lower deck and the locking door can be used as additional safety protection during the night.

There are two cabins on the lower deck with spacious double beds and wardrobes. Large hull windows and a master cabin skylight provide natural light and the feeling of space. Thanks to a large well-finished bathroom, all guests will have a high level of on-board comfort.

PROPULSION AND HELM

The 310 Sun Cruiser features an ergonomic panel equipped with a large chartplotter. Here, the captain's seat can be adjusted depending on the need to drive standing, or sitting.

A Volvo Penta D4 300 HP diesel engine, which is ideal for both calm waters and rough sea conditions, powers the standard version of the 310 Sun Cruiser. Marex also offers more powerful engine options, such as the D6-370 EVC or alternatives from Mercury with additional smart electronics.

The Marex 310 Sun Cruiser is ready to sail the waters of the world providing comfort and safety for family and friends.



TECHNICAL SPECIFICATIONS

Length	9,46 M
Beam	3,22 M
Draft	0,97 M
Weight	Approx. 4500 Kg
Fuel tank	440 L
Water tank	280 L
Engines options	Volvo Penta / Mercury
Max speed	Up to 36 knots
Cruising speed	Up to 27 knots
CE category	B



MAREX 360

CABRIOLET CRUISER

JOY IN LIVING AT SEA

THE PERFECT PARTY CRUISER

The Marex 360 CC is an open cabin cruiser which features one of the largest convertible cockpits in its class. It's the perfect location for sunbathing, sharing a meal, or throwing a party at sundown. The luxurious cockpit is spacious as well as comfortable, and there's space for up to 10 people to enjoy. "If you look at the seating, you can see how clever the layout it is," says Espen Aalrud. "All guests can see each other and feel social." The U-shaped sofa/table combination can be converted into two extra berths for sleeping, or it can be used as a solarium during the day. It's truly the perfect place to entertain.

Inside, the 360 CC's U-shaped galley with its flip-up worktop is perfectly equipped for gourmet cooking. Keen chefs can utilise a rich standard of kitchen equipment, including a 200-litre fridge, double sink, triple-burner gas hub and an ENO oven.

A handy door in the windscreen affords quick, safe and direct access to the fore-deck. Together with the wide side passages, the captain and guests can move easily around the boat. There's the option to enjoy the captain's view while cruising and use the teak deck as an additional table for the passenger.



THE DYNAMIC EXTERIOR OF THIS PLANING CRUISER WAS FASHIONED BY THE BEST DESIGNERS AND CONSTRUCTORS — NATURE ITSELF, WITH THE OFTEN HARSH AND RAPIDLY CHANGING SCANDINAVIAN WEATHERS AND SHORT-TERM WARM DAYS DICTATING THE HULL'S DESIGN. IT IS THE ABILITY TO FLEXIBLY ADAPT TO THE ENVIRONMENT THAT MAKES THE MAREX 360 CABRIOLET CRUISER A KING OF THE SEA.





“

A nice extra bench on the swim platform allows to enjoy a morning coffee

SUITABLE FOR DIFFERENT CONDITIONS

As several marinas and lakes have restrictions on boat size, the 360 CC can be delivered with either a long, or a short, swim platform. The short version of the Marex 360 Cabriolet Cruiser has a length of 10.99 metres with the 70 centimetres swim platform; the long version — 11.49 metres has a platform of 120 centimetres. At the same time, both platforms are endowed with a number of practical solutions for recreation and entertainment on the water.

“We collected our best development ideas, discussed the wishes of our customers and did a problem analysis,” says Espen Aalrud, CEO of the Marex shipyard. “For example, a swim platform is very often used to carry a tender on it,

but when it is on it, it blocks the ladder in the central part of the platform. That’s why we’ve moved the ladder to the port-side. You can lift the tender onto the 360 CC’s swim platform with a special hidden davit. We have also provided plenty of storage compartments here and guests get a nice extra bench where they can enjoy their morning coffee.”

A true convertible, the 360 CC features an innovative canopy and roof, which in a matter of seconds, forms a protective ‘tent’ over the cockpit. Thanks to the use of a specially designed curtain mechanism (the curtains can be quickly deployed from side storages concealed in the superstructure), the process of converting the boat to a cabriolet is quick and simple. This system has already proven to be the fastest in the world; you simply pull the canopy out and wrap it around the cockpit seating area and the whole area is protected from unpredictable weather.

LOWER DECK

The use of natural materials in the interior of the boat, such as teak wood, adds warmth and a homely feeling to the interior of the 360 CC — you can especially feel it on the lower deck where you can find generous accommodation.



ON BOARD

The master forward cabin features a double bed, plenty of storage space and a high ceiling of 192 centimetres. The midship cabin features a double bed, full-height wardrobe and comfy sofa in the entrance zone. Both cabins are bathed in natural light courtesy of the large deck windows.

In addition, there is a spacious bathroom in which it has a separate shower cabin with a bench.

CLEAN ERGONOMICS

Skipper-friendly ergonomics are part of Marex DNA. All the instrumentation and switchgear are close to hand and easy to read on the dashboard. Anti-reflective finishes guarantee a safe cruising adventure while providing a modern look to the helm with two 12" chartplotters mounted in.

Marex offers several motorisation options: a single Volvo Penta D6 with 440 hp, capable of accelerating the boat to 31 knots, and pair Volvo Penta D4 of 300 hp, which increase the maximum speed to 40 knots. Alternatives to the Swedish engines are two Mercury Diesels, or Yanmars with outputs of 260 or 320 hp.

The Marex 360 Cabriolet Cruiser is a boat that is well suited to both coastal and inland cruising and features a wide range of comfort, amenities and innovative ideas.



TECHNICAL SPECIFICATIONS

Length (short/long platform)	10,99 M/11,49 M
Beam	3,49 M
Draft (single/twin engine)	1,1 M / 0,97 M
Weight	7 700 Kg
Fuel tank	750 L
Water tank	350 L
Engines options	Volvo Penta / Mercury
Max speed	Up to 36 knots
Cruising speed	Up to 24 knots
CE category	B



ON BOARD

MAREX 375

THE POCKET SUPERYACHT





THE MAREX 375 OFFERS A UNIQUE EXPERIENCE ON THE WATER THAT IS IMPOSSIBLE TO FORGET. AT AN EXCITING 12 METRES IN LENGTH, YOU ARE GUARANTEED A GREAT MIX OF INDOOR AND OUTDOOR SPACES, ALL DESIGNED FOR THOSE WHO WANT TO SPEND A LONG WEEKEND IN COMFORT. WITH THE ABILITY TO SLEEP UP TO 6 GUESTS (WITH EXTRA BERTHS), THE MAREX 375 IS THE PERFECT CLOSED CRUISER.





“

Slide the salon sunroof open and let the wind play with your hair while cruising

Although the Marex 375 is a cabin cruiser, it offers guests a fantastic feeling of being a much bigger yacht. It strikes the perfect balance between design and functionality, aesthetics and practicality — for example, the huge bench seat on the swim platform also serves as an impressive deck storage unit for mooring equipment, or water toys.

Like the other Marex models, it is the result of a collaboration between Marex engineering and design team. When creating this model, the shipyard's team extensively collected feedback from the existing Marex owners in order to understand their wants and needs. Based on the highlights of its predecessors, the Marex 375 has a wealth of design fea-



tures that make it even more multifunctional, versatile and smart.

The main deck's layout is very efficient and convenient. It's a social area where all zones (including a cockpit, salon with kitchen, sunpad and relax swim bench) area nicely connected to the water.

With a focus on usable space, the Marex 375 offers two large dining areas in the open cockpit, or a closed salon

where you can enjoy the weekend with up to 8 friends and family. Both the cockpit and salon tables are transformable and can be easily expanded. Also, the reversible co-pilot seat can quickly add another seat option for the dining table.

Ever mindful of practicality, the 375 cockpit can be easily protected by closing the sliding hardtop and quickly deploying Marex unique canopy system. Curtains pull out from the vertical side lockers in the superstructure and can be closed within a matter of seconds. Whatever the weather, guests can enjoy boating while being able to easily change the fun open boat ambience to a comfy enclosed yacht.

DESIGNED FOR THE FAMILY

All Marex boats are built safe, so alongside the feeling of protection in the cockpit, the side passages are easy to walk along thanks to the handrails and handgrips. Guests can also enjoy how convenient and safe the family-friendly access to the foredeck area is (which features a large sunpad).

As usual, the attention to quality and detail is unrivalled. For example, clever retractable dining table stools keep the salon's passageway free — they can be hidden under the table when not in use. Also, there are four innovative lockers that keep the 375's passageways safe and clear enabling the fenders to be constantly attached to the boat. They can be deployed quickly and easily — perfect for the lone skipper. For that open yacht feeling, slide the salon hardtop open and let the wind play with your hair

ON BOARD



while cruising. Add an even more breezy experience by opening the side windows — the Marex 375 can really be opened up for that open-air ambience.

Covers over the hob and wooden boards on the sink, double the useful space on the galley's compact counter-top. Also, owners can use optional solar panels mounted on a roof to power the fridge and other equipment when away from shore power.

Comfort in the spacious forward cabin, or midship cabin with its extra sofa, allows guests to relax in the lower deck. With a double bed, wardrobes and huge storage areas in both cabins, time here with loved ones will be unforgettable. The separate shower with bench increases the 375's homely feeling, too.



ENGINES OPTIONS

An elegant helm provides the essential Marex experience. Here, it's possible to adjust the wheel for a standing or sitting driving style, and regulate your seat's position by means of a bolster support.

There are several engine options for the 375, including shaft drives, or stern-drives; single engine or twin, and from 400 to 600 horsepower. Extensive soundproofing reduces noise levels in all the guests' areas regardless of the engine choice.

TECHNICAL SPECIFICATIONS

Length	12,05 M
Beam	3,55 M
Draft	1,05 M
Weight	7,700 Kg
Fuel tank	700 L
Water tank	340 L
Engines options	Volvo Penta / Mercury
Max speed	Up to 30 knots
Cruising speed	Up to 25 knots
CE category	B



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