

METS TRADE

MARINE
EQUIPMENT
TRADE
SHOW

EXHIBITOR IN THE SPOTLIGHT

15 - 16 - 17
NOVEMBER 2022
RAI AMSTERDAM

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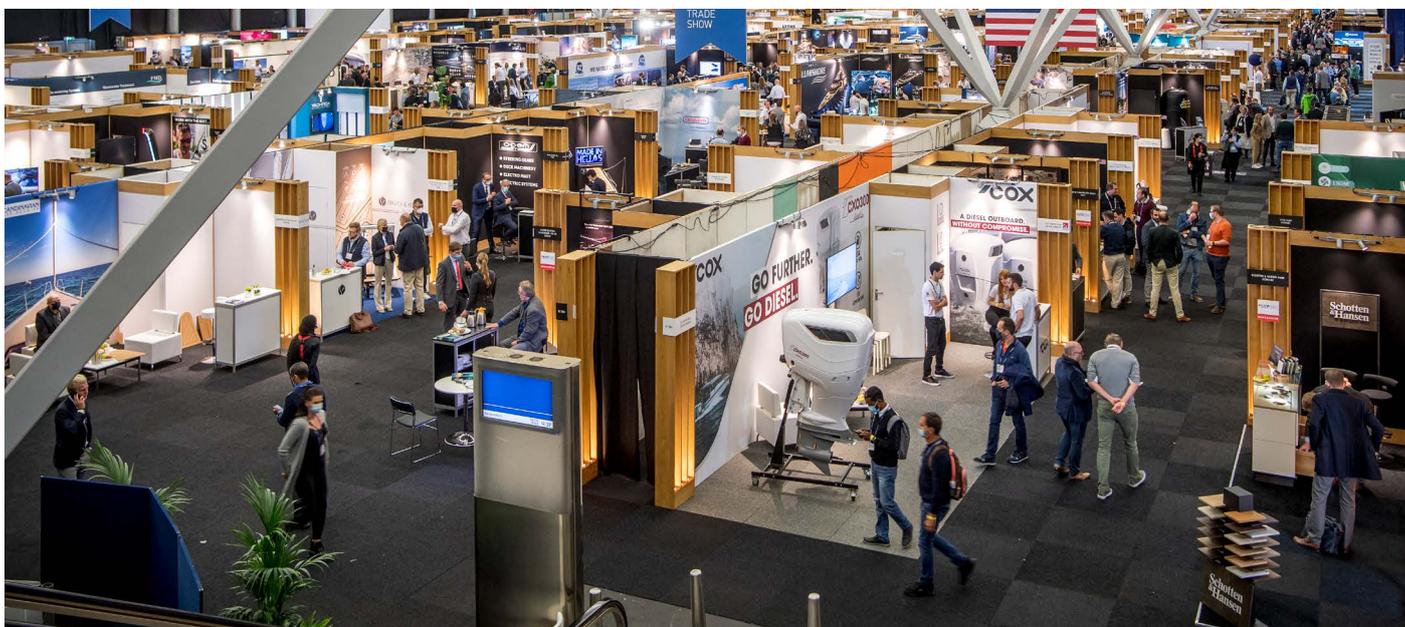


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Meet 3A Composites, exhibitor at METSTRADE 2022. In this case study 3A Composites tells us about their company and explains why it's beneficial for them to exhibit at METSTRADE, what they will be showcasing at this year's show and much more!

3A Composites Core Materials is a global organizational unit within the 3A Composites Group, part of Schweizer Technologies (SIX Swiss Exchange: SWTQ). They are pioneers and a global leader in sandwich composite technology with more than 80 years of experience.

What products are you offering?

We offer a broad range of high-quality core materials with focus on PET foams and balsa wood.

Tell us about your company - what are your specialisms and what geographical area do you operate in?

3A Composites Core Materials is a global organizational unit within the 3A Composites Group, part of Schweizer Technologies (SIX Swiss Exchange: SWTQ). We are pioneers and a global leader in sandwich composite technology with more than 80 years of experience. Our portfolio consists of high-performing, robust, reliable, yet lightweight and sustainable core materials with main focus on PET foam and balsa wood.

CERTAINLY, EVERYBODY GOT USED TO ONLINE MEETINGS, HOWEVER, THEY HAVE A LIMIT AND DO NOT REPLACE FACE-TO-FACE MEETINGS WHERE THE INTERACTION IS JUST MORE NATURAL".

Our operations are located in Europe (Switzerland, Poland), the Americas (NC and KY), China (Shanghai and Changzhou), Ecuador and Papua New Guinea that make our AIREX® foams, BALTEK® balsa wood composite materials as well as FOREX® / SMART-X® display solutions globally manufactured and locally available.

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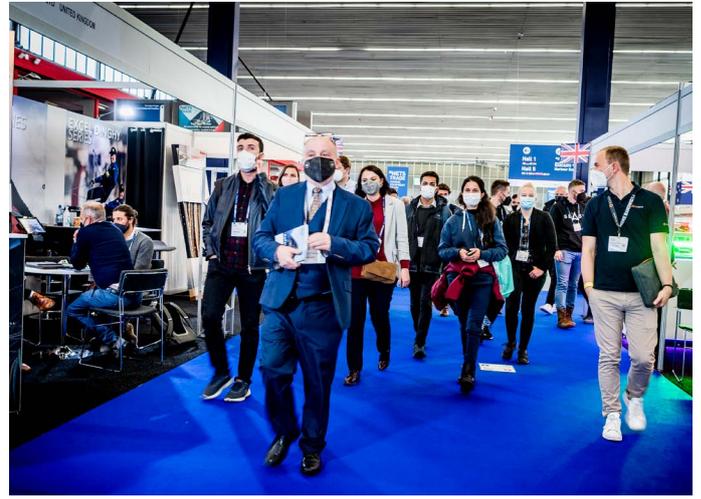


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What is your main reason to exhibit at METSTRADE?

Our main reason exhibiting at the METSTRADE show is to meet our existing customers as well as to present our sustainable core materials to new potential customers in the marine sector. The METSTRADE show is just the right place to be and a great opportunity to meet and greet!



THE METSTRADE SHOW IS JUST THE RIGHT PLACE TO BE AND A GREAT OPPORTUNITY TO MEET AND GREET!"



Who are your target audience and how does METSTRADE cater to them?

Our target audience are boat builders who think 'green' – environmentally conscious and interested in sustainably produced and recyclable core materials for their innovative marine components and constructions.

What will you be showcasing this year at METSTRADE?

We will present our innovations that provide improved Total Cost of Ownership and help to save resin uptake that directly leads to weight reduction.

What challenges did your company face during the global COVID-19 pandemic?

It has been challenging maintaining the supply chains and keeping the working environment for our staff safely. It was also demanding to keep the personal contact with our customers and partners. Certainly, everybody got used to online meetings, however, they have a limit and do not replace face-to-face meetings where the interaction is just more natural.

What are you looking forward to most for this year's METSTRADE?

We are looking forward to meeting with our existing and potential new customers having many of interesting discussions with them. And for sure, to getting to know the latest innovations on the market.



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Diab

Meet Diab Group, exhibitor at METSTRADE 2022. In this case study Diab Group tells us about their company and explains why it's beneficial for them to exhibit at METSTRADE, what they will be showcasing at this year's show and much more!

Diab helps the customer to make products and manufacturing processes more competitive and sustainable by offering industry-leading competence together with the broadest range of stronger, lighter and smarter structural core materials and kitting solutions.

What products are you offering?

Diab provides a wide range of structural core materials for optimized sandwich design for different markets – marine, wind, aerospace, and other industrial applications. Each grade of PVC, PET, PEI, PES and Balsa cores provides specific characteristics suitable in various conditions. With Diab's different finishing and kitting solutions you can optimize the weight, cost and quality of the end product. Diab also offer different services within Diab Application Center - a powerful team with engineers, product specialists, and process specialists ready to team up with you to realize the total value of composites.

Tell us about your company - what are your specialisms and what geographical area do you operate in?

Diab helps the customer to make products and manufacturing processes more competitive and sustainable by offering industry-leading competence together with the broadest range of stronger, lighter and smarter structural core materials and kitting solutions. With over 70 years of experience, a global presence for local needs and an optimal supply chain, we are a trusted and committed partner from start to finish.

Ensuring security of supply, cost efficiency, flexibility and local support, Diab combines a global manufacturing, sales, and engineering presence with local know-how. Our eight manufacturing sites and fourteen sales companies in strategic locations around the world offer our full range of materials and services.

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Who are your target audience and how does METSTRADE cater to them?

Our target audience are boatbuilders. METSTRADE is the world's largest trade exhibition of marine equipment and materials so it's the perfect place to be to meet our customers and reach the target audience.

METSTRADE IS THE WORLD'S LARGEST TRADE EXHIBITION OF MARINE EQUIPMENT AND MATERIALS SO IT'S THE PERFECT PLACE TO BE TO MEET OUR CUSTOMERS AND REACH THE TARGET AUDIENCE. WE ARE MOST LOOKING FORWARD TO MEET THE VISITORS AND OUR CUSTOMERS FACE TO FACE AGAIN AFTER THE PANDEMIC. AND OF COURSE, TO PRESENT OUR LATEST PRODUCTS AND SERVICES FOR THE MARINE MARKET!

What is your main reason to exhibit at METSTRADE?

The marine market is one of our top business areas. We have long experience of sandwich solutions for marine applications (powerboats, sailing yachts, navy ships & patrol boats, ferries, rescue boats, subsea structures, etc.) and have optimized core materials for all marine applications.

What will you be showcasing this year at METSTRADE?

Our product highlights and services for the marine market! We will also present some really interesting product news making marine applications lighter than ever...

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What challenges did your company face during the global COVID-19 pandemic?

The COVID pandemic has been a sort of rollercoaster for many industries, starting by a forced lockdown, followed by operational restrictions and a high level of uncertainty, and on top of that the present global challenges in a very tight supply chain. Some industries have navigated through convulse times with better outcome than others. It has been tough times for Aerospace, whereas Marine Industry has experienced a rebound year in 2021 with robust demand that seems to continue in 2023. The recent events in Eastern Europe only add more complexity and uncertainty to the global picture, with obvious huge threats but also maybe some opportunities.

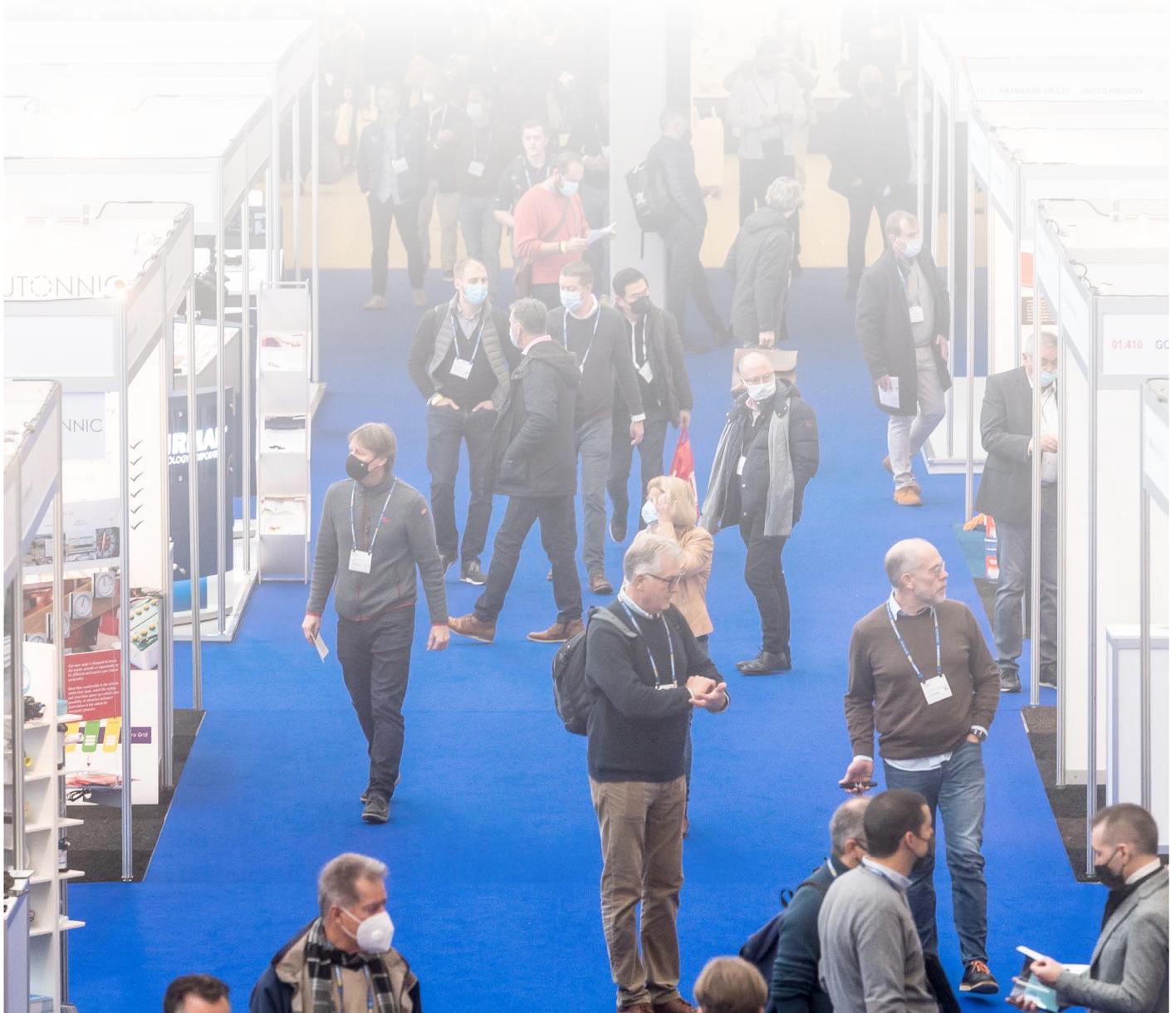
What are you looking forward to most for this year's METSTRADE?

To meet the visitors and our customers face to face again after the pandemic. And of course, to present our latest products and services for the marine market!

Contacts at Diab

Javier Martinez, Sales Manager Europe Diab Group, email: javier.martinez@diabgroup.com

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MARINETEK

Meet Marinetek, exhibitor at METSTRADE 2022. In this case study Marinetek tells us about their company and explains why it's beneficial for them to exhibit at METSTRADE, what they will be showcasing at this year's show and much more!

Marinetek is an internationally recognized brand name for premium marinas and advanced floating solutions. Marinetek specializes in manufacturing and sales of equipment for marinas and nautical ports.

What products are you offering?

Marinetek is an internationally recognized brand name for premium marinas and advanced floating solutions. Marinetek specializes in manufacturing and sales of equipment for marinas and nautical ports. We offer floating concrete, steel, aluminium and wood structures as well as other marine equipment. We offer our customers know-how and turnkey services from construction, manufacturing and installation to the maintenance and modernization of marinas. Our company offers a wide range of pontoons, from light wood pontoons to heavy breakwaters, as well as a wide range of standard and safety equipment for pontoons and marinas.

**WE LOOK FORWARD TO MEETING BUSINESS PARTNERS FROM
DIFFERENT PARTS OF THE WORLD**

Tell us about your company - what are your specialisms and what geographical area do you operate in?

The Marinetek Headquarters are located in Helsinki, Finland. We mainly operate in the Mediterranean - Croatia, Greece, Italy, Malta, Cyprus, Montenegro etc, but we certainly want to expand our business to other countries.

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Who are your target audience and how does METSTRADE cater to them?

Our target audience are the owners of marinas, seaports and community ports, as well as hotel owners who want to invest in nautical tourism. METSTRADE is a major trade fair where we're able to meet with other companies in our branch and discuss possibilities of cooperation.

What is your main reason to exhibit at METSTRADE?

The main reason for exhibiting at METSTRADE is meeting with our partners and establishing new business relationships. It's also a great opportunity to present our projects and opportunities and to learn about new trends in the maritime world.

What will you be showcasing this year at METSTRADE?

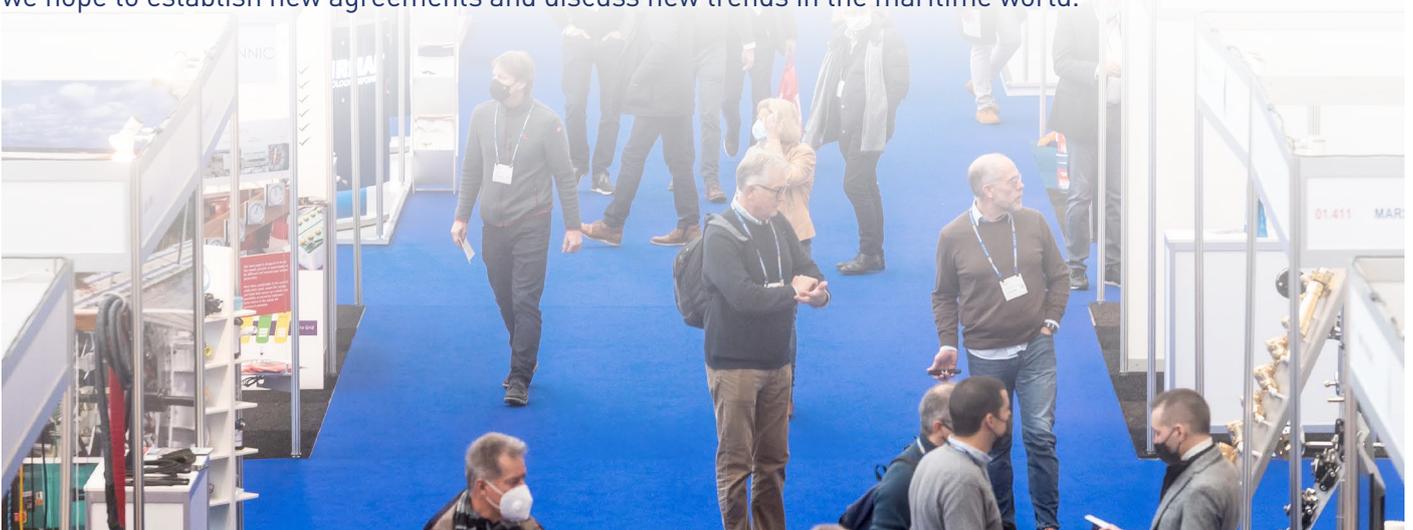
Marinetek will present new projects and innovations that we are working on. Our innovative solutions are environmentally friendly and will probably be interesting to our partners. We look forward to meeting business partners from different parts of the world.

What challenges did your company face during the global COVID-19 pandemic?

During the global COVID-19 pandemic we had some delays in distribution and some projects were postponed, but generally the COVID-19 pandemic did not affect us.

What are you looking forward to most for this year's METSTRADE?

We look forward to meeting with new business partners and we hope to present our new projects. Of course, we hope to establish new agreements and discuss new trends in the maritime world.



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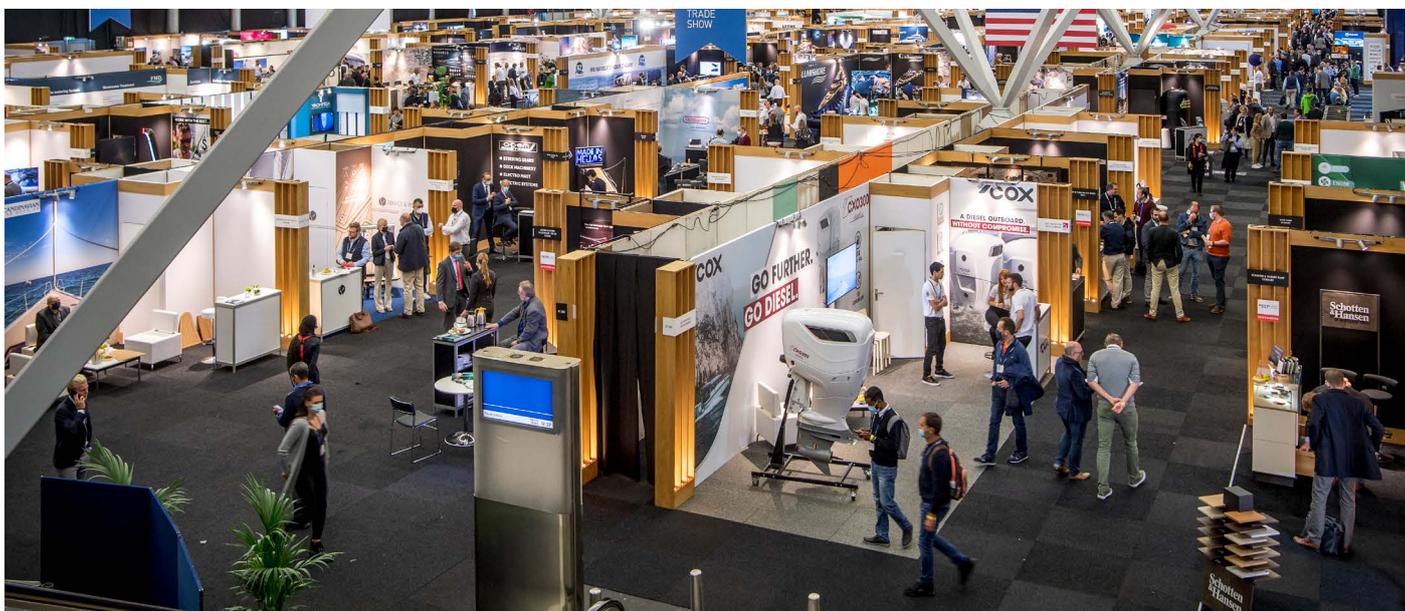


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Marlow

Meet Marlow Ropes, exhibitor at METSTRADE 2022. In this case study Marlow Ropes tells us about their company and explains why it's beneficial for them to exhibit at METSTRADE, what they will be showcasing at this year's show and much more!

Marlow Ropes supplies rope for running, rigging and mooring applications on all vessels from dinghies to superyachts. They also provide a wide range of lines for extreme sports such as windsurfing and kitesurfing.

What products are you offering?

We supply rope for running, rigging and mooring applications on all vessels from dinghies to superyachts. We also provide a wide range of lines for extreme sports such as windsurfing and kitesurfing.

Tell us about your company - what are your specialisms and what geographical area do you operate in?

In the leisure marine market, Marlow is available globally. Marlow specialises in ropes for all types of yachts whether they be sailing yachts or motor boats. We also have a specialist range which is catered to the racing fleets around the world: MGP (Marlow Grand Prix). We are also one of the first companies to make ropes made from rPET (Recycled Polyester) and one of the first to adapt the sustainable Bio Dyneema range as sustainability is a key part of our goals now and in the future.

BEING ABLE TO SEE CUSTOMERS FACE-TO-FACE AGAIN NOW THAT TRAVEL HAS STARTED TO OPEN UP IS SOMETHING WE REALLY LOOK FORWARD TO AT THIS YEAR'S METSTRADE

Who are your target audience and how does METSTRADE cater to them?

Our target markets are all types of verticals from distributors through to OEM's and everything in-between. We often meet project managers, designers and buyers at METSTRADE who all come to see what is new.

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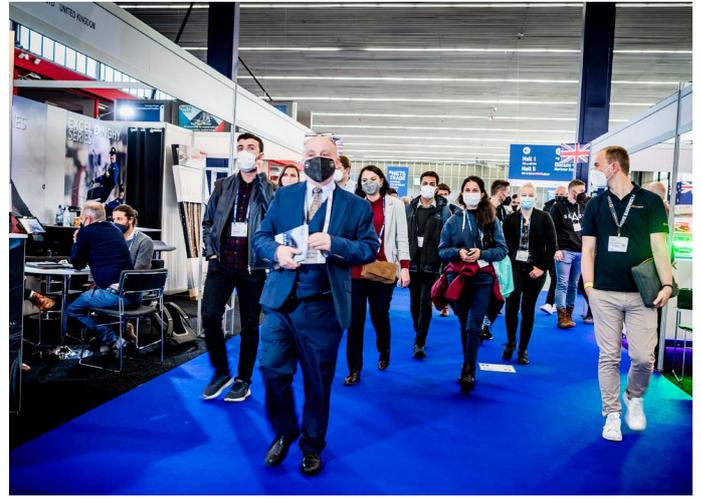


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What is your main reason to exhibit at METSTRADE?

Meeting existing distribution customers and looking for new partners in markets we are not currently represented in.

What will you be showcasing this year at METSTRADE?

Our full range of lines for the leisure marine market will be on display and we are working on some new product which will be announced closer to the time.

What challenges did your company face during the global COVID-19 pandemic?

COVID lockdowns were difficult mainly due to disrupted supply of raw materials and managing our factory staff while our sales managers worked remotely. The market slowed down a little for us but as we have global representation, we were able to keep sales at a reasonable level as when one market closed down another one would open up.

What are you looking forward to most for this year's METSTRADE?

Being able to see customers face-to-face again now that travel has started to open up. We exhibited last year during the 2021 show with a reduced number of people on our stand and it was great to see the customers that were able to make it.



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Meet Opacmare, exhibitor at METSTRADE 2022. In this case study Opacmare tells us about their company and explains why it's beneficial for them to exhibit at METSTRADE, what they will be showcasing at this year's show and much more!

Opacmare are specialised in design and manufacturing of all on-board complex movement mechanisms (doors, hatches, garage door opening systems, cranes etc. widely using hydraulic and mechatronic systems).

What products are you offering?

Our main products are gangways (aluminium, stainless steel, box, swivelling and multifunctional), doors (manual, automatic and weather tight), hatches, companionways and windows, King and Beach Stepladders, Lifting Systems (cranes, tender lifts, S.A.F.E., Evo Tenderlift and Sliderlift), Transformer® and Evo Transformer, Balconies, Opening Systems, Springboards and Teaky Beach, Seats, Accessories and Boating Furniture.

Tell us about your company - what are your specialisms and what geographical area do you operate in?

We are specialised in design and manufacturing of all on-board complex movement mechanisms (doors, hatches, garage door opening systems, cranes etc. widely using hydraulic and mechatronic systems).

WE CONSIDER METSTRADE AS EUROPE'S NUMBER 1 TOP-NOTCH EXHIBITION AND THINK WE CAN'T MISS SUCH AN IMPORTANT WORLDWIDE SHOWCASE. JUST LIKE PREVIOUS YEARS, WE WILL INTRODUCE MANY INTERESTING INNOVATIVE PRODUCTS FOR THE NAUTICAL MARKET AT THIS YEAR'S SHOW.

Who are your target audience and how does METSTRADE cater to them?

We target the most important shipyards all over the world. Being at METSTRADE, might open up possibilities to implement new strategies to become more attractive to visitors.

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What is your main reason to exhibit at METSTRADE?

We consider METSTRADE as Europe's number 1 top-notch exhibition and think we can't miss such an important worldwide showcase.

What will you be showcasing this year at METSTRADE?

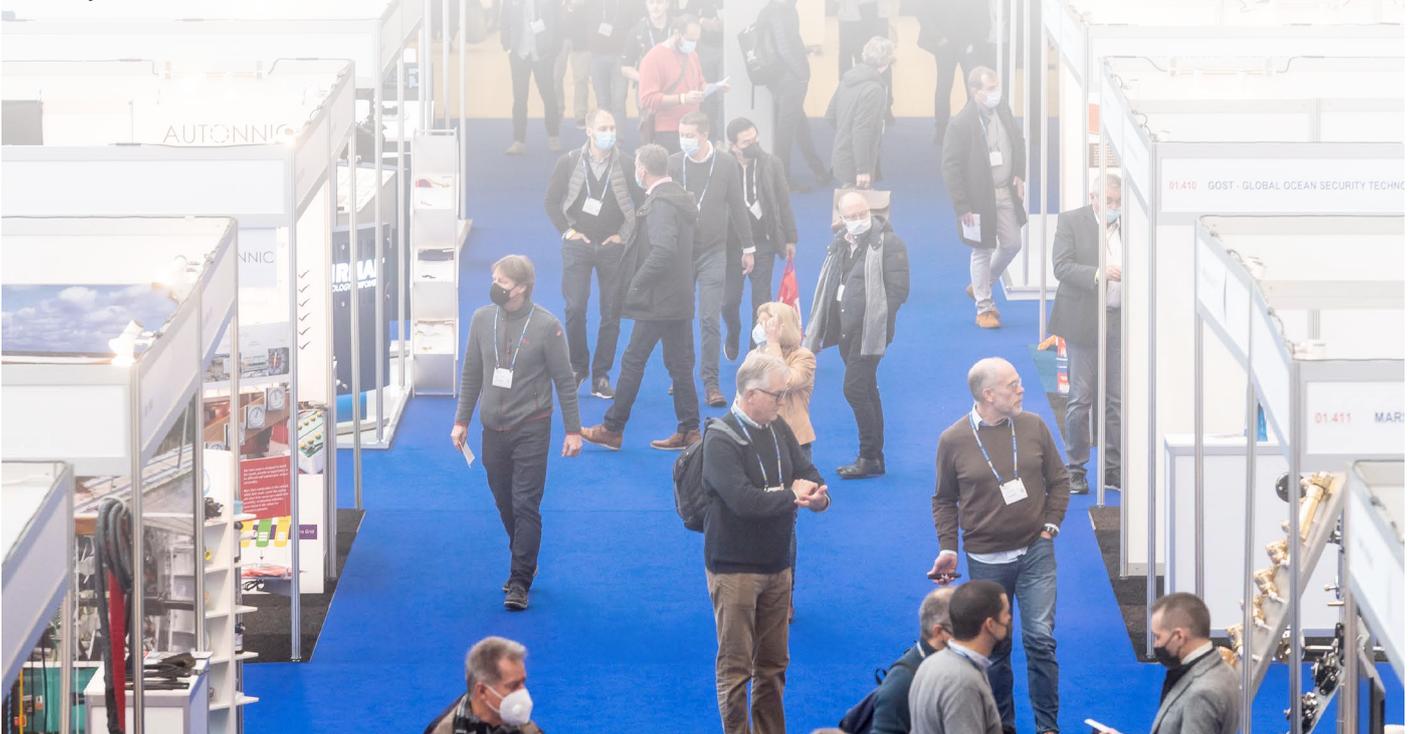
Groundbreaking transom shifting systems and new automatic doors.

What challenges did your company face during the global COVID-19 pandemic?

Managing the staff turnover during the pandemic peaks turned out to be the real challenge. Sick leaves forced us to continuously rearrange the production process. Nevertheless, right in the middle of such a bad situation, we thought about the post-pandemic and invested 6 million euro in new machinery.

What are you looking forward to most for this year's METSTRADE?

Just like in the previous years, we will introduce many interesting innovative products for the nautical market at this year's METSTRADE in November.



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RONDAL

Meet Rondal, exhibitor at METSTRADE 2022. In this case study Rondal tells us about their company and explains why it's beneficial for them to exhibit at METSTRADE, what they will be showcasing at this year's show and much more!

Rondal was founded in 1976 and has a deeply engrained tradition to design, engineer and build some of the world's best composite spars and components for the industry's most outstanding superyachts.

What products are you offering?

With over 45 years of experience in creating superyacht spars, Rondal has more recently evolved into a carbon fibre specialist; building spars and components for a global array of award-winning superyacht builders. Our spars, composite components, winches and deck equipment have proven themselves to be of engineering excellence, superior craftsmanship, and reliable seaworthiness.

METSTRADE IS THE LARGEST B2B MARINE EQUIPMENT EXHIBITION, OFFERING US THE PERFECT OPPORTUNITY TO CONNECT WITH INDUSTRY PROFESSIONALS. THE SHOW PROVIDES A UNIQUE PLATFORM FOR ENGAGING IN CONVERSATIONS WITH OUR NETWORK ABOUT INDUSTRY TRENDS, DEVELOPMENTS – AND, OF COURSE, A PLATFORM TO GENERATE NEW BUSINESS

Tell us about your company - what are your specialisms and what geographical area do you operate in?

Rondal was founded in 1976 and we have a deeply engrained tradition to design, engineer and build some of the world's best composite spars and components for the industry's most outstanding superyachts. We are a team of over 65 craftsmen and trade apprentices, dedicated to honoring our traditions of excellence whilst

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continuing to push new boundaries in superyacht composite development. Rondal was originally founded to meet market demand for high-quality aluminium spars and hatches. Over the last 25 years, Rondal evolved into a carbon fibre specialist, with a wide-ranging product portfolio.

Who are your target audience and how does METSTRADE cater to them?

Rondal's target audience consists of a variety of industry professionals who are looking for high performance carbon products.

OUR BIGGEST CHALLENGE DURING THE PANDEMIC HAS BEEN THE LACK OF FACE-TO-FACE CONTACT WITH OUR NETWORK. AS A SUPERYACHT SPAR- AND COMPONENT MAKER, WE BELIEVE IT IS CRUCIAL FOR US TO FULLY UNDERSTAND THE 'WHY?' OF EACH AND EVERY PROJECT

What is your main reason to exhibit at METSTRADE?

METSTRADE is the largest B2B marine equipment exhibition, offering us the perfect opportunity to connect with industry professionals. The show provides a unique platform for engaging in conversations with our network about industry trends, developments – and, of course, a platform to generate new business. This year, we will showcase our latest winch and hatch designs, among other exhibits, and we are looking forward to meeting clients and friends.

What will you be showcasing this year at METSTRADE?

Expect to see a comprehensive overview of our product range at Rondal's METSTRADE stand this year. We plan to showcase the latest innovations for the products that we supply. If you are keen to learn more about these latest developments, please make sure you visit our stand!

What challenges did your company face during the global COVID-19 pandemic?

Our biggest challenge has been the lack of face-to-face contact with our network. As a superyacht spar- and component maker, we believe it is crucial for us to fully understand the 'Why?' of each and every project. Through close collaboration and sharing a vision with our clients, we can surpass expectations. Our aim has always been to build and maintain longterm partnerships, and over the last two years, this was mainly reduced to connecting online. Looking back, we are proud to see the flexibility shown by our team, and their resolve to realize clients' dreams.

What are you looking forward to most for this year's METSTRADE?

We are looking forward to showcasing our latest technology, meeting with our network, friends, and partners, and creating memories at a memorable show.

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VEDDER

Meet Vedder, exhibitor at METSTRIDE 2022. In this case study Vedder tells us about their company and explains why it's beneficial for them to exhibit at METSTRIDE, what they will be showcasing at this year's show and much more!

Vedder operates in a global network with leading companies in the industry and is specialized in creating unique living spaces on land, at sea and in the air; worldwide.

What products are you offering?

Vedder is the reliable, innovative partner delivering turnkey solutions for the most luxurious and ambitious new build or refit projects.

Tell us about your company - what are your specialisms and what geographical area do you operate in?

Vedder operates in a global network with leading companies in the industry and is specialized in creating unique living spaces on land, at sea and in the air; worldwide.

AS THE BUSINESS WE ARE IN IS DRIVEN BY PEOPLE, WE BELIEVE THAT USING THE METSTRIDE PLATFORM AS A COMMUNICATION AND NETWORKING TOOL IS THE BEST USE OF IT

Who are your target audience and how does METSTRIDE cater to them?

Our main target audience are the refit and new build yards as well as owners representatives. The Superyacht Pavilion provides the perfect setting to network and to get the latest insights of the industry.

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What is your main reason to exhibit at METSTRADE?

METSTRADE is one of the two shows that we exhibit at, Monaco Yacht Show being the second. We feel that METSTRADE provides the platform to meet with the main players in the industry.

What will you be showcasing this year at METSTRADE?

As the business we are in is driven by people, we believe that using the METSTRADE platform as a communication and networking tool is the best use of it.

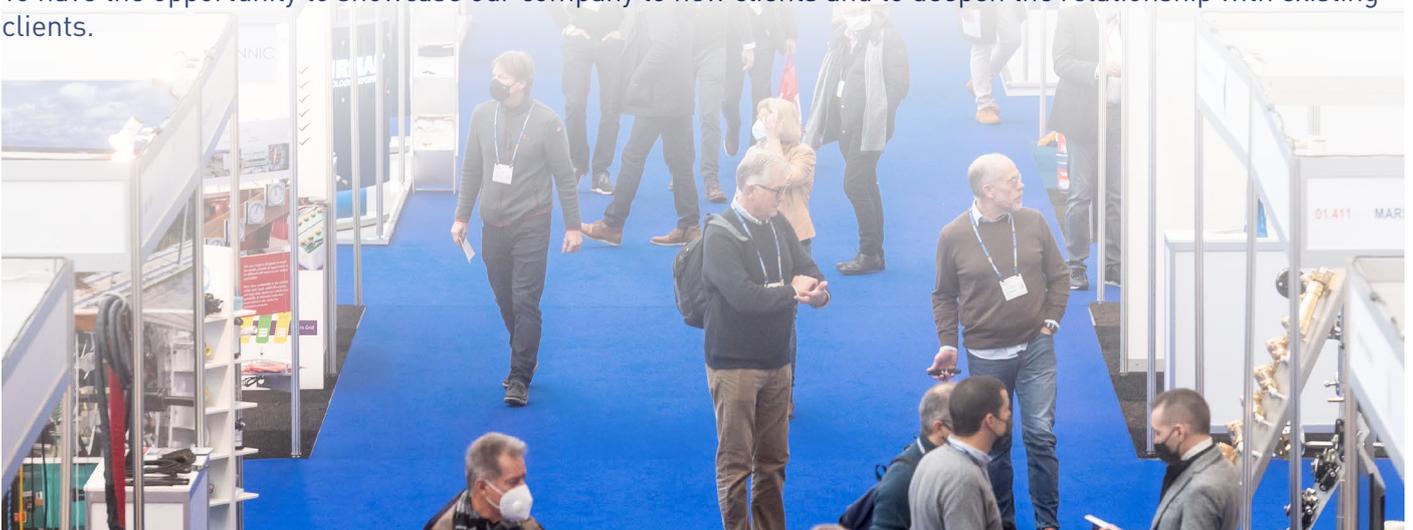
WE FEEL THAT METSTRADE PROVIDES THE PLATFORM TO MEET WITH THE MAIN PLAYERS IN THE INDUSTRY

What challenges did your company face during the global COVID-19 pandemic?

Probably the biggest challenge was/is to introduce, maintain and optimize the various measures to protect the health of our employees and to keep operations running. Thanks to our team's strict compliance, we were able to deliver all projects on time and at the quality level our clients are expecting from us. Furthermore, the widely varying travel restrictions were not always easy for us to handle as a globally operating company.

What are you looking forward to most for this year's METSTRADE?

To have the opportunity to showcase our company to new clients and to deepen the relationship with existing clients.



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Meet Webasto and Indel Webasto Marine, exhibitor at METSTRADE 2022. In this case study Webasto and Indel Webasto Marine tell us about their company and explains why it's beneficial for them to exhibit at METSTRADE, what they will be showcasing at this year's show and much more!

Webasto, expert in thermal management, roof & electromobility systems, and Indel Webasto Marine, the leading system supplier for high quality galley equipment, offer innovative solutions for marine applications.

What products are you offering?

Webasto and Indel Webasto Marine are leading systems' partners for mobility and comfort solutions. Indel Webasto Marine offers a wide product range of refrigerators and freezers, built-in and travel boxes, wine cellars, water boilers, safes as well as customized solutions for more comfort on board. Webasto offers complete comfort solutions based on our heating, cooling and roof & shading systems, ready for e-mobility with our CV high voltage standard battery.

METSTRADE IS A UNIQUE PLACE TO MEET MARINE ACTORS FROM ALL OVER THE WORLD. WE HOPE TO BE ABLE TO SHAKE HANDS AGAIN WITH CUSTOMERS FROM ALL OVER THE WORLD IN THE UNIQUE MARINE ATMOSPHERE OF METSTRADE

Tell us about your company - what are your specialisms and what geographical area do you operate in?

Our motto is: innovation and global presence. Innovation to better serve our demanding customers with the latest technology tested and supported by our automotive DNA. International service as it is an essential part of our customer excellence programs to support our customers in their journey around the world with our network supported by 50 locations worldwide.

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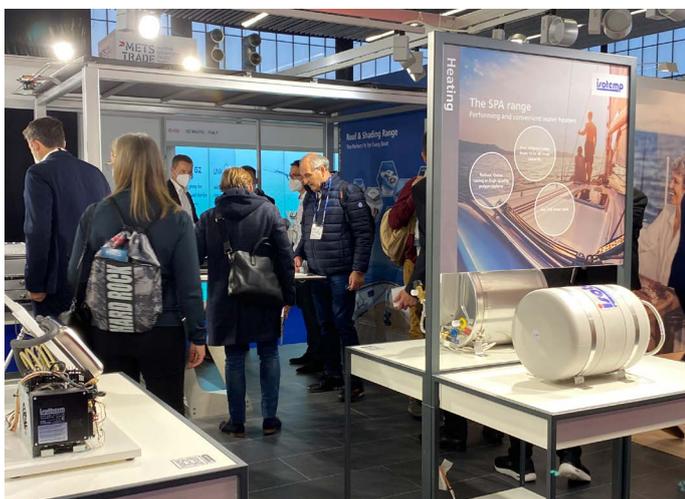


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Who are your target audience and how does METSTRADE cater to them?

We mainly aim to meet customers or prospects acting in shipyards, importers or retail companies.

What is your main reason to exhibit at METSTRADE?

METSTRADE is a unique place to meet marine actors from all over the world. This is a very dense and effective show concentrated in just 3 days. In addition, for us it is also the occasion to have our worldwide marine team together.

What will you be showcasing this year at METSTRADE?

This year we will have the chance to showcase again lots of new comfort solutions especially in refrigeration, air conditioning and roof & shading. Don't be shy, come and visit us on our booth!

What challenges did your company face during the global COVID-19 pandemic?

On top of the health impact on our employees, followed by an economic downturn except for the leisure economy, COVID-19 has posed significant challenges for supply chains globally. There is some light at the end of the tunnel, but the conflict in Ukraine is bringing a lot of uncertainty.

What are you looking forward to most for this year's METSTRADE?

We hope to be able to shake hands again with customers from all over the world in the unique marine atmosphere of METSTRADE.



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WESSEX

RESINS+ADHESIVES

Meet Wessex Resins & Adhesives Ltd, exhibitor at METSTRADE 2022. In this case study Wessex Resins & Adhesives Ltd tells us about their company and explains why it's beneficial for them to exhibit at METSTRADE, what they will be showcasing at this year's show and much more!

Wessex Resins & Adhesives Ltd. is a specialist formulator and manufacturer of epoxy systems. The company has been developing and manufacturing high-quality epoxy products since 1981. Our products are trusted for a wide variety of specialist applications.

What products are you offering?

Under license from Gougeon Brothers Inc., USA, we manufacture and market throughout the EMEA region, the three world renowned brands, WEST SYSTEM®, PRO-SET® and ENTROPY RESINS®. WEST SYSTEM epoxy is recognised as one of the leading general purpose marine grade epoxies in the world; PRO-SET composite products is a range of epoxies formulated for use in the composite industry (from laminating systems to infusion and adhesives - basically everything a composite manufacturer would need); and ENTROPY RESINS - a high performance bio-based epoxy used in a variety of applications, from coating and laminating at room temperature, compression moulding, to the production of water-clear, low-viscosity epoxy designed for casting, embedding, and high-build coating applications.

Tell us about your company - what are your specialisms and what geographical area do you operate in?

Wessex Resins & Adhesives Ltd. is a specialist formulator and manufacturer of epoxy systems. The company has been developing and manufacturing high-quality epoxy products since 1981. Our products are trusted for a wide variety of specialist applications. These range from adhesives that can be mixed, applied, and cured underwater, to our flooring adhesives, which include a specialist epoxy which has low smoke and low toxicity characteristics in the event of a fire. We also provide the renowned WEST SYSTEM® and PRO-SET® products. These durable, high-quality epoxies are the laminating, coating and adhesive systems of choice for naval engineers, boat manufacturers, chandlers, and private boat owners throughout the world. We have a family of over 32 distributors covering Europe, Africa, Middle East, and India.

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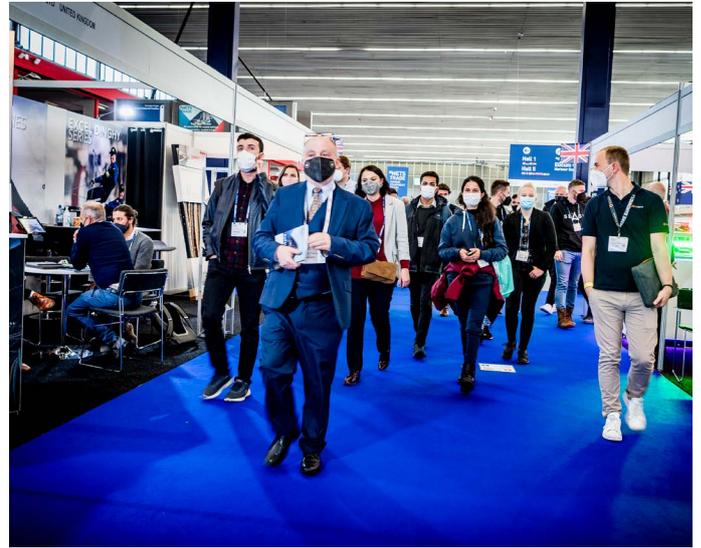


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Thanks to our expert knowledge and skills, we are also one of the very few companies able to develop bespoke epoxies for niche and unique applications. Our technical team and chemists will work with organisations to formulate customised solutions that meet individual requirements. Other organisations will partner with us as part of a 'toll manufacturing' arrangement, in which their own capabilities are augmented by our specialist equipment and over 4 decades of expertise in the field of resins and adhesives. In addition, we partner with many channel suppliers, who rely on the quality of our trusted products to meet the needs of their own customers. In all cases, we go the extra mile to share our expertise and first-class technical support services. Wherever possible, this extends beyond our partners to the end user.

Who are your target audience and how does METSTRADE cater to them?

Any end user for epoxy, whether coating, laminating or bonding, whether they be public or a trade organisation. We are also keen to further expand our distribution and stockist networks, so we are always delighted to discuss our products with everyone interested in selling or reselling our products.

AS A COMPANY WE ARE LOOKING FORWARD TO THE RETURN OF FACE-TO-FACE INTERACTIONS WITH OUR CUSTOMERS AND CONTACTS IN THE MARINE INDUSTRY. AT METSTRADE 2022 WESSEX RESINS & ADHESIVES LTD WILL BE SHOWCASING THE LATEST DEVELOPMENTS AND LONG-STANDING VIRTUES OF OUR PRODUCT RANGES. THERE ARE MANY EXCITING DEVELOPMENTS...

What is your main reason to exhibit at METSTRADE?

To present and promote the three brands WEST SYSTEM, PRO-SET and ENTROPY RESINS, together with the technical support we offer to all our end users, as well as gaining new customers and meeting with existing customers to discuss new projects and product developments. We have a vast distribution network across the EMEA countries and METSTRADE provides a focal point to meet face to face with them.

What will you be showcasing this year at METSTRADE?

At METSTRADE 2022 Wessex Resins & Adhesives Ltd will be showcasing the latest developments and long-standing virtues of our product ranges. There are many exciting developments such as new packaging for many of the retail packs within the WEST SYSTEM product range and additional new products such as the G/flex 655-1 small volume twin cartridge. In addition, in the PRO-SET range we have an excellent Epoxy Expanding Foam ideal for rudder and various void filling applications. On the PRO-SET custom formulated product side, we have added a range of bio-based epoxy formulations for Infusion, Laminating and adhesive applications.

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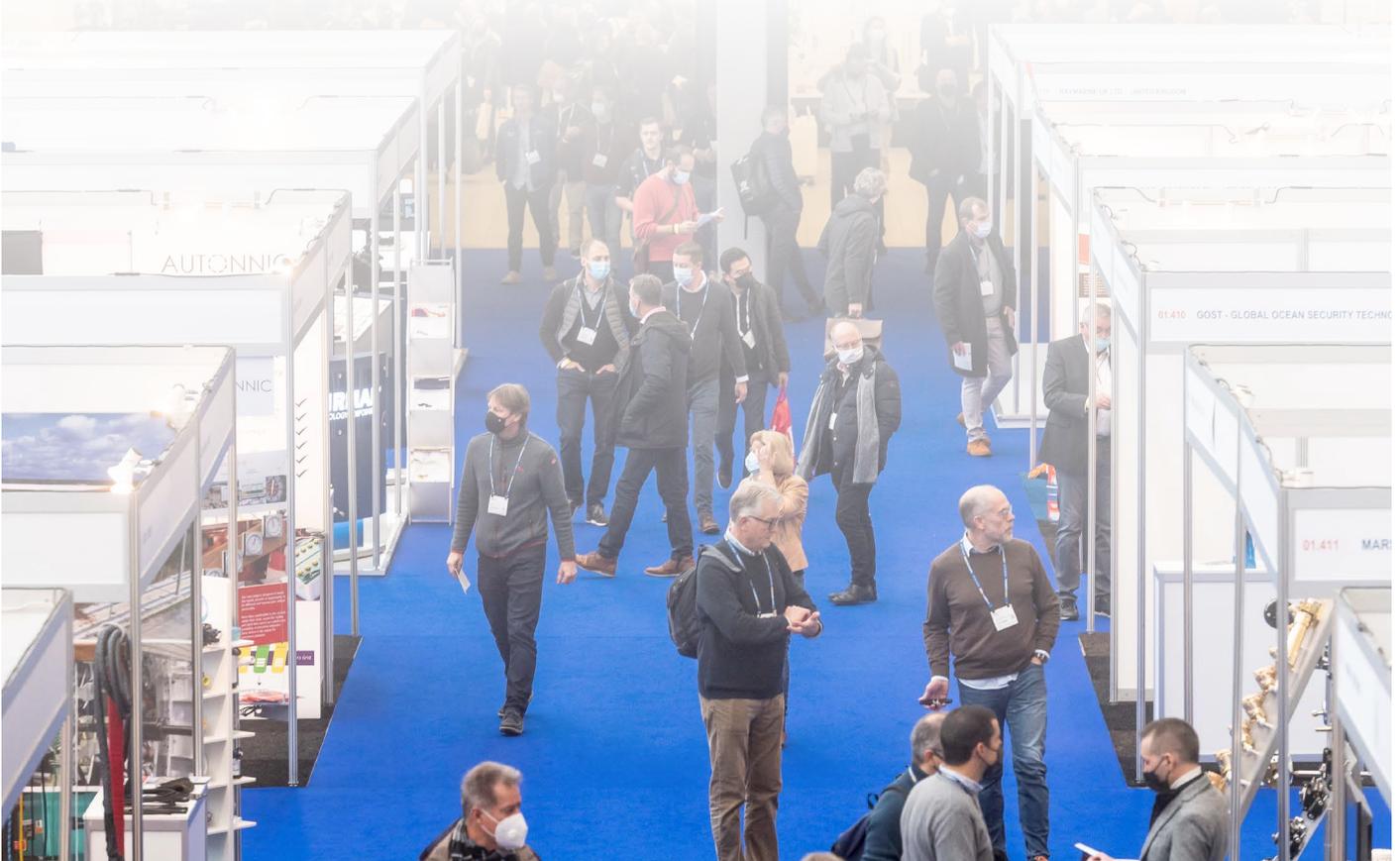


What challenges did your company face during the global COVID-19 pandemic?

Through the pandemic we have faced several challenges - raw material shortages and unprecedented price rises on the raw materials that are available. Couple this with the global shipping crisis, this has required some careful consideration from our team. Our purchasing team have been working flat out to ensure a steady supply of raw materials has been maintained. During the peak of these challenges, we adjusted production schedules moving some products to a manufacturer to order basis for short periods rather than making finish products for stock. Throughout the pandemic we have maintained supply to all customers ensuring their satisfaction.

What are you looking forward to most for this year's METSTRADE?

As a company we are looking forward to the return of face-to-face interactions with our customers and contacts in the marine industry and return to normality after the pandemic.



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Meet WhisperPower, exhibitor at METSTRADE 2022. In this case study WhisperPower tells us about their company and explains why it's beneficial for them to exhibit at METSTRADE, what they will be showcasing at this year's show and much more!

What products are you offering?

WhisperPower is offering smart and green power systems for on board power supply. Therefore we offer generators, power inverters, battery chargers, Lithium as well as lead batteries, alternator systems, solar power, and all related installation parts including the remote monitoring.

ONLINE VIDEO CALLING WILL NEVER REPLACE FACE TO FACE MEETINGS WHICH ARE VERY IMPORTANT TO UNDERSTAND WHAT OUR CLIENTS NEED AND TO EXPLAIN WHAT WE CAN OFFER. WE ARE LOOKING FORWARD TO MEET AGAIN WITH ALL OUR PARTNERS AND NEW POTENTIAL CLIENTS AT THIS YEAR'S METSTRADE

Reducing your fuel consumption while improving your carbon footprint, yet still having full comfort: this is what makes WhisperPower unique in its OctoPower system concept. Smart power systems with high class Lithium battery systems are able to store the power and supply power when needed. Your entire power system can be powered by the super inverters which supplies clean and pure sine wave AC voltage to your appliances. The batteries are to be charged via the shore power, solar, in- or outboard engines or the WhisperPower generator.

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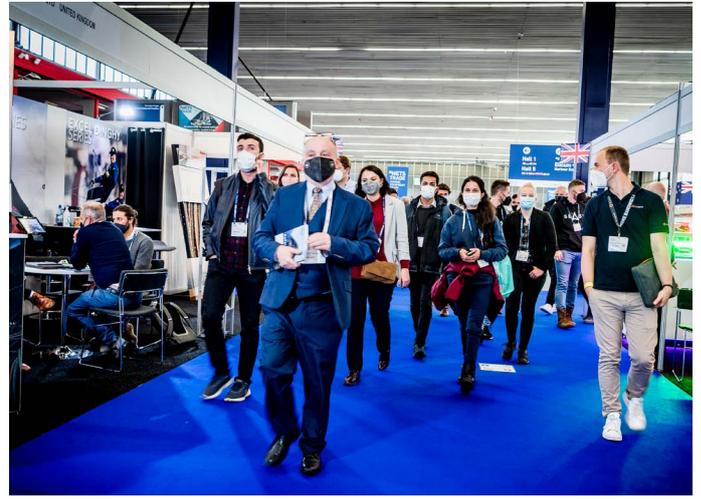


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Tell us about your company - what are your specialisms and what geographical area do you operate in?

We are selling and supporting our products globally to OEM boat builders, as well as in the aftermarket via our distribution network.

Who are your target audience and how does METSTRADE cater to them?

Our target audience are in first instance the OEM clients. Boatbuilders, engineers, purchasers who are looking around for the best products and solutions to make their boats better and smarter.

What is your main reason to exhibit at METSTRADE?

It is the place to be to meet with nearly everyone who is active in the marine market. A great opportunity each year again to showcase our brand and products.

What will you be showcasing this year at METSTRADE?

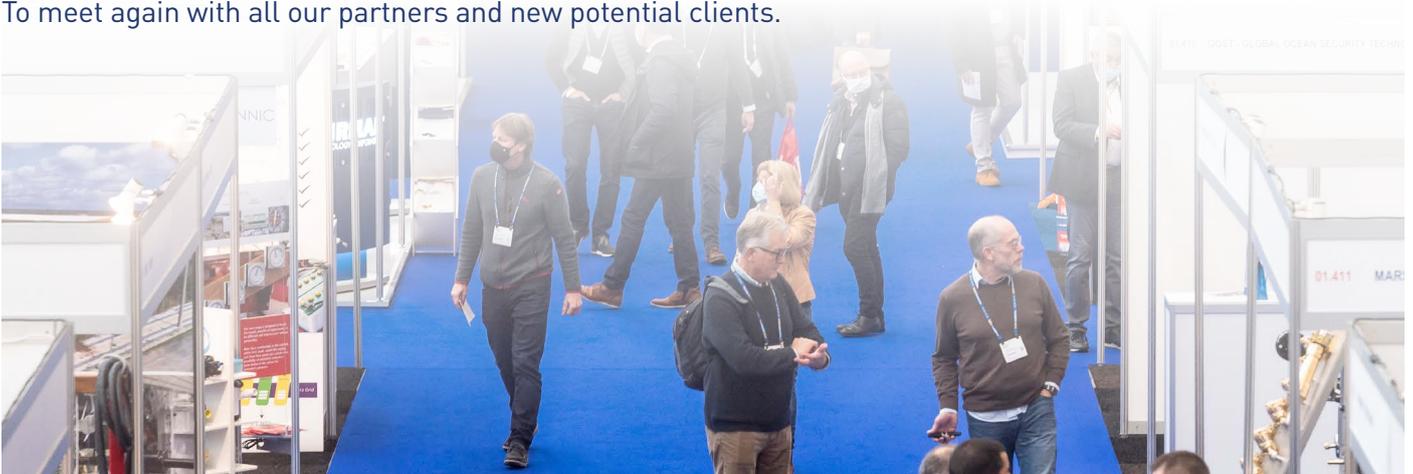
The WhisperPower hybrid power systems with the Lithium battery racks as heart of the system, and smart remote control to monitor the system remotely from wherever you are.

What challenges did your company face during the global COVID-19 pandemic?

To meet people, although we are getting used to finding our ways with online video calling as kind of alternative. But it will never replace the face to face meetings which are very important to understand what our clients need and to explain what we can offer.

What are you looking forward to most for this year's METSTRADE?

To meet again with all our partners and new potential clients.



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Are you curious about your opportunities at METSTRADE?
Click **here** to get in touch!

WHY EXHIBIT AT METSTRADE?

- ✂ Be present at the world's largest trade exhibition for marine equipment, materials and systems.
- 👁 Monitor your competitors: we have participants from every leisure marine industry segment, from superyachts to marinas & yards and construction materials.
- 📍 Connect with leisure marine professionals from 116+ different countries in Amsterdam.

BENEFIT FROM THE EARLY BIRD RATES BEFORE 1 MAY 2022!

Book your stand for the METSTRADE show before 1 May to benefit from the early bird rates. More information on the different Stand Packages, Prices and Specific Terms and Conditions for Event Participation is available on metstrade.com/exhibiting.

CAREFREE EXHIBITING

▶ **METSTRADE**

▶ **MYP** MARINA YACHT PAVILION

▶ **CMP** CONSTRUCTION MATERIAL PAVILION



Standard



Deluxe



Royal

▶ **SYP** SUPER YACHT PAVILION



Premium all-inclusive package (white or black)

FOR MORE INFORMATION
CLICK OR SCAN THE QR-CODE



EARLY BIRD RATES
BEFORE 1 MAY

STANDARD RATES
FROM 1 MAY

STANDARD	€ 397 PER M ²	€ 422 PER M ²
DELUXE	€ 443 PER M ²	€ 468 PER M ²
ROYAL	€ 471 PER M ²	€ 496 PER M ²

PRICES EXCL. REGISTRATION FEE OF € 495 PLUS VAT

EARLY BIRD RATES
BEFORE 1 MAY

STANDARD RATES
FROM 1 MAY

12 M ²	€ 7,656	€ 7,956
18 M ²	€ 11,448	€ 11,898
24 M ²	€ 15,192	€ 15,792
36 M ²	€ 22,680	€ 23,580