

Incorporating

SUPERYACHT PAVILION

[THURSDAY | 19 NOVEMBER | 2009]



Finscan founder Carlo Khamu has been busy with lots of enquiries



FINSCAN BIOMETRICS

THIS YEAR'S SHOW is proving successful for a small, new company from the other side of the world.

Finscan Marine Biometrics of Sydney, Australia, makes an innovative boat ignition system that uses fingerprint recognition rather than keys. "We finished development in January and decided to take a gamble by investing in a stand here at METS,"

says Finscan founder, Carlo Khamu. "We've had some good media coverage recently and been extremely busy with lots of good quality enquiries."

Finscan already supplies triple engine ignition units for Mustang Marine's 17m (55ft) sportscruisers and are in advanced negotiations with a number of European boatbuilders and a leading marine engine manufacturer.

PRACTICAL INFORMATION

FREE SHUTTLE BUS RAI - AIRPORT SCHIPHOL & DAM SQUARE

Next to the public transport services such as the trams, metro's and taxi's, you can also use the free of charge bus shuttle service. More details are available at the Information desks. The bus arrives and departs in front of the Eticum at Amsterdam RAI. FYI we have arranged for trams to run more frequently during our rush hour.

FREE WI-FI

As an additional service this year, we offer free WIFI to visitors and exhibitors. To access the WIFI services, you need a WIFI enabled device, such as a laptop or PDA. If you do not possess such a device you can use one of the computers in our cyber corners - also free of charge.



COLOUR CODED BADGES

In order to simplify networking opportunities, all visitors are wearing badges with a coloured strip. These colours indicate the following professional fields:

Dealer/retailer	Yellow
Distributor/wholesaler	Orange
Manufacturer	Purple
Boatbuilder	Green
Captain/crew	Grey
Naval architect	Blue
Repair Yard	Red
Marina	Pink
Other trade visitor	Blank
Student/Apprentice/ No longer employed	Black

Members of the press have orange lanyards and badges stating PRESS.

COLOPHON:

The Daily News is published jointly by Amsterdam RAI and IBI News every day during METS. Extra copies can be obtained in the Press Office in Hall 1. Any suggestions or input for the Daily News can be handed in to Ed Stack (chief editor IBI News). He can be reached via the Press Office or email to ed_stack@ipcmedia.com.

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NEXT EDITION

16-17-18 November 2010

A year of living dangerously pays off



Lewmar CEO says the company is back with a vengeance

A RADICAL PROGRAMME OF CHANGE SEES LEWMAR RETURN TO THE MARKET WITH RENEWED STRENGTH

METS 2008 WAS a baptism of fire for Peter Tierney. Barely a week after he had taken over as CEO of one of the best-known brands in marine hardware, Lewmar, he found himself at the coal face of the market, heading a company whose performance had tailed off badly.

"A year ago we had some real concerns and much trepidation about where we would end up as a

company, but today we are on a totally different plane," he told the METS Newsletter on Tuesday. "We were losing money, but now we are moderately profitable, but I said we would be back, and here we are."

And back they are with a vengeance — with eight new product lines including a whole range of sheet winches, the fruit of full-on investment in R&D. "We were determined to come to this show with more new products in one go than ever before and send a resounding message to the market (and our competitors)," Tierney says.

That's the product of a radical programme of change. "There has been a change of culture. We've got half the people going twice as fast. Layers of bureaucracy have gone," he adds. "We focus on the basics — quality and delivery. Our distributors are genuinely surprised at the traction we've achieved in one year. We've now got a business that's here for the long term."

Looking ahead to METS 2010, Peter Tierney promises: "In a year to 18 months we will be manufacturing 100 per cent to our lead times. We're not there yet, but we have certainly improved the financials."

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No-smoking
Amsterdam RAI operates a no smoking policy.

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