

THE



Landau Times

SUMMER 2023



Landau are pleased to announce that they've been awarded the "Small Boats Support" contract for NavyX, the Royal Navy's Autonomy & Lethality Accelerator. Under the contract Landau will provide servicing and maintenance for Navy X's MADFOX and APAC24 autonomous vessels.

As with all MOD contracts the tender process involved a significant amount of effort from

the team to get the initial bid over the line; with sales, engineering and operations all working together to complete the required documents. Feedback received on the tender response submitted was very positive with one of the evaluators commenting that they were "very impressed with the detail and quality of submission". As part of the initial scope of work MADFOX will be transported to Landau's secure undercover facility in Marchwood to undergo a refit this summer.

Growth – The future looks bright

We ask Ben Metcalfe (CEO) what the medium and long term future of Landau looks like

Ben Metcalfe is keen to expand Landau Marine to a business, not so large it becomes caught up in its own systems and bureaucracy and its employees become just a number, but to a scale where team members remain an important part of the company. Landau Marine will continue to be quick and agile, suiting all customers' needs and changing as environments dictate. Yet will still provide a strong established and stable platform for its customers with high levels of knowledge, quality and reliability built up with more than 25 years of continuous trading.

Landau Marine's recent growth is steady and solid with the team expanding under Managing Director Wendy Wood's leadership, allowing Ben to be more strategic; setting up the Marchwood site in 2021 and creating an investment platform in 2022. Looking ahead Ben says, "There is an exciting new land-based arm of Landau starting in April 2023 where transferable marine skills will offer further stability by offering to more market segments, yet retaining the skill set."

Alongside this, Landau Marine is acquiring small businesses (profitable or not) with the aim

to extend our expertise and customer database. So, if you are a micro or small enterprise looking for stability, or even partnering to help with the ever-growing statutory demands on business, please do contact Ben Metcalfe (ben@landauuk.com) for a confidential conversation regarding options for you to either sell your business or partner with Landau Marine.

We ask Roger Cerrato (Sales Director) how he sees the future of the marine market, after 30 years of sales in the marine industry, and how Landau will adapt to those changes.

Since joining Landau Marine in Spring 2022, Roger enthused "I've been impressed with the team's dedication and flexibility to finding the best solution to suit each customer's individual requirements. Whether it's for a commercial, historic or leisure vessel, the team's combined experience is bought to the fore."

"As the dial continues to shift towards a greener and more sustainable future, Landau Marine is working with customers to understand and implement the best option for electric and/or hybrid power solutions appropriate to their specific needs. This is an area I'm certain Landau Marine will continue to grow over the coming months and years. With the Government's stated intentions for more direct engagement with SMEs, we are also working hard to secure more long-term public sector contracts, which will enable the company to continue its sustainable growth trajectory."

A note from the Managing Director

"Being in the Marine industry is unlike any other. It offers challenges you didn't know existed and therefore makes the successes even more rewarding!"

As we end another fantastic and successful year at both our Marchwood and Swanwick facilities, I am proud of the achievements of the team, working to deliver a very diverse range of projects.

Achieving ISO 14001 in 2023 will assist our journey towards Net-Zero and working towards ListX and Cyber Essentials Plus within the next few months will provide the strong platform we need to access more exciting opportunities as we move forward.

2023/24 sees our order book looking very healthy and we are excited about the new team members coming onboard to join the Landau family over the coming months. This additional resource is required to support the continued growth objectives the business has set for the years ahead. Winning the NavyX contract has added another string to our bow and the team are looking forward to working within the autonomy sector.

Exhibiting at both Seaworks and DSEI this year will demonstrate just how far Landau have come over recent years and will provide us with an excellent platform to engage with both existing & new customers.

Personally, I have enjoyed being a driver in the growth since my joining in 2018 and very much look forward to the continued success of the company." - Wendy Wood

Staff search

As they continue to grow Landau have partnered with recruitment specialists Marine Resources to help secure the best talent available. Wendy Wood, Landau's MD, commented "We're committed to providing a structured development environment for all our employees, attracting the best talent to join our team and helping them to grow their careers. We believe that our partnership with Marine Resources will enable us to achieve these goals".

For more details of the current opportunities at Landau please contact sarah.thorn@marineresources.co.uk

*Experts in
marine services*



Grateful Parrot – Island packet 485

What started with a chance meeting outside Ancasta's Chichester office one morning, turned into so much more.

The initial conversations were of advice and guidance in and around the purchasing of said vessel, which rather rapidly turned into a long list of works once the vessel had been purchased. The list became so long in fact it really took on the 'Refit' description. It seemed the more we looked the more we found, so the decision was made to overhaul all systems onboard, above and below decks. To be honest this is exactly the way you should do a refit on a boat of this age. Coming up 18 years old by this time the electrics and electronics will have been played with and altered, the plumbing is starting to get a little stale and the rigging will probably need a refresh which guided the refit list.



The list on this vessel is long and detailed but the main items to be replaced were the following

- Re-plumbed all fresh and black water hosing
- Cleaned tanks
- Overhaul of all the vac flush toilet system
- New fresh water pumps
- New navigation suite
- New standing and running rigging, with all deck gear serviced
- New drive train and a full overhaul on the engine and genset
- Electrical survey carried out with an extensive list of repairs and re-wiring
- New charge system to all battery banks
- Overhauled the bow thruster and fitted proportional control
- Various timber repairs
- A re-work of the aft solar arch to house solar and comms antennas more efficiently
- Thorough service of all heating and air-conditioning systems onboard
- New windlass and ground tackle
- Hull repairs and full colour correction on the hull to bring her back to factory colour and shine
- Hull stripped of antifoul and epoxy coated
- Replaced all the Lewmar deck hatches
- New hoods

The list goes on! But these are the main components. The end result is two very happy owners and a very pretty lady!



GOOD NEWS



Landau goes green

Landau are delighted to announce that they have achieved their target of gaining ISO 14001:2015 accreditation during 2023. After a significant amount of hard work and dedication from the team they are now proud to display the ISO 14001 certificate alongside the ISO 9001 gained back in 2017.

As part of implementing ISO 14001 Landau have set ambitious objectives as they strive towards their long term aim of becoming carbon net zero. They would therefore be pleased to hear from any suppliers or customers who have similar objectives, to share ideas and best practice. In particular any new marine specific environmentally friendly products coming onto the market would be of interest. Please contact gemma@landauuk.com to further discuss any matters relating to ISO or Net Zero.



A new website

After many months of hard work Landau were pleased to launch their new website in April. Developed in partnership with local specialist provider Overt Digital Media the new site is designed to showcase the company's diverse offerings across the Commercial, Historic and Leisure sectors. As well as highlighting some exiting new projects they're involved with the site will also feature Case Studies of work carried out in the past. Head over to www.landauuk.com to view the site for yourself.

Bespoke Moulding Solutions

Landau were recently awarded a contract to build bespoke GRP Wet-bar and TV lift units for a 35M Superyacht. The brief was for a "one stop shop" solution to include the full fit out including custom, templated, frosted bar top glazing and associated stainless work.

Landau worked closely with the OEM's design and build teams to develop bespoke solutions that integrate perfectly with the fitted equipment including a BBQ and fridges. The customer was delighted with what was delivered, by passing over the complete project to Landau they could continue to focus on the main boat build knowing that these units would arrive ready to be fitted; a true "plug and play" solution.





Staff Spotlight...

Marine Engineer

Michael Goodwin has been with Landau for over 2 years, since joining us back in the Spring of 2021. As an avid sailor and racer he purchased his own boat during the winter of 2021 and has been slowly doing her up at evenings and weekends as time allows. Much time was spent time stripping back years of antifoul and coppercoat to achieving a racing finish on the bottom. He has re-painted the hull and topsides and upgraded the standing and running rigging. Plans for the 2023 include painting the deck and carrying out an interior refit.

Michael regularly skippers a "Landau Team" for Thursday evening racing which gives those team members with less experience afloat a real insight into how customers may use their boats. As well as participating in the evening racing Michael is planning to race his Sonata in the Round the Island Race and Cowes Week this season.



Landau's Quiz Time...

Useless but interesting boat facts...

(if you like boats as much as us here at Landau)

Questions:

- Whats the longest speedboat jump in a film?
- Whats currently the fastest power boat?
- What is the longest a submarine has stayed submerged?
- Name the films from the boats and bonus question, how many of these movies has Landau helped prepare the boats for? (Just remember we are still under 30 years old).



- A stunt sequence by Jerry Comeaux (USA) in Live and Let Die (UK, 1973), in which James Bond is chased down Louisiana's bayou in a 1972 Glastron GT-150 speedboat and leaps over a road, set a world record distance of 36.5 m (120 ft).
- Spirit of Australia is currently the world's fastest boat with a water speed record of an eye-watering 317.6 MPH. Just to put that in context, NASCAR and Formula drivers reach top speeds of around 200 MPH. Spirit of Australia was designed and built by Australian motorboat racer Ken Warby who holds the 317.6 MPH record that has been in place since 1978. The Spirit of Australia can today be found on display at the Australian National Maritime Museum in Sydney. Ken and his son David have recently completed building the Spirit of Australia II, a more powerful vessel that is undergoing extensive trials.
- The longest submerged and unsupported patrol made public is 111 days (57,085 km 30,804 nautical miles) by HM Submarine Warspite (Cdr J. G. F. The Italian Job (2003), Through the Looking Glass (2014)
- Sahara (2005), Jaws (1975), Waterworld (1995), The Italian Job (2003), Through the Looking Glass (2014)

Answers: