

LALIZAS NEWS

November | 2019

www.lalizas.com

p.3 | **LALIZAS acquires Italian liferaft manufacturer ARIMAR!**

p.4 | **24 hours in a LALIZAS Liferaft: Mission accomplished!**

p.5 | **LALIZAS Lifejackets "Checked and Trusted" by YACHT-POOL!**

p.7 | **The ultra-light ISO RACING Life raft has arrived!**

p.8 | **Grand sponsor of the Posidonia Sailing Cup 2020!**

p.9 | **We actively support the Yacht Club of Greece!**

Setting sail for the UK market!

LALIZAS, the well-known and trusted **safety equipment manufacturer**, has announced the opening of a UK company, **LALIZAS UK**, jointly owned and headed up by Charlie Mill.



Mr. Stavros Lalizas & Mr. Charlie Mill

Charlie Mill, formerly of C-Front Trading and former CEO of Ocean Safety has a wide breadth of experience within the marine safety sector and is looking forward to heading up this new venture.

The formation of the new LALIZAS UK office means that the **extensive range of LALIZAS products** will be available in a **UK based Warehouse** by the end of the year. This move shows how important the UK is to LALIZAS' **global strategy**.

The UK base will **better support existing UK customers** as well as develop new customers offering **quicker product availability** with a **UK based sales team**, supported by Jack Sharland and Finley Mill.

Mr. Lalizas, the CEO of LALIZAS, who founded the company in 1982, was awarded the lifetime achievement award in 2018 at the Seawork exhibition for his outstanding work. The company distributes to **129 countries worldwide** and **manufactures** many of the **safety products** it offers. The complete portfolio of

products offered by LALIZAS Group will be available in the UK, including the LALIZAS safety products, Nuova Rade, Ocean Fenders, Max Power and Lofrans.



In addition to the LALIZAS brands, the **UK office** will be distributing **ACR Electronics** and **Comet products** for the military, commercial and leisure marine markets, meaning they can offer customers **complete package deals** for all their safety requirements.

Charlie Mill, Managing Director, commented:

"I have been impressed with the wide range of safety and marine equipment that LALIZAS manufactures.

Having a UK based, sales team & warehouse will enable us to offer better support to existing and new customers".



LALIZAS team at Southampton Boat Show on 13 September 2019

THE LALIZAS FORCE

LALIZAS *Service network keeps on expanding!*

Our company invests heavily in the strategic expansion of its service network around the world by authorizing new and capable service stations for Liferrafts, Lifejackets, immersion suits and breathing devices. Our Global Service Station Network is fully supported by LALIZAS headquarters in order to maintain and evolve the quality of our After Sales Service and Support. All authorized service stations have been approved to provide necessary actions of complete Liferaft, Lifejacket, Immersion suits and breathing devices servicing. Our worldwide Service teams keep their mind on and give priority to "Safety First".

1. Appropriate Approved Facilities
2. Stock Flexibility
3. Original Spare Parts
4. 24/7 Service



Check your nearest Service Station on-line at www.lalizas.com/service.php

SCAN ME



Training Courses

We greatly appreciate our Service team who has been travelling for more than 2 months around the world! In LALIZAS established and authorized service stations, the team keeps training all experts on how our new survival solutions operate and should be serviced.



Training Course Piraeus
23-24 October 2019



Training Course Aberdeen
10-11 September 2019



Training Course Istanbul
11 June 2019



Training Course New Orleans
25-27 June 2019

THE LALIZAS FORCE

LALIZAS acquires Italian liferaft manufacturer, ARIMAR !

The **LALIZAS Group** of companies **keeps on growing** and proudly welcomes **ARIMAR to its family**, a European leader in the production of state-of-the-art life rafts.

In October 2019 and in the frame of wisely seizing opportunities, **the group made one more strategic acquisition** in order to expand its portfolio and **to achieve further synergies between its companies**.

Among the existing market leading brands of the group, Lofrans', Nuova Rade, MAX POWER and OCEAN fenders, the new and strategic acquisition of ARIMAR, **the Italian brand that has left its mark on the recreational marine market**, will make a huge impact in the industry.

Since 1989, ARIMAR holds a leading position in the marine safety industry by producing avant-garde rafts that can cope with extreme sea and weather conditions. Developed for maritime safety professionals, **each ARIMAR liferaft guarantees safety**, offered by a wide range of rafts for various needs and uses. **The Italian brand is now part of the LALIZAS Group**, which has a long tradition and success in life saving equipment, manufacturing and distributing its superior quality products at competitive prices all around the globe, in more than 130 countries.

LALIZAS was founded by Mr. Stavros Lalizas on 1982, and still proudly preserves the character of a family owned business which continuously grows. In the past, LALIZAS has proven to **be able to turn companies that acquires into successful and profitable businesses**.

For every new acquisition made, there is an **"acquisition and implementation team"** formed under the leadership of Mr. Lalizas himself, which takes care of the integration process making the new business part of the LALIZAS Group, **and has the task of finding any synergies between the new business unit and the current activities of the group**.

Mr. Stavros Lalizas, CEO, commented:

"The partners of the LALIZAS Group can feel safe, not only by the use of our products, but by knowing that they are working with a trustworthy company that they can rely on. Our plan is to make strategic acquisitions that can achieve effective synergies with our already existing companies."



THE LALIZAS FORCE

24 hours in a **LALIZAS Liferaft**: Mission accomplished!



The Hellenic Rescue Team (the Water Search and Rescue Department), the Hellenic Air Force, and LALIZAS joined their forces in order to conduct a sea survival training in order to support and raise awareness on the importance of safety at sea!

On **20th October, 10: 05 am** the training was successfully completed and everyone was safe and sound!

The sea survival exercise took place at the west side of Pagasitikos Gulf, in Nea Aghialos, 4 nautical miles from the shore. 10 castaways (8 civilians and 2 rescuers) were in an 'actual' case of emergency and remained in a LALIZAS life raft for 24 hours using its lifesaving equipment in order to 'survive'.

Staying loyal to its **values keeping everyone at sea safe**, LALIZAS provided the Hellenic Rescue Team with the life raft and all lifejackets. Additionally, **one of the company's well-trained experts joined the 'castaway team' to support and guide it**, following a presentation which demonstrated the proper use of lifesaving equipment such as the lifejacket and the life raft, which are both mandatory for safety while at sea.

Konstantinos Spanogiannis,

Service Stations Sales & Technical Support mentioned:

"All the 'castaway' team was calm, more than it was expected, posing different and straight to the point questions with sincere interest regarding lifesaving equipment".

Participants felt safe in the LALIZAS life raft, with the code name **MEDUSSA**, as all essential equipment was functional and efficient.

Even though **MEDUSSA** had to cope with sea-mild weather wind that changed its route, everything was under control and on time as coordination among all forces was excellent. Camera recordings of thermal and conventional imaging binoculars, with distance and position determination, were also on plan to secure participants' condition. The total support of the Hellenic Rescue Team as well as the Hellenic Air Force was invaluable for the completion of this great effort!

After the collection of all castaways, the Hellenic Rescue Team mentioned:

"They are all in a very good mood and after their basic needs were met, blood samples have been taken, as well as recordings of their vital signs, sleep and stress. They are currently with the clinical psychologist for a final discussion and evaluation of their experience".

As there was full camera recording of the whole operation, a video with all highlights from the footage of this experience will be available the next few days on LALIZAS YouTube channel for everyone to watch!



LALIZAS Lifejackets “Checked and Trusted”

by **YACHT-POOL**
INTERNATIONAL

LALIZAS and YACHT-POOL have joined their forces to keep all of you, sea lovers and boat enthusiasts, safe and happy to sail!

LALIZAS is pleased to announce that has been selected amongst all, to be the only **checked and trusted** safety equipment manufacturer by YACHT-POOL, the **international maritime insurance** service with more than 40-years of operation in the European market. The brand's long experience and expertise in lifesaving equipment has been once again recognized, being the only suggested option by YACHT-POOL as the best safety equipment manufacturer around the globe!



In more detail, YACHT-POOL's representatives vote for LALIZAS lifejackets by proposing those as **the best lifejackets**, both in terms of **quality and price!**

The company offers a wide array of lifesaving equipment with a number of options especially when it comes to lifejackets; in our product list you can find both high quality **Inflatable** lifejackets (ISO & SOLAS approved) and **FOAM** lifejackets (ISO & SOLAS approved) to meet all regulations under any flag.

Following our value that ‘**Safety is not just a product, it is an ongoing process!**’, our lifesaving items are designed and manufactured under the strictest quality control with ISO 9001 verification, meeting the standards, set by international notified bodies such as Germanischer Lloyd, Bureau Veritas and Lloyd's Register.



Iasonas Lalizas,

Marketing Communication Manager commented:

“We are committed in producing the highest quality safety equipment, and it is a great recognition for us to have been selected as the “Checked and Trusted” partner for YACHT-POOL.

It means a great deal when an insurance company of such magnitude proposes you as a safety manufacturer. You don't play with people's safety; we take it seriously, and so does YACHT-POOL.”

YACHT-POOL
CHECKED & TRUSTED



18-26.1.2020
Messe Duesseldorf, Germany



Visit us at stand

10C42



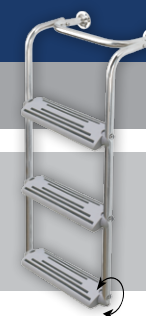
Lofrans!
WINDLASSES
THE ORIGINAL WINDLASS



MAX
POWER
CONTROL TO THE MAX



LALIZAS
Simply life saving



Nuova Rade
Marine - Plastics Technology Experts



OCEAN
“FENDING”, INNOVATION AND EXCELLENCE

THE LALIZAS FORCE

MAX
POWER
CONTROL TO THE MAX

Hydraulic Tunnel Thrusters

The **NEW MAX POWER CT 550 HYD & CT 1000 HYD** are the flagships of MAX POWER Tunnel Thrusters for up to 65m yachts.

CT 550 HYD

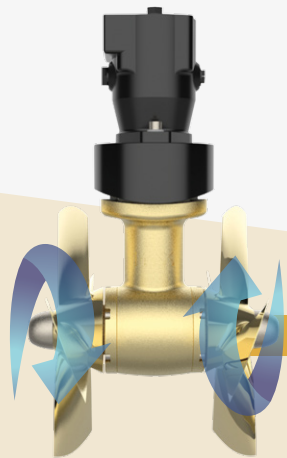
The **NEW Max Power CT550** is ready to enlarge the range of **Max Power Tunnel Thrusters for up to 45m leisure vessels**. All "in the water" parts are designed with best hydrodynamic profile to avoid turbulence.



NEW

CT 1000 HYD

The **NEW Max Power CT1000**, the most powerful model of the range, is here to complete the Max Power Tunnel Thrusters series **serves yachts up to 65m**.

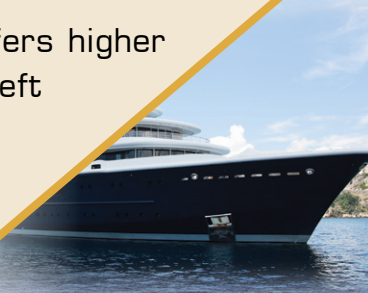


Counter Rotating

All immersed parts have a specially designed **hydrodynamic profile** to avoid any turbulence.

The most powerful tunnel thruster in the **D400 / D500 tunnel category** comes with **4 blade, metallic propellers** designed by MAX POWER, to guarantee maximum thrust performance.

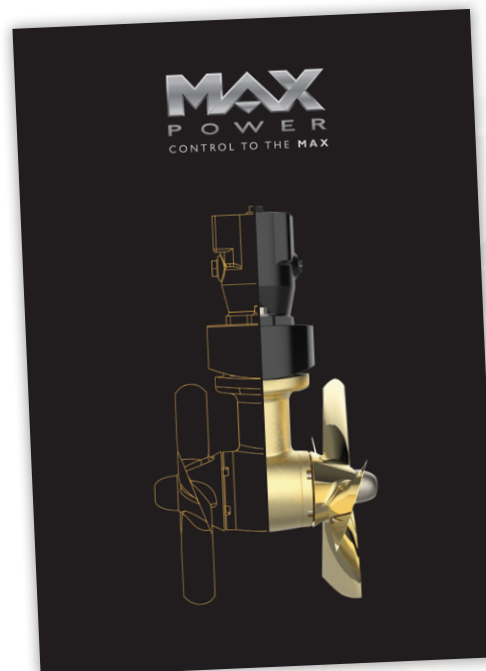
Counter rotating system offers higher efficiency on thrusting with left side and right side pitch propellers in order to have identical performance in both directions.



www.max-power.com

NEW CATALOGUE 2020

Fresh,
updated,
ready to offer
"maximum control"...



SCAN ME



...of your boat's
maneuverability!

CONTENTS	
Electric Tunnel Thrusters	7-8
Ignition Protected Thrusters	10-11
Hydraulic Tunnel Thrusters	12-15
Stern Pod Thrusters	16-17
Electric Retractable Thrusters	18-20
Hydraulic Retractable Thrusters	21-27
Control Panels & Remote Control	28-31
Accessories	32-33
Integrated Hydraulic systems	34-35

The ultra-light ISO RACING Life raft has arrived!

LALIZAS has added an extra page in its lifesaving equipment's history by launching the **ultra-light compact ISO RACING** life raft.

Ultra Lightweight

Continuing its long pathway in designing and producing the best quality maritime lifesaving equipment, LALIZAS offers to all seafarers a life raft option with the **maximum weight and space saving!**

The company also uses the latest materials and technology, following the market's needs in order to provide you with the best choice for your boat.

Designed following the guidelines of **ISO 9650-1** standards and certified by Bureau Veritas, this life raft comes in 4, 6, 8, 10 or 12 person versions. Available in easy-to-store canister or valise, it can be **easily manageable by one person** as it is 25% lighter than other similar life rafts in the market. These features make this product the ideal life raft for all **racing sailing boats**, as well as for anyone that wishes to save weight and space on board!

Additional key features:

- Thermally insulated floor
- Highly visible orange, self-erecting canopy with retro-reflective tapes
- Two independent buoyancy tubes with safety valves
- Rain water collector
- Ventilation and observation port
- Fully closeable entrance. The 10 to 12 person versions also include an additional entrance
- Global Service support
- Operating temperature -15° C to + 65° C
- Maximum stowage height: 6m above sea level
- Tested & Approved according to ISO by Bureau Veritas

As we want all our customers to enjoy the sea feeling safe and being carefree, LALIZAS ISO RACING life raft, comes with a **12-year warranty** on seams and fabrics. Periodical service of your life raft can take place at one of our authorized service stations around the globe at intervals specified by local flag regulations, not exceeding the three years.



LED LIFEJACKET FLASHING LIGHT

WATER ACTIVATED

SAFELITE IV

72349

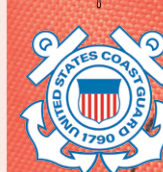
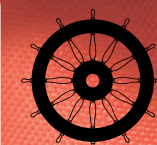


✓ High Performance

✓ Enhance your Crew Safety with the new Lalizas Lifejacket Light

✓ Can be used on any type of lifejacket

✓ Ideal for Offshore vessels and Oceangoing vessels



Hover Brushless motor project: Patent acquired!



Being steps ahead of everyone else, MAX POWER acquired the patent needed in regards of its Hover Brushless motor which is under development.

The brand keeps on evolving, following the market's needs and additionally, creating market trends.



Advantages of Hover thruster vs standard thruster with motor (BLDC or DC)

1. Lower requested space for installation*.
2. There is no gearbox (drive leg) installed. This is important since drive leg costs a lot and it is the first think that needs replacement in case of damage from obstacles.
3. A main advantage of a HOVER thruster is that in case of damaging any component (rotor or stator) you do not have to move the boat out of the water for reparation. This saves you from hauling costs that depend on various parameters such as season, location etc.

* Hover needs exactly the same immersion depth as all the conventional tunnel thrusters but there is no required space inside the dry area of the boat where you do not need space and height to install motor.

Grand sponsor of the Posidonia Sailing Cup 2020

As LALIZAS' roots are inseparably linked with **sea sports** and particularly **sailing**, our Group could not but actively support once again the **Posidonia Cup**, that will take place on **Friday 29 May 2020** in Faliron bay, Greece. This sailing race has become the most celebrated and popular race in Greece as the shipping industry has shown genuine commitment to this event throughout the years.



LALIZAS will sponsor this **landmark event** for maritime professionals organised every 2 years. It is a really enjoyable gathering for all participants, as well as a great opportunity for both **bonding** and **networking**, being one of the many social and sport events of Posidonia.

Posidonia is one of the most significant commercial B2B trade shows global wise, bringing together every two years the key players and decision makers of the international maritime industry. **2000 exhibitors from over 90 countries** will gather

at this year' s exhibition (1-5 June 2020, Metropolitan Expo, Athens) to explore and discuss about the latest developments of the global maritime market.

LALIZAS Group will participate at Posidonia trade show from the **1st -5th of June 2020**. Company's experts will be on stand 3.414 to introduce to both, existing as well as potential partners, its high-quality equipment solutions in LSA and FFE.



We actively support the Yacht Club of Greece



LALIZAS and YCG – the Yacht Club of Greece – both have in **common fundamental values** and **share the same vision** in promoting **safe and easy access to the sport of sailing** for the younger generation.

Coming from a sailing background himself, Mr. Stavros Lalizas – the CEO of LALIZAS – **knows and understands the difficulties**

and dangers that many young athletes face on a daily basis. In addition, we are aware that sailing is a demanding sport that requires **professional safety equipment** in order for people to enjoy both recreational and competitive sailing.

Because of our common sailing background and the long lasting highly respected cooperation, we have established over the years, We would like to announce that **we will be supporting the Yacht Club of Greece** by supplying its sailing school with a variety of **lifesaving appliances** and **sailing miscellaneous items**.

Through this great sponsorship opportunity, LALIZAS would like to confirm yet again its never ending support to the recreational marine industry and to all boat enthusiasts.

Encouraging safe sailing for all, we stand by Sailability!

Among many foundations as well as organisations worldwide that encourage people to experience the sport of sailing, **Sailability** aims to spread the feeling of freedom and enjoyment while sailing by training people regardless of their skill level & physical abilities.

LALIZAS is proud supporter of the Greek Sailability branch by boosting it with the essential lifesaving equipment in order to effectively fulfil its aim throughout the year.

As the **soul** is the captain of the boat and not the body, what really matters in sailing is **willingness**! Here in LALIZAS, we love determined people and we are committed to support them.

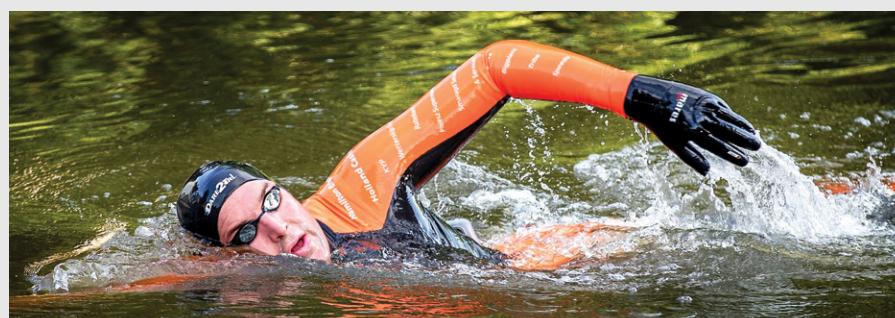


LALIZAS supports the fundraising for cancer research, through Maarten van der Weijden foundation

LALIZAS Group supported the **Olympic champion Maarten van der Weijden** on the 2nd attempt at swimming the 11 City tour. The 11 City tour (11stedentocht), a traditional event in the Netherlands during the winter over the frozen rivers in the province of Friesland, occurred to benefit the ongoing efforts to **accelerate the pace of cancer research** and **to raise money for this cause**. Last year, Maarten van der Weijden collected a bit over 5 Million Euros.

Maarten's safety was secured by our group providing him with 2 LEISURE-Rafts, in order to achieve this meaningful and altruistic goal, without getting out of the water.

The Maarten van der Weijden Foundation helps **former, current and future cancer patients**, as it tries to raise vital funds for groundbreaking cancer research to increase the chance of recovery or extension as well as the quality of life of the patient.



LALIZAS Croatia crew topped the Marina Frapa Business Sailing Cup 2019!

Following Group's passion in sailing, our Croatia team achieved 1st in the Frapa Business Sailing Cup.

Without any doubt, these 4 days stood an excellent opportunity for business gathering, networking and team building on the water, the place we all love mostly.



Ivan Boban, General Manager at LALIZAS Croatia, and his colleagues managed to reach the top showing once again their commitment regarding sea and sailing!

The sailing cup, as part of the largest business regatta in the Republic of Croatia, was successfully organised by Marina Frapa Resort from 10th to 13th of October 2019.

Marine League 2019-2020



Last year, our team successfully reached the semi-finals of Marine League, the football tournament for Greek companies of the marine market. This year, we are aiming to win the League!

Business Run 2019



A healthy mind and a healthy body is our key to productivity. Our running team at the 8th Hellenic Company Sport Games on the 13th of October 2019 in Athens.

Exhibitions 2019

Safety is not just a product, it is an ongoing process, and we are serving it globally, spreading our expertise through maritime exhibitions around the world, without any geographical limitation!



19.-27.1.2019

Messe Duesseldorf, Germany



11-13.2.2019

Egypt International Exhibition Center



28.02-03.03.2019

EXPO XXI - WARSAW



7.-10.03.2019

Centrum Expo XXI



27.-29.03.2019

Convention Center (SECC)



09.-11.04.2019

Marina Bay Sands® Singapore



11.-14.04.2019

Alimos Marina Greece



29.04.-01.05.2019

BAKU Expo Center



04.-07.06.2019

Messe Norway



11.-13.06.2019

Mayflower Park



04.-08.09.2019

Lelystad Marina, Netherlands



10.-15.09.2019

"The Port Pierre Canto"



13.-22.09.2019

Mayflower Park / Town Quay



17.-20.09.2019

ExpoForum Convention & Exhibition Centre
St. Petersburg, Fla, Russia



18.-23.09.2019

Port des Minimes, La Rochelle, France



03.-05.10.2019

Bombay Exhibition Centre, Mumbai



09.-13.10.2019

Fira Barcelona



22.-25.10.2019

BEXCO, Busan, Korea



11.-14.11.2019

Abu Dhabi

Upcoming Exhibitions

METS 2019
TRADE

19.-21.11.2019

RAI, Amsterdam

marintec China

03.-06.12.2019

Shanghai New Int'l Expo Centre

SCAN ME



Follow us on



www.lalizas.com

THE LALIZAS FORCE

THE LALIZAS FORCE

THE LARGEST TEAM OF EXPERTS

METS MARINE
TRADE EQUIPMENT
SHOW TRADE
SHOW

19 - 21 November 2019

RAI, Amsterdam,
The Netherlands



Since **1993**, **LALIZAS** has a **continuous presence** in the world's biggest leisure marine equipment show.

This year is yet another chance to witness **all of our innovative products in one place!**



Stay tuned for METSTRade 2019!

Visit us at our stands

No 01.441

Lofrans!
WINDLASSES
THE ORIGINAL WINDLASS

www.lofrans.com

No 01.441

MAX
POWER
CONTROL TO THE MAX

www.max-power.com

No 01.441

LALIZAS
Simply life saving

www.lalizas.com

No 01.427

Nuova Rade
Marine - Plastics Technology Experts

www.nuovarade.com

No 01.431

OCEAN
"FENDING", INNOVATION AND EXCELLENCE

www.oceanfenders.com

No 9.001

Lofrans!
WINDLASSES
THE ORIGINAL WINDLASS

MAX
POWER
CONTROL TO THE MAX

SYP SUPERYACHT
PAVILION
METSTRade

Proud Manufacturer of Quality Nautical Equipment