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WELCOME TO LIFE AT

# UNIVERSAL MARINA

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2019

## **WELCOME TO LIFE AT UNIVERSAL MARINA**

**“Experience a unique lifestyle in a thriving waterside community”**

Universal is one of a few independent marinas left on the south coast. Avia Willment the founder has run the business for the last 20 years with a single vision of creating a ‘lifestyle destination’, offering a friendly, caring and personal experience where you can unwind and chill.

Idyllically situated for those wishing to spend less time travelling in the car and more time boating in one of England's most sought-after destinations. The River Hamble has always been the number one location in the UK, with ease of access to the Solent for pleasure or racing. There is a multitude of locations from natural creeks to fine dining, its all on the door step.

Universal Marina set in stunning woodlands and salt marshes, a unique environment providing an opportunity to experience a lifestyle which separates us from the rest. As well as enjoying a multitude of leisure activities and picturesque walks along the shoreline, at its heart is a thriving passionate working community of over 200 people.

The marina accommodates up to 450 vessels with a variety of berthing, dry stacking, lifting up to 70 tons and hard standing. Leisure facilities include Bistro 8, Mermaid coffee shop and lounge, from kayak and paddle board hire to chartering sail, motor or fishing boats. Universal is also home to sail training charities Discovery and London Sailing Project.

Universal is surrounded by prolific wildlife and relaxing spaces; a hidden gem offering a variety of facilities and exceptional waterside services with various on-site marine trades and suppliers.

Here's a few of what's on offer at Universal Marina:

- Blue Box Experiences
- ‘Mermaids’ – Coffee Shop and Lounge
- ‘Bistro 8’ Restaurant
- Ebb and Flow Yoga Studio
- WeSUP Paddle-board and Kayaking Club
- Natures Quay Zen Garden
- Principal Pilates and Physiotherapy
- Universal Marina Yacht Club
- Aboard Boat Coaching (RYA training)



## LEISURE AND HEALTH

### **Bistro 8 - [info@bistro8.co.uk](mailto:info@bistro8.co.uk) Tel: 01489 854259**

Imaginative cuisine with a twist; situated in idyllic woodland surroundings, overlooking the salt marshes and tranquil River Hamble. Serving food from 08.30 – 21.30

### **Mermaids at Universal - [hello@mermaidsatuniversal.co.uk](mailto:hello@mermaidsatuniversal.co.uk)**

**Tel: 01489 287350**

Coffee Shop by day, Gin bar by evening. Lounge bar offering Lazzaza coffee, drinks, home-made cakes and light lunches. In the evenings enjoy cocktails in relaxing surroundings at this cozy venue.

### **WeSUP - [hellohamble@wesup.co.uk](mailto:hellohamble@wesup.co.uk) Tel: 01489 297077**

Club WeSUP is a beautiful place for everyone. A close but very open SUP family and together they have defined the culture of a stand-up paddleboarder in the UK. They also offer Kayaking for those that wish to join in but prefer not to be on a board. Their experienced, caring and super friendly staff are amongst the greatest trained SUP instructors in the world and they are on hand to support you with your every Stand-Up Paddle boarding ambition. From a private lesson to group booking, Sean and his Team will accommodate all your needs.

### **Ebb and Flow Yoga Studio - [ebbandflowstudio@gmail.com](mailto:ebbandflowstudio@gmail.com) Tel:07825 784737**

Ebb and Flow Studio is a tranquil cocoon away from the real world set in Universal Marina, where you can come and switch off - taking the time to reconnect you. Offering Yoga for Beginners, Restorative, Children and Pregnancy classes; or why not try Pilates, a mat based class that will help you strengthen your deep stabilising muscles, improve your balance and flexibility and help balance body and mind.

### **Principle Pilates - [chryssy@principlepilates.com](http://chryssy@principlepilates.com) Tel: 07817 262549**

STOTT PILATES (machines) will assist you to walk taller, stand better, feel better, perform sport or just everyday activities in a fluid way. Using the exercises, they can assist people in chronic pain. Truly remarkable in preventing injury and restoring balance to our bodies. As well as Pilates to clients, they teach training courses and workshops to Pilates students.

### **Principle Physiotherapy - [samantha@principlepilates.com](mailto:samantha@principlepilates.com) Tel: 07811 324128**

Headed by Samantha, this brilliant practice treats sports injuries, post-surgery and fracture rehabilitation, work related injuries, joint pain and arthritis and offers paediatric Physiotherapy. All their therapists are HPC and CSP registered; specialising in joint mobilisation, manipulations, soft tissue therapy, taping, acupuncture, exercise prescription, Pilates, sports specific rehabilitation and sports massage.

### **Universal Marina Yacht Club - [umyc@outlook.com](mailto:umyc@outlook.com)**

The aims and objectives of the Club are to support all boat owners who berth or 'dry sail' at Universal Marina including sail boats, power boats and RIBS. They aim to foster a good fellowship and to provide social and training activities. We are affiliated to the RYA which gives members many free benefits. The Club is independent but operates in close harmony with the Marina management. Annual membership: £10 per Adult.

**Blue Box Experiences - [hello@blueboxexperiences.co.uk](mailto:hello@blueboxexperiences.co.uk) Tel: 02380 988966**

Getting you on the water from hands on sailing experiences on the Solent aboard their 1895 wooden Victorian gaff yawl 'Valerie', to more relaxed river cruises along the River Hamble aboard their classic motor launch 'Betsie-Jane'. They have a trip to suit everyone. This is a unique opportunity to sail aboard a true piece of history.

**Spread Eagle Sailing Club - [dj.smithson@btinternet.com](mailto:dj.smithson@btinternet.com)**

**[sesc.andymorrill@gmail.com](mailto:sesc.andymorrill@gmail.com) Tel: 0208 3941692**

An experienced and friendly member only sailing club with a membership in the region of 150. Their club ethos is to provide its membership of skippers, crews, family members and aspiring sailors the opportunity to get on the water and go sailing safely at very attractive private charter rates as well as providing organised club events and training opportunities to suit all. Based at Universal Marina, they own a well-equipped and maintained eight berth Bavaria 38 cruising yacht giving very easy access to the Central Solent, Normandy and Brittany coasts.

**Peter Atkinson's 'anyfish' - [pete@anyfish.co.uk](mailto:pete@anyfish.co.uk) Tel: 01489 896111**

Fishing Boat Charters from Universal Marina, giving you the opportunity to catch your own on one of their relaxed Solent fishing trips; why not then use the Smokehouse? Naturally smoking fish, game, meat and poultry. Pete is far more than a Fishmonger – His Team will deliver fresh fish. Having been in the business for more than twenty-five years they certainly know their bass from their bream, plaice from their pollack and their clams from their cockles.

**Mendez Marine - [info@mendezmarine.co.uk](mailto:info@mendezmarine.co.uk) Tel:01489 588977**

Offers several boats that you can charter, some are available bare-boat, others skippered. Whether mile building or cruise in company, opportunities to build up your experience and skills on your own boat or in ours are available.

**Natures Quay Zen Garden - [info@universalmarina.co.uk](mailto:info@universalmarina.co.uk) Tel: 01489 574272**

An area set aside for holistic therapy and beauty treatments or hire this unique space for your event.

**Universals Fairy Walk - [info@universalmarina.co.uk](mailto:info@universalmarina.co.uk) Tel: 01489 574272**

Take your children along the river bank to meet the donkeys and alpacas and see what magical things they can find.



## **'LIFE AT UNIVERSAL MARINA'**

**“You will never feel truly satisfied by work until you are satisfied by life.”**

In the Marina, the collective wealth of knowledge and expertise shared by the diverse tenants at Universal Marina are considerable. The vibrant and friendly community gives tangible networking opportunities. Become part of 'Life at Universal Marina', with a variety of units to lease; an excellent location to build your company, alongside other businesses.

### **Welcome to Commercial Life at Universal Marina**

- The lifestyle destination
- Providing a wealth of opportunities for growth expansion both commercially and personally in a non-conventional environment.
- Staff and Clients can enjoy a multitude of leisure activities in their free time or use this go-ahead opportunity for Team Building and Corporate Entertainment.
- Promoting healthy living, mindfulness and well-being. With partners offering stress management, resilience and mindfulness. Expose your staff to the well-known therapeutic nature of open water and woodlands.
- Giving participants a truly dynamic experience breaking the stereotype of traditional networking. Annual gatherings through various community and business networks; appealing to those who wish to socialise through sport, get-togethers, experiences and commercially.
- 'Life at Universal Marina's loyalty scheme' with commercial discount on marine services.
- Bi-monthly Newsletter and Social Media assistance.
- Car Park and security system.
- Wi-Fi and lease lines.



LIFE ISN'T ABOUT FINDING YOURSELF.  
LIFE IS ABOUT CREATING YOURSELF.

*George Bernard Shaw*



## MARINE SERVICES AND SUPPORT

### **Maritime Yacht Services - [customer.services@maritimegroup.co.uk](mailto:customer.services@maritimegroup.co.uk)**

**Tel: 01489 809101**

This family run business has a passion for being the best, whether on-site presentation, customer service or the level of standard expected from themselves and staff. They have been established for over a decade and now the recommended service provider for Universal Marina. Offering Anti-foul removal and application, interior and exterior valeting, monthly regular cleaning with membership benefits, polishing and surface renovations, winterisation services including anodes, Gtechniq - long term gloss protection (up to 4 years), shrink wrapping, Copper-coating, full guardianship services. 10% off for Universal marina Berth-holders.

### **TS Marine - [info@tsmarine.co.uk](mailto:info@tsmarine.co.uk) Tel: 01489 581030**

Full Marine engineering service trading at Universal Marina for over 30 years under the leadership of Scott Sandford. Can perform all tasks from routine servicing, to plumbing, welding, fabrication, stern gear repairs, engine and generator rebuilds and repairs, and of course new engine installations. Beta Marine Engines and Generators; including spare parts, warranty and service. Dealers for the Lofrans range of winches, as well as many other products, own mobile crane facility for engine removal / replacement.

### **Liquid Marine - [ian@liquidmarine.co.uk](mailto:ian@liquidmarine.co.uk) Tel: 07904 583529**

Ian Smyth leads a growing company, with a fresh approach to race boat management. Delivering an individually tailored service for owners based in the UK or Europe. Help you get the most out of your yacht, whether generating income from private charters, or simply by maximising the time you spend on the water with your crew, family, friends or clients, giving you the best possible sailing experience. They have over fifteen years' experience working on everything from super yachts to Day Sailors, managing and campaigning recreational race boats to repairing and restoring cruisers for weekend family fun.

### **Signature Marine - [chris@signature-marine.co.uk](mailto:chris@signature-marine.co.uk) Tel: 07737 901071**

Chris Mew has over 14 years' experience in marine and technical engineering solutions for outboard and inboard engines. They cater for all technical aspects of repair and services under one roof for both motor or sail boats.

### **GRP Boat Repairs - [enquiries@grpboatrepairs.co.uk](mailto:enquiries@grpboatrepairs.co.uk) Tel: 07774 141913**

Julian Willmott has over 40 years' experience working in the industry, when he started repairing boats back in 1978. GRP Boat Repair Specialists work with marina operators, boatyards, charter companies, insurance companies, surveyors and private owners to provide the very best you can get in GRP repair and refurbishments.

### **Doyle Sails - [tom.milne@doylesails.co.uk](mailto:tom.milne@doylesails.co.uk) Tel: 02380 332622**

MD Tom Milne heads Doyle Sails Solent, Universal's on-site sails servicing and repairs specialist. The loft first opened for business in 1997 and today has an impressive, modern facility in Universal marina; providing the capacity for work on larger sails or taking on time-dependent projects without interfering with planned production and on-site sail servicing and repairs. The team provide new sails for youth Optimist dinghy sailors; one design; coastal cruisers and blue water yachts, as well as club racing and specialist Grand Prix sails.

### **Generation Graphics - [sales@generationgraphics.co.uk](mailto:sales@generationgraphics.co.uk) Tel: 07927 558905**

Generation Graphics are an innovative marine vinyl wrapping specialist, using specific materials ensuring that their products will withstand the environment along with being aesthetically pleasing. The team at Generation Graphics are uniquely formed from a varied background of professionals. This enables them to create and deliver the highest of quality products and service, with the end users specification being met. Their team will guide the process from start to finish.

**Aboard Boat Coaching - [info@aboardboatcoaching.co.uk](mailto:info@aboardboatcoaching.co.uk) Tel: 01489 319003**

Mike Coulson, chief instructor at the RYA Training Centre - Providing all the power-boating, first aid, theory and VHF radio knowledge and experience you need, in convenient fun and value for money packages. They run RYA Powerboat training courses on their 7.8m Ribcraft RIB and shore-based courses in brand new classrooms. Charter one of their boats either on your own or with a skipper. Choose a bespoke instructor package if you prefer in order to increase your hands-on experience. Tuition on your own boat optional.

**Petersen Custom Rigging - [paulrussell@petersen-stainless.co.uk](mailto:paulrussell@petersen-stainless.co.uk)  
Tel: 07775 993379**

Paul Russell - UK Marine Sales and Rigging Manager. Yacht riggers with over 100 years' experience between them for various companies specialising in rigging and yacht masts. We offer the full range of services that you would expect from your yacht rigger, from insurance approved rig checks to full re-rigs. We can swage wire up to 28mm and head rods up to -76. They can supply spars, furlers and deck hardware from all the leading manufacturers. They are the main UK agents for Rutgerson deck hardware and many of their product are available on our online shop. Their mast fabrication side of the business covers everything from repairing a damaged boom to designing and building masts for clients such as Clipper Ventures, Indian Navy and BAE Systems.

**Simon Harvey Furniture - [www.facebook.com/simonharveyfurniture](https://www.facebook.com/simonharveyfurniture)  
Tel: 01489 570855**

Simon, opened in 1988, specialising in fine woodworking and yacht joinery; from a wooden hobby horse, furniture to table on-board yacht Simon is an exceptional craftsman for unique quality products.

**Aspire Chandlery - [sales@aspirechandlery.com](mailto:sales@aspirechandlery.com) Tel: 01489 572480**

Mark Matthews heads Universal Marina's on-site Yacht Chandlers. Carrying one of the largest selections of Anodes & Cutlass Bearings on the shelf in our shop, we also stock boat cleaning materials, anti-foul, preparation sundries, rope, screws and numerous other items that you might need when working on your boat. If we don't stock it, we can get it.





## BOAT BUILDERS/YACHT AND MOTORBOAT SALES

### **Aspire Boat Sales - [info@aspireboatsales.com](mailto:info@aspireboatsales.com) Tel: 01489 572480**

The used boat brokerage run by boat owners for boat owners. They offer some of the lowest brokerage fees in the industry without compromise to the professionalism and standards that you should expect. Open 7 days per week and will travel to wherever you and the boat are located. Facilitating the sale of quality used motor yachts, sail boats and small craft along the South Coast.

### **Marina Marbella - [rpd@marinamarbella.net](mailto:rpd@marinamarbella.net) Tel: 01489 576676**

Whether you are buying, selling or wish to charter a boat with more than 5 decades of experience and offices far and wide, the team are there to take care of you. A variety of Yachts for every taste. Once they have found you the boat of your dreams, they can help you with finance, find your perfect mooring, even help with your boat maintenance.

### **Acar Marine/Ocean Shine Ltd - [info@acarmarine.co.uk](mailto:info@acarmarine.co.uk) Tel: 01489 290039**

Manufacturing and sales since 1991, from a 3m party boat to a super yacht; they also specialise in producing ropes, stainless steel yacht equipment, fitting marine windows, hatches and windscreens. Making sure the price and design is right, they will provide you with a wide range of quality products to suit your needs.

### **Pascoe International - [sales@pascoeinternational.com](mailto:sales@pascoeinternational.com) Tel : 01489 564588**

Producing world-leading luxury yacht tenders, dedicated to building you the finest craft in design, performance and reliability. From the award winner Limousine, Landau, high performance tender through to the beach and shuttle tender, they can build the right one for you. Once they start your build to after-sales, they support you every step of the way.

### **Wahoo Ribs - [enquires@wahoo ribs.com](mailto:enquires@wahoo ribs.com) Tel: 01329 339339**

From Friendship to business partners, Paul and Julian launched in 2008, they now have six models, ranging from a 6.2m inboard tender, 700HP chase boat up to a 11.5m explorer and a new all-weather tender. Well designed, quality, all boxes ticked, fabulous, sea keep characteristics are words from some of their customers. Their dedication, product and winning warranties ensure you will always receive excellent customer service.

### **Ken Freivokh Design - [all@freivokh.com](mailto:all@freivokh.com) Tel: 01489 580740**

The team, who together always aim for the high bar of excellence in super-yacht architects and interior design. From yachts, special projects and architectural designs they create a bespoke design for you.

### **Trader Motor Yachts - [sales@tradermotoryachts.com](mailto:sales@tradermotoryachts.com) Tel: 03332 401696**

With their knowledge, in depth viewings with clients, expert assistance whether you are buying a Trader Motor Boat or wishing to sell, you are safe in their hands. Expert knowledge of this model range from the smallest to the largest in the range they can help. Maybe you would like to charter a Trader, they can arrange this for you to.



## MEDIA/TECHNOLOGY

### **Briscoe:PR - [hello@briscoepr.co.uk](mailto:hello@briscoepr.co.uk) Tel: 01489 232030**

Are a multi-channel public relations and social media agency. Their very own Kevin Briscoe is listed as one of the top 70 Chartered Institute of Public Relations. With his close-knit team of former journalist, PR specialist and social media experts. They work with businesses across sectors from Food and drink, through to Aviation and Maritime. They ensure they give the best possible service using multiple channels depending what is right for you, using old school PR print coverage to varied social media communication. You will receive an award-winning blend of expertise, making your business stand out from the crowd.

### **Spitfire Marketing - [info@spitfiremarketing.co.uk](mailto:info@spitfiremarketing.co.uk) Tel: 01489 854716**

Set up in 2009 to fulfil an ambition providing a hard-working creative marketing company that makes sure they put your objectives above theirs. From strategy and planning, digital market, offline marketing and creative design, their team bring decades of experience to you to provide free thinking with their creative and marketing experience to every area of their business, putting heart and soul into every project. They work with companies from Airports through to Zoo's, A-Z if you like.

### **Alliants – Digital Innovation Delivery - [info@alliants.com](mailto:info@alliants.com) Tel: 01489 854520**

Focusing on helping companies make the most of digital opportunities, their excellent experienced team and powerful software products to help travel, hospitality and retail clients outperform competition. Established since 2009 the team recognise your needs, being experts in conversational commerce, big data and machine learning, this software provides and helps millions of people around the world, and these are an excellent way to help your company. Can their products help push forward your brand? The management team and Co-Founders have global and high growth experience in all three sectors, to see how they can help you pop and meet the team.

### **MRB Creative [mark@mrbs-creative.co.uk](mailto:mark@mrbs-creative.co.uk) Tel: 02380 983870**

MRB have produced, adapted and given each brand a unique and new identity. From promotional product packaging, which plays a vital role in your branding, advertising, corporate printing which is the companies identity through that photograph which can enhance a product considerably, this great team of Diverse people, who with their different passions, excellent understanding, adaptable, professional and reliable attitude can help your products stand out from the crowd.



**Data Techniques - [estimating@datatechniques.co.uk](mailto:estimating@datatechniques.co.uk) Tel: 07850 320260**

Since inception as a fibre optic specialist in 1988, Data Techniques has grown in size, strength and services ever since. From small beginnings, they are proud to boast a UK wide workforce of over 300 industry professionals with an enviable reputation of being “partner of choice” supplying infrastructure solutions to some of the World's leading organisations along with many far smaller businesses. They offer an agile and professional service to ensure our clients network needs are scalable and able to cope with the ever-increasing reliance on connectivity.

**GP Watson - [admin@gpwatson.co.uk](mailto:admin@gpwatson.co.uk) Tel: 01489 557288**

Specialising in engineering services started in 1981, the company has grown and evolved into a successful engineering project management company that will take on any job, big or small. Specialising in commercial building services, mechanical engineering, electrical installation and maintenance, air condition and pharmaceutical engineering, they pride themselves with high quality service, and second to none workmanship. The team who are all experience and registered under the CITB scheme have helped this company grow to the success it is today.

**Lancroft - [info@lancroft.com](mailto:info@lancroft.com) Tel: 01489 880518**

With many year's experience you can be certain that this experienced company who specialise in the installation of electronic security systems both conventional and IP to provide CCTV, Door and gate automation, access control and video systems, will provide you with the finest design. Their constructions and installation process for property developers is straightforward and highly efficient, working with the most proficient licensed contractors means your project will be completed efficiently and to the highest of standards.

**Deal Direct - [gdavies@dd-fs.co.uk](mailto:gdavies@dd-fs.co.uk) Tel: 02392 006428**

Provide financial solutions with a free, no-obligation service that helps you find the best mortgage and protection products that suit your personal circumstances. If you need help with your mortgage protection, family protection or finances in general they can help you. The expert team who have access to interactive tools, lenders from across the UK and comprehensive resources, can successfully help you find the right customised product for all your financial decisions, so give them a call to see if they can help you.

**3R - [info@3r.co.uk](mailto:info@3r.co.uk) Tel:01489 854741**

Specialise in recruitment for technology and finance sectors. 3R help people set up recruitment companies – They provide start-up businesses with all of the IT systems, infrastructure and finance they need to set up & run a business. They also provide back office services to established recruitment companies – this is an on-line system to manage timesheets, payroll and invoicing for their contractors (temps).

## CHARITIES

### **Rona Sailing Project**

**[brid@ronasailingproject.com](mailto:brid@ronasailingproject.com) Tel: 01489 885098**

A lovely team with years of sailing experience provides opportunities for young people to feel a sense of responsibility, resourceful and be part of a team, which can help them in the future. Established over 50 years ago they have given over 20,000 young people an experience of a life time, changing their confidence and possibly their perspective on the world. The dedicated team with over 400 volunteers have already planned the 2019 event calendar. Can you help touch the lives of a large and disparate group of people? Do you know of anyone that could benefit from this amazing experience? If so contact them on 01489 885 098 or visit the website: [www.ronasailingproject.org.uk](http://www.ronasailingproject.org.uk).

### **Discovery Sailing Project - [www.dsp.uk.com](http://www.dsp.uk.com)**

Exists to give young people the opportunity to develop through sail training. Their voyages, create a safe yet challenging environment where crews can build resilience, team work and persistence as they work to sail physically and mentally demanding yachts. The voyages are tailored to set the level of challenge to those on board and their ability, background and experience.

Through DSP leadership programme they create further opportunities for young people to formalise their experience through RYA qualifications, by helping with yacht maintenance and to continue to develop as leaders in sailing, acquiring both sailing and personal skills.

