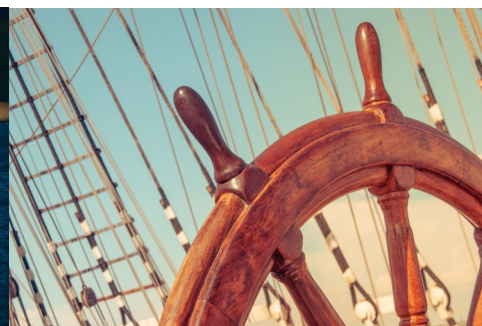




**Economic Information Observatory**  
a regional cooperation project between  
**Atlantic Canada** and **Saint-Pierre and Miquelon, France**

## Boating and the Boating Industry



Atlantic Canada (p. 1-4)

Saint-Pierre and Miquelon, France (p. 5-8)



## Boating and the Boating Industry

### In this issue:

The Boating Industry: Key Figures	2
To Stay Tuned	3
Marinas in Atlantic Canada	4

Bounded by **three oceans** (Atlantic, Pacific and Arctic), Canada is a country of **lakes, rivers and waterways**, and **boating and recreational water activities** have been growing in popularity across the country, attracting both **private enthusiasts** and players in the **boating industry**. From **construction and repair** to the **operation** of small **pleasure craft, motorboats, yachts and sailboats**, Canada's marine sector has gained new momentum in recent years, and Atlantic Canada, which boasts a **world-class port system**, is effectively positioned to take advantage of this **growing interest** in water activities. While in 2014, **16.4 million Canadian adults** (46% of Canada's population) took part in recreational boating, the boating industry is working actively to **expand its market** beyond the country's borders in order to leverage potential that to date has been left largely untapped.

### Recreational boating in Canada in numbers

#### Contribution of recreational boating to Canada's economy

- Gross domestic product: \$5 billion
- Total revenue: \$8.9 billion
- 67,000 Canadians are employed in the recreational boating industry
- In 2015, nearly 38,000 new motorboats and sailboats were sold in Canada and more than 64,000 used motorboats and sailboats

#### Industry revenue by region

- Ontario: \$3.5 billion
- British Columbia: \$1.6 billion
- Quebec: \$1.6 billion
- **Atlantic Provinces: \$435 million**

#### Participation in boating by Canadian region

- Ontario: 40%
- Quebec: 23%
- British Columbia: 13%
- Alberta: 10%
- Manitoba/Saskatchewan: 7%
- Atlantic region: 7%

### Profile of typical recreational boating enthusiast in Canada

- 43% of Canadians took part in boating in 2015.
- 59% of boat owners have an annual income of less than \$100,000.
- According to figures from NMMA Canada, recreational boating is a pastime that can also be taken up by members of the middle class with a household income of less than \$100,000 a year.
- Canadians own more than 4.3 million boats, more than 85% of which measure less than 26 feet (7.92 m) in length.
- Nearly 80% of Canadians live less than 1 hour from a navigable body of water.

### Recreational boating: largely a family activity

- Recreational boaters are generally Canadian families
- 71% of boat owners are married
- 48% of boat owners have children living at home
- In 2014, 41% of recreational boaters owned one or more boats, versus 35.8% in 2013.
- In 2015, 75% of persons taking part in recreational boating had a post-secondary certificate or diploma, with the average age of the Canadian recreational boater ranging between 31 and 49.

In the *Canada Shipping Act, 2001*, "pleasure craft" is defined as a **vessel that is used for pleasure and does not carry passengers** (paying passengers, i.e. as part of a business operation), as well as other vessels of the classes prescribed in the Act.

- Paddleboats and watercycles
- Sealed-hull, sit-on-top kayaks
- Canoes and rowboats
- Rowing shells and human-powered vessels
- Sailboards and kiteboards
- Yachts and sailboats
- Houseboats

- Motorboats and personal watercraft
- Hydrofoil vessels (recreational type)
- Rigid hull inflatable boats
- Underwater remotely operated vehicles
- Boats (suitable or intended for personal use)
- Fibreglass boats
- Fishing boats (recreational type)

For **Boating Safety**, see **FOCUS**, Additional Information, IE, 5, 06, 2018, on <https://provis.umcs.ca>

**Selected useful links for additional information:** Atlantic Marine Trades Association (AMTA), <<http://boatinginatlanticcanada.com/>>; Innovation, Science and Economic Development Canada, <<https://www.ic.gc.ca/>>; National Marine Manufacturers Association (NMMA) Canada, <<https://www.nmma.ca/>>; Nova Scotia Boatbuilders Association (NSBA), <<http://www.nsboats.com/>>; Paddle Canada <<https://www.paddlecanada.com/>>; Fisheries and Oceans Canada, <<http://www.dfo-mpo.gc.ca/>>; Québec Yachting, <<http://www.quebecyachting.ca/>>; Statistics Canada, <<https://www.statcan.gc.ca/>>; Transport Canada, <<https://www.tc.gc.ca/>>.

# The Boating Industry: Key Figures

Recreational boat manufacturing (major economic indicators) (millions of CDN \$, employment in thousands)							
Economic Indicator	2011	2012	2013	2014	2015	% change 2014-15	CAGR* 2011-15
Gross domestic product	170.0	166.9	125.7	144.1	130.8	-9.3%	-6.3%
Shipments	494.7	470.3	367.9	441.4	472.4	7.0%	-1.1%
Total imports	579.4	653.5	684.1	704.8	693.2	-1.6%	4.6%
Total exports	376.0	419.0	441.9	381.1	384.5	0.9%	0.6%
Re-exports	7.2	13.6	23.7	26.0	37.3	43.4%	51.1%
Apparent domestic market	698.1	704.8	610.1	765.0	781.0	2.1%	2.8%
Domestic market share	17.0%	7.3%	-12.1%	7.9%	11.2%	3.4%	-1.4%
Trade balance	-203.4	-234.5	-242.2	-323.6	-308.6	4.6%	-11.0%
Import penetration	83.0%	92.7%	112.1%	92.1%	88.8%	-3.4%	1.4%
Export orientation	76.0%	89.1%	120.1%	86.4%	81.4%	-4.9%	1.3%
Manufacturing intensity ratio	34.4%	35.5%	34.2%	32.7%	27.7%	-5.0%	-1.7%
Establishments	234	207	196	165	154	N/A	N/A

CAGR: Compound annual growth rate

Source: Statistics Canada

## Industry key figures at the national level

<p><b>\$2.3 billion</b></p> <p>sales of new boats and engines in 2016 (up 9.2% over 2015)</p>	<p><b>63,505 units sold</b></p> <p>sales of used boats in 2016 relatively stable (down 0.8% from 2015)</p>	<p><b>3.5% average</b></p> <p>increase in sales of outboard motors in 2016 (7.1% in the Atlantic Canada region)</p>	<p><b>\$685.8 million US</b></p> <p>Canadian imports of boats in 2016 (down slightly, by 0.1%, from 2015)</p>	<p><b>\$201.2 million</b></p> <p>total exports by the Canadian boat industry in 2016 (down 43.8% from 2015)</p>	<p><b>\$472.4 million</b></p> <p>total value of shipments in 2015 (up 7% from 2013)</p>	<p>Since 2016, the market has seen an increase in imports of large boats and personal watercraft and a decrease in imports of small recreational watercraft and large motorboats.</p>
---	--	---	---	---	---	---

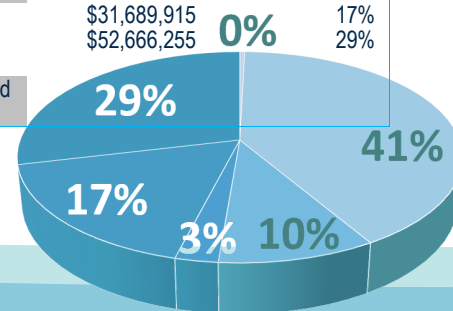
(data from 2015 and 2016, released in 2018)

## Import/export market at a glance

- Canada is the United States' largest market for recreational boat exports.
- Primarily due to competition from the U.S., the industry in Canada is increasingly vulnerable on the international and domestic markets.
- In light of the short boating season in North America, Canada's recreational boat manufacturing industry will benefit from growing its export market as the international markets can help provide greater economic stability.
- A gradual decrease in both exports and imports has been noted since 2008.
- The Comprehensive Economic and Trade Agreement (CETA) offers export opportunities to the Canadian industry.

## Value of imports (in Canadian \$)

Sailboards	\$759,228	< 1%
Water skis, surfboards and other watersport equipment	\$75,280,688	41%
Fishing rods	\$18,053,949	10%
- one of Canada's largest importers is based in Newfoundland and Labrador		
Hooks	\$4,932,939	3%
- four of Canada's largest importers are based in Nova Scotia and one in Newfoundland and Labrador		
Fishing reels	\$31,689,915	17%
Fishing tackle, nets and other fishing/hunting requisites	\$52,666,255	29%
- three of Canada's largest importers are based in Nova Scotia		



# To Stay Tuned

## Boating industry associations

### National Marine Manufacturers Association (NMMA) Canada

<https://www.nmma.ca/>

NMMA represents the interests of the Canadian recreational boating industry. It also oversees the awareness program *Discover Boating* on behalf of the North American recreational boating industry.

### Discover Boating

<https://www.discoverboating.ca/>

This program is a user-friendly tool for anyone seeking additional information about recreational boating, including details on the types of boats suitable for various activities (comparative tables), boat brands and manufacturers, retailers, marinas, maintenance, trade shows and more.

### Atlantic Marine Trades Association (AMTA)

<http://boatinginatlanticcanada.com/>

This not-for-profit organization is the official voice of the recreational boating industry in the Atlantic Provinces and promotes recreational boating on behalf of its membership. Its members include manufacturers, distributors, wholesalers, dealers and brokers of yachts, boats, engines and accessories, as well as marina operators, recreational marine service providers and other boating-related organizations. In November 2018, the AMTA will officially adopt its new name of Boating Atlantic.

### Nova Scotia Boatbuilders Association (NSBA)

<https://nsboats.com/>

Founded in 1998, the NSBA's membership currently includes 45 boatbuilders and 54 companies supplying products and services to the industry.

### Paddle Canada

<https://www.paddlecanada.com/>

Paddle Canada sets national standards for instruction and certification for recreational paddling: canoe, kayak and stand-up paddleboard. Nearly 2,200 Paddle Canada-certified instructors deliver nationally and internationally sanctioned courses to more than 10,000 paddlers each year.

Regional member associations:

- ◇ New Brunswick: Canoe Kayak New Brunswick
- ◇ Nova Scotia: Canoe Kayak Nova Scotia
- ◇ Newfoundland and Labrador: Paddle Newfoundland and Labrador

### Canadian Power and Sail Squadrons

<http://www.cps-ecp.ca/>

With 75 years of experience in providing safe boating education, CPS offers basic and advanced boating courses. Local squadrons (formed into districts) are active in communities across the Atlantic Provinces.

### Association des Amateurs de Bateaux de Bois (AABB)

[https://fr-ca.facebook.com/pg/AABB-Association-des-Amateurs-de-Bateaux-de-Bois-123362784359105/about/?ref=page\\_internal](https://fr-ca.facebook.com/pg/AABB-Association-des-Amateurs-de-Bateaux-de-Bois-123362784359105/about/?ref=page_internal)

Founded in 1993, the AABB represents approximately 100 members in Quebec and the Maritimes who share information and techniques. From professional artisans to amateur boatbuilders, they all share a passion for kayaks, small rowboats or sailboats, and other recreational watercraft.

## Save the dates!

### Safe Boating Awareness Week

May 19 – 25, 2018

<https://csbc.ca/en/safe-boating-awareness-week>

Dartmouth, Nova Scotia, will be one of five cities across Canada to host kick-off events for this awareness campaign. The media, the general public and boating safety authorities are invited to take part in this event.

### ROUTE Halifax / Saint-Pierre

June 26, 2018

<https://www.routespm.com/en/route-halifax-saint-pierre/>

This 350-mile ocean race taking place every other year celebrates its ninth edition in summer 2018. In mid-June, boats from Quebec, the rest of Canada, the United States, Saint-Pierre and Miquelon and Europe come to moor in Halifax. The race then kicks off on June 26, and it generally takes the participants 47 to 56 hours to reach Saint-Pierre and Miquelon – although the race record is 29 hours! Titouan Lamazou is the honorary sponsor of ROUTE Saint-Pierre et Miquelon.

### Electric & Hybrid Marine World Expo 2018

June 27 – 29, 2018

Amsterdam, Netherlands

<http://www.electricandhybridmarineworldexpo.com/>

Now in its fifth year, this is the world's only international conference dedicated to electric and hybrid marine propulsion systems.

### Fête du nautisme

July 7 – 8, 2018

<http://www.fetedunautisme.ca/en/>

This annual event offers a range of free activities to celebrate and promote water sports in regions across Quebec.

### CPS-ECP National Conference

October 16 – 21, 2018

Ottawa, Ontario

<http://www.cps-ecp.ca/>

The 2017 edition of this conference was held in Charlottetown, PEI.

### Halifax International Boat Show

February 7 – 10, 2019, Halifax, NS

<http://www.halifaxboatshow.com/>

A popular regional event now in its fifth decade, this major trade show attracts hundreds of exhibitors. Activities also include workshops and seminars. The Halifax International Boat Show is owned by the Atlantic Marine Trades Association, which reported a 20% increase in the event attendance rate in 2018.

- 63% of customers/visitors at the 2018 show owned a boat
- 46% of customers/visitors intended to purchase a boat within the next 12 months
- 5,500 copies of the event program were distributed at the 2018 Halifax International Boat Show.

# Marinas in Atlantic Canada

## Marinas

(901 establishments across Canada)

Establishments of this type are primarily engaged in operating docking and storage facilities for pleasure-craft owners, with or without related activities, such as retailing fuel and marine supplies, and boat repair and maintenance, and rental services. Sailing clubs and yacht clubs that

Canada has a total of 265,523 km of coastline!  
This means enormous development potential for the boating and tourism industries.  
(Total area: 9,984,670 km<sup>2</sup>; total water area: 8.62%)

### Legend:

Y = Yes; N = No  
T = Toilets; S = Showers  
L = Laundry facilities  
W = Water  
I = Ice  
n = north  
w = west

**New Brunswick:** No place in New Brunswick is farther than 180 km from the sea. With 2,269 km of coastline, the province is bounded by Chaleur Bay to the north, the Gulf of St. Lawrence to the east and the Bay of Fundy to the south.  
(Total area: 72,908 km<sup>2</sup>; water area: 2.00%)

### NB (Bay of Fundy / St. John River; 18 marinas)

Name	St Andrews Market Wharf
Dockage	Y (Limited)
Maximum length	180'
Depth	13'
Power	Y
Mooring buoys	Y
Boat launch	Y
Fuel	N (but available locally)
Water and ice	W/I
Pump-out station	Y
Facilities	T/S
Winter storage	N
Latitude	45.04'11" n
Longitude	67.03' w

### NB (Northumberland Strait; 9 marinas)

Name	Shediac Bay Yacht Club
Dockage	Y
Maximum length	54'
Depth	6-7'
Power	15/30 Amp
Mooring buoys	N
Boat launch	Y
Fuel	N
Water and ice	W/I
Pump-out station	Y
Facilities	T/S/L
Winter storage	N
Latitude	46.13'40" n
Longitude	64.32'50" w

**Prince Edward Island:** This province is bounded by the Gulf of St. Lawrence to the north and the Northumberland Strait on its other 3 sides.  
Island length: 224 kilometers  
Island width: between 4 and 60 km  
(Total area: 5,660 km<sup>2</sup>; water area: < 1%)

### PEI (Northumberland Strait; 13 marinas)

Name	Charlottetown Yacht Club
Dockage	Y
Maximum length	200'
Depth	20'
Power	30/50 Amp
Mooring buoys	N
Boat launch	Y
Fuel	Gas/Diesel
Water and ice	W/I
Pump-out station	N
Facilities	T/S/L
Winter storage	Y
Latitude	46.15' n
Longitude	63.8'23" w

### NS (Northumberland Strait; 6 marinas)

Name	Pictou Marina
Dockage	Y
Maximum length	60'
Depth	6'
Power	15/30 Amp
Mooring buoys	N
Boat launch	Y
Fuel	Gas on-site/Diesel by truck
Water and ice	W
Pump-out station	N
Facilities	T/S
Winter storage	Y
Latitude	45.40'56" n
Longitude	62.41'29" w

**Newfoundland and Labrador:** Total coastline: 17,542 km (Newfoundland: 9,656 km, and Labrador: 7,886 km). Labrador and Newfoundland are separated by the Strait of Belle Isle.  
(Total area: 405,212 km<sup>2</sup>; water area: 7.73%)

### Newfoundland and Labrador (10 marinas)

Name	Dock Marina, Trinity
Dockage	Y
Maximum length	140'
Depth	20'
Power	Y
Mooring buoys	N
Boat launch	N
Fuel	N
Water and ice	W/I
Pump-out station	N
Facilities	T/S/L
Winter storage	N
Latitude	48.22' n
Longitude	53.21' w

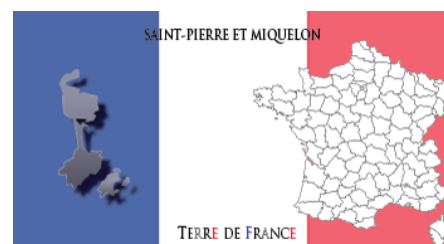
**Nova Scotia:** Connected to the continent by a thin strip of land, the peninsular province of Nova Scotia is surrounded by the Atlantic Ocean. No place in Nova Scotia is more than 50 km from the sea. The province boasts 13,300 km of coastline.  
(Total area: 55,284 km<sup>2</sup>; water area: 3.52%)

### NS (Cape Breton; 16 marinas)

Name	Cape Breton Boat Yard
Dockage	Y
Maximum length	140'
Depth	10'
Power	30 Amp
Mooring buoys	Y
Boat launch	N
Fuel	N
Water and ice	W
Pump-out station	Y
Facilities	T/S/L
Winter storage	Y
Latitude	46.5'46" n
Longitude	60.45'12" w

### Nova Scotia coastline (28 marinas)

Name	Waterfront Development
Dockage	Y
Maximum length	300'
Depth	25'
Power	30/50/100 Amp
Mooring buoys	N
Boat launch	N
Fuel	(by truck)
Water and ice	W/I
Pump-out station	N
Facilities	T
Winter storage	N
Latitude	44.38' n
Longitude	63.34' w



### In this issue:

Boating in France

5

France's boating industry

6

World leaders

7

Saint-Pierre et Miquelon

8

## Boating in France



Boating is a buoyant sector in France, benefiting from internationally recognized experience and expertise.

### 2015 figures (source: *Tous les Chiffres du Nautisme, 2017 edition*)

#### The boating sector and services:

- Europe's **leading** pleasure boat manufacturer and **number two** globally,
- **5,319 companies, 40,166 employees,**
- **€4.41 bn** total revenue,
- **41,745 boats produced** (revenue of €831.7 million), with 76.8 % sold for export.

#### Main facts and figures on boating:

- 9 million occasional participants,
- 4 million regular recreational boaters,
- 11,757 new registrations in 2015 (68% motorboats, 49.5% boats <6 metres)
- 63,569 changes of ownership:
- over 1,000 sailing schools,
- over 200 training ships,
- 87,790 pleasure boat licences issued.

#### Facilities:

- over **400 marinas**, giving 252,000 berths,
- over **40 drydocks**, giving over 11,000 berths.

**The Nautic Paris Boat Show** at Porte de Versailles Exhibition Centre from 8 to 16 December 2018. Every year in early December, the Paris Boat Show brings together all sectors of the boating industries and becomes France's biggest indoor port. For more information: <https://salonnautiqueparis.com/fr>



#### Figures from the 2017 event:

- 206,184 visitors
- 130,000 sq. m
- 9 days
- 825 exhibitors
- 1,011 vessels

## France's boating industry



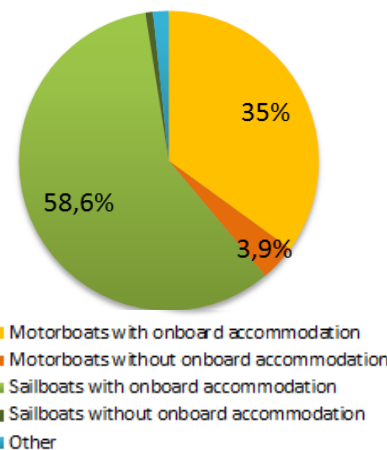
Boating is one sector where France has **world-leading positions** (in sailing and water sport). It is also the world's fourth biggest motorboat producer.

120 companies are registered as pleasure boat manufacturers in France. Of these, the six biggest account for 80% of the sector's value.

Over the 2010–2015 period, French pleasure boat manufacturing increased by 8% in volume. Growth was 20% over 2014 and 2015. 80.5% of sailboat manufacturing revenue is generated from export.

Since 2010, the maintenance and repair of pleasure boats have increased by 22% in volume on French sites, i.e. an average 3.8% a year.

Breakdown of French manufacturing revenue per boat type (2015/2016)



Source: Nautisme – Tous les chiffres du nautisme, 2017 edition

## Foils, the future of sailing

Foils are wing-like structures that lift the boat's hull out of the water slightly to increase speed. Raised by two foils, the boat skims over the water as if on shock absorbers. Although the foil concept is nothing new, it has become more common in sailing recently. Popularized by the America Cup's multihulls, then by the first four finishers at the last Vendée Globe, foils, composite wings placed under the hulls, enable boats to reach extraordinary speeds, literally making them fly over the water. Previously reserved for competitive sailing, foils are now being seen on the hulls of boats designed for the general public.

Based in Lorient (Morbihan), **SEAir** is convinced that **foils are the next boating revolution**. Their aim is simple: demonstrating foils' potential to broaden their appeal. SEAir has extended its research and development to motorboats, and particularly to semi-rigids. Tests on a Zodiac 5.50 fitted with retractable and adjustable foils have shown increased stability and comfort, a notable fall in engine speed (and so noise) and a significant reduction in fuel consumption, in the region of 30%.

SEAir's expertise was recognized by Morbihan CCI's 'Innovation Award' in 2015, the 2016 Fédération des Industries Nautiques (FIN) 'High Tech' Special Award and the 'Nautic Innovation Awards' in 2017. It has also obtained 'Green Tech Startup' accreditation from the Ministry of the Environment, Energy and Sea.

Currently, a boat with foils is twice as expensive as an equivalent vessel. Their clients are wealthy recreational boaters but not only: hire companies, passenger transporters, the Navy and sea rescue have also shown an interest.

Website: <https://seair.fr/fr/>



## World leaders



- ◇ The **Bénéteau Group**, a **monohull and multihull boat manufacturer**, operates in over fifty countries, in both sail and motorboats. The Group has some **thirty production plants** around the world and is behind several brands including **Bénéteau**, **Jeanneau**, **CNB**, **Prestige Yachts** and **Monte Carlo Yachts**. **Lagoon** is now part of CNB, a division of the Bénéteau Group. Since 1984, Lagoon has produced over 4,300 cruise catamarans and is now the world leader in that sector.
- ◇ The **Zodiac Group**, the **world leader in inflatable and semi-rigid boats**, is available in two brands: **Bombard**, which targets the low-cost segment to take distribution global, and **Avon**, a secondary superyacht brand. Revenue was **€40 M** in 2017.
- ◇ **Bic Sport**, based in France on the Breton coast, was founded in 1979 by Baron Bich, who used his industry expertise to develop **windsurfing**, the most popular water sport in the early 1980s. Rapidly becoming **the world leader in windsurfing**, BIC Sport has diversified over the last twenty years into other water sports equipment. The 22,000-sq. m production plant in Le Prat and its 120 employees now manufacture over **70,000 products a year, which are sold in 92 countries**. **Stand-up paddles account for over 50% of production**. Other categories (windsurfing, kayaking, O'pen Bic children's dinghies and boating accessories) represent the other half.
- ◇ **Dream Yacht Charter** is a **leader in boat hire**. The company manages over 1,000 boats across 27 countries and over 50 hire bases around the world. It is also the world's biggest buyer of pleasure boats, with nearly 200 units procured from French manufacturers every year. Dream Yacht Charter generated revenue of €110 million in 2017 and is forecasting 15% to 20% growth for 2018.



### Reconversion of La Ciotat shipyard

Launched in the mid-nineteenth century, La Ciotat shipyard (in Bouches-du-Rhône) had 6,000 employees at its peak, who worked to build oil tankers and cargo ships. Following competition from Asia, the site was forced to close in 1987.

On the ruins of the brownfield site, the site was reconverted into a huge repair centre for billionaires' yachts. La Ciotat has established itself in the superyacht (50–80 metres) segment. With its platform of seventeen berths served by a 2,000-tonne boat lift, La Ciotat accommodates a hundred or so fifty-plus-metre yachts every year, i.e. a seventh of the global fleet.

In 2017, La Ciotat Shipyards' revenue neared €120 million, sustaining 700 direct jobs. The cost varies from €3 to €5 million for standard services, to €40 million for a comprehensive overhaul. As owners reinvest an average 10% of the purchase price in maintenance every year, the sector has excellent visibility.

To become the market leader, La Ciotat is specifically targeting eighty-plus-metre yachts, a fast-growing segment. Today there are 130 eighty-plus-metre yachts in the world, and there will be 250 in 2025. The site currently captures 10% of the market, as much as Barcelona, its main competitor. La Ciotat Shipyards is preparing to invest €100 M by 2023 to increase the site's lead in the refit and repair market. The forthcoming construction of a lift designed for 4,000-tonne ships, which can accommodate vessels of over 100 metres, is set to multiply the opportunities.



## Saint-Pierre and Miquelon



**ROUTE Saint-Pierre & Miquelon** is the major nautical event of the summer. Held every two years for the last fifteen years, starting from Halifax, Route Saint-Pierre & Miquelon is an ocean race that brings together a range of participants from enthusiastic amateurs to the most experienced crews in boats of various sizes (10 to 20 m in length). A 350-mile route between Halifax and St-Pierre and Miquelon then a trial in St-Pierre Bay culminate in five days of celebrations on Saint-Pierre, where locals and crews come together in music at Le Café de la ROUTE. The event aims to bring St-Pierre and Miquelon and its partners international recognition and develop boating in the archipelago.

This year's race began on 26 June. It followed a major festival at the Port of Halifax, which featured concerts, French gastronomy and invitations to travel to St-Pierre and Miquelon.

Official website: <https://www.routespm.com>

Facebook: <https://www.facebook.com/routesaintpierreetmiquelon/>



The company **Nautech**, which was founded in 2007 and is based on Miquelon, specializes in naval and hydraulic welding and repair. Nautech's main clients are companies and commercial fishing boats that require welding. Local recreational boaters account for only a small part of its clientele with occasional services, as Yann Boissel, Nautech's Managing Director, explains: "people on the archipelago were used to doing everything themselves."

Following the local authority's acquisition of a hydraulic cradle making it possible to lift ships up to 50 tonnes, visiting pleasure boats can be docked on Miquelon to spend the winter or carry out repairs. Nautech has positioned itself to meet this new clientele's needs and provides wedging, security, storage and various winterizing-related services.



Yann has been extensively trained in welding, hydraulics, machining and mechanics. His expertise and enthusiasm are leading him to start building small aluminium pleasure boats (called plates in the archipelago) this winter. Yann hopes to obtain competitive production costs thanks to the exoneration of customs duties on raw materials imported for local industry\*.

 <https://www.facebook.com/nautech.spm>

\* <http://www.spm-ct975.fr/la-collectivite-territoriale/deveco/dispositifs-en-faveur-du-developpement-des-companies/>

# INTELL-ECHO



Are you seeking business opportunities in this sector?  
CACIMA and PROVIS can facilitate your business prospection process and help with establishing new partnerships  
(targeted information and network contacts)

**Intell-Écho** is a periodic bulletin published by the Economic Information Observatory, a regional cooperation project between Atlantic Canada and Saint-Pierre and Miquelon. The publication of this bulletin is made possible through the sponsorship of the Atlantic Canada Opportunities Agency in support of research initiatives, linguistic minorities and business development, and the Province of New Brunswick as well as the Université de Moncton, Shippagan Campus, and the Prefecture and Territorial Council of Saint-Pierre and Miquelon.

**Editorial Production:** Project Lead, Dr. Monica Mallowan, PROVIS Observatory, Université de Moncton, Shippagan Campus, Shippagan, NB, Canada.  
observatoirePROVIS@umoncton.ca  
© PROVIS Observatory 2018.

**Information Policy:** The aim of this project is to provide useful information to stakeholders seeking to promote regional cooperation between Atlantic Canada and Saint-Pierre and Miquelon. Information supplied herein may be used on the condition that the Intell-Écho be cited as a source.

**Responsibility:** The project team is not responsible for the information resources supplied in this bulletin (content, links, changes, updates, timeliness of statistical data) nor for decisions or actions undertaken based on information supplied herein.



Chambre d'Agriculture,  
de Commerce, d'Industrie,  
de Métiers et de l'Artisanat  
(CACIMA)

4, boul. Constant Colmay,  
BP 4207 97500

Saint-Pierre et Miquelon, France

[www.cacima.fr/blog](http://www.cacima.fr/blog)



PROVIS—UNIV. DE MONCTON,  
CAMPUS DE SHIPPAGAN

218, J.-D.-Gauthier

Shippagan NB E8S 1P6  
Canada

<https://provis.umcs.ca>

**The Economic Information Observatory** is a regional cooperation project established between Atlantic Canada and Saint-Pierre and Miquelon. The publication of this information bulletin is made possible through the sponsorship of the Préfecture and the Conseil Territorial of Saint-Pierre et Miquelon, in support of the Atlantic Canada Opportunities Agency's programs for research initiatives, linguistic minorities and business development, and the Province of New Brunswick, as well as the University of Moncton, Shippagan Campus and the Prefecture and Territorial Council of Saint-Pierre and Miquelon.

**Editorial Production:** Project manager, Mrs. Janick CORMIER, chamber d'Agriculture, de Commerce, d'Industrie, de Métiers et de l'Artisanat.  
[Intell-echo@cacima.fr](mailto:Intell-echo@cacima.fr)

© Observatoire CACIMA 2018.

**Information Policy:** The aim of this project is to provide useful information to stakeholders seeking to promote regional cooperation between Atlantic Canada and Saint-Pierre and Miquelon. Information supplied herein may be used on the condition that the Intell-Écho bulletin be cited as a source.

**Responsibility:** The project team is not responsible for the information resources supplied in this bulletin (content, links, changes, updates, timeliness of statistical data) nor for decisions or actions undertaken based on information supplied herein.