International Breakfast Meeting

powered by EUROPEAN BOATING INDUSTRY

4th INTERNATIONAL BREAKFAST MEETING

Tuesday, 22 January 2019
Congress Centre Düsseldorf
CCD EAST, room M
From 9:00 to 10:30

boot Düsseldorf and European Boating Industry are pleased to invite you to the fourth edition of the International Breakfast Meeting, under the theme:
Charter boats – a booming business and its challenges

8:45-9:00 Registration and breakfast

9:00-9:15 Welcome address

- Petros Michelidakis, Director of boot Düsseldorf
- Robert Marx, President of boot Düsseldorf
- Piero Formenti, President of European Boating Industry

9:15-9:30 Keynote address

- Felix Leinemann, Head of Unit, DG MARE, European Commission

9:30-10:15 How is the chartering business impacting boatbuilders?

- Josie Tucci, Vice President Sales and Marketing, The Moorings and Sunsail
- Fabián Escudé, Sales Manager, Hermanos Guasch and Be Charter Boats
- David Irvine, co-founder and Chief Technology Officer, Enaviga

Boatbuilders need to address and fit the specific needs of the chartering business in terms of equipment and demands of their customers. What are the specificities of charter boats and how can boatbuilders adapt accordingly? What will be the future trends?

10:15-10:25 Q&A from the audience

10:25 Conclusions & End of the event
Sandrine Devos, Secretary General, European Boating Industry

The International Breakfast Meeting is held in English.
Participation is free of charge but prior registration is required, thank you!

Felix Leinemann



Felix Leinemann is Head of Unit for Blue Economy Sectors, Aquaculture and Maritime Spatial Planning in the European Commission's Directorate General for Maritime Affairs and Fisheries. He and his team promote sustainable blue growth for the benefit of mankind and the oceans.

Mr Leinemann has worked for the European Commission since 2003 in various fields including fisheries and maritime policy, shipping, aviation and urban transport, as well as the EU's global navigation satellite system Galileo. Between 2012 and 2014 he worked as Transport Counselor in the EU Delegation in Washington, DC. Before that, he was a member of the private office of European Commission Vice-President Siim Kallas, after having been Assistant to the Director General for Mobility and Transport since 2010. Mr Leinemann holds a PhD from the University of Freiburg, Germany, following law studies in Germany and Italy.



Josie Tucci

Born in the UK, Josie started her yachting career on the West Coast of France, where she developed an affinity for seafood and sailing, working for MACIF Centre de Voile and then boat builder Dufour Yachts, where she supported the charter company accounts. In 2001 Josie moved to the USA to run marketing for The Moorings, the world's premier yachting vacations company, now part of Travelopia Group. There she launched the Leopard Catamarans brand as well as Moorings Power. Josie now manages charter sales and marketing as Vice President of Sunsail and The Moorings and has been fortunate to enjoy sailing in their pristine cruising grounds, including her favorite destinations: the British Virgin Islands, Croatia and Thailand.

Fabián Escudé



Fabián Escudé holds a Degree in Business Administration. He started his professional career in investment banking but came back rapidly to his passion, which is sailing and the yachting industry in general.

After 10 years managing a marina in the region of Tarragona (Club Nautic Cambrils), he joined Hermanos Guasch as Sales Manager, to help Develop the business.

He has also participated in two Sailing Olympic Campaigns in Tornado (2008) and Nacra 17 (2016).



David Irvine

David Irvine is co-founder and chief technology officer at Enaviga. A keen outdoor enthusiast, David has spent many months in the great ranges and on the high seas. Prior to joining Enaviga, David was CTO at ICFLIX, a leading OTT media platform catering for emerging markets where he had overall responsibility for the development of the in-house technology platform, and day-to-day management of the technical team.

Prior to joining ICFLIX, David held numerous roles within the high performance and scientific computing (HPCS) industry, where he developed large scale distributed compute systems to solve some of the world's most challenging problems.

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