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BWA Yachting opens Gibraltar office

By David Robinson | March 21, 2019

Yacht services provider has been operating on The Rock for 10 years through sub-agents

Yacht services provider BWA Yachting has added Gibraltar to its global network with the opening of a new dedicated office. The move expands its Mediterranean spread after the company opened a branch in Tunisia last year.

Nikolaos Patsiokas, BWA Yachting's chief operating officer, says: "Further to expansion in New York and Tunisia last year, this is the latest step in our business growth strategy. With its key strategic location, Gibraltar is uniquely placed when it comes to yachting traffic."

BWA Yachting's Gibraltar office follows 10 years of the company operating locally on The Rock through sub-agents, as the place is a long-established destination for yacht captains. Patsiokas adds: "It took us some time to identify the best partner to work with. We've now joined forces with Turner Shipping. This launch will, we're sure, actively improve our services and understanding of what vessels need."

Alex Lavarello, a well-known name in the local shipping industry, will head up the operations team at the new office. Services on offer will include not only bunkering, technical support, freight forwarding and customs clearance. Yacht captains will also be able to receive specific, tailor-made services.

Lavarello says: "We're confident we will now take the lead on changing the perception of Gibraltar from that of a 'tax-free pitstop'. We want those in yachting to think of The Rock as a well-rounded location where additional services are available, not only to yachts and crews but owners of vessels and their

guests.”

Lavarello says that BWA Yachting Gibraltar is driven by some of the industry’s most experienced operators. “Their extensive knowledge will provide excellent support and guidance when it comes to booking VAT-free fuel, berth reservations in Gibraltar’s three marinas and commercial berths, provisioning, and helping with technical support for yachts while they are here.

“Our market is rapidly developing and we look forward to introducing crew, guests and owners to this uniquely fascinating location.”

Further enhancing the already strong yachting sector in Gibraltar is the expansion of capacity of a major fuel company. World Fuel Services (WFS), which through its subsidiary Gib Oil Ltd is considered to be the leading superyacht supplier for fuels and lubricants in the territory, has added two barges dedicated to marine gasoil and ultra-low sulphur diesel to its physical bunker operations. The barges also offer the option for multiple product segregation.

This new operational set-up allows WFS to provide for a range of supply options for all vessel types, supplying up to 15,000 tonnes in a single barge trip. The barges will add to WFS’s shoreside facility based on Gibraltar’s Western Arm.

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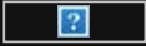
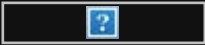
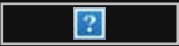
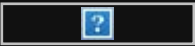
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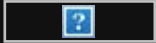
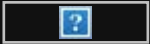
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