



## Company Snapshot

Seagull Inflatables Ltd was purchased by Canter de Jager and Dino Bruschi in 2005. The company grew from gross earnings of US\$ 75 000 in 2005 to nearly US\$ 900 000 regularly since 2012.

From the 2 owners and 1 technician in 2005, the company now has 7 full time employees and 1 regular part timer. We also employ 2 outboard technicians, 1 fiber glass & painting company, 1 electrician and 1 sewing wizard almost full time during a regular season, and part time during the summer taking care of various projects.

Seagull Inflatables has a reputation second to none in the Caribbean marine industry with an impressive client list. We are the only service centre in the area that deals with life saving equipment and repairs of inflatable boats.

# Management Team & Staff

**DIRECTORS/OWNERS** – CANTER de JAGER. DINO BRUSCHI – BOTH HAVE OVER 25 YEARS SAILING EXPERIENCE AND OWN SEVERAL OTHER COMPANIES IN ANTIGUA

**MANAGERS** – KIRSTI PICKERING – FRONT OFFICE, FINANCIAL, STOCK CONTROL, ORDERING, SHIPPING, PERSONNEL, WAGES

JASON PICKERING - NEW BUSINESS SCOUT, FIRE FIGHTING SERVICES, SAFETY EQUIPMENT TECHNICIAN, SOCIAL MEDIA WEBSITE MAINTENANCE & DEVELOPMENT

**STAFF** – CLIVE LYVAN - 16 yrs. Service - SAFETY EQUIPMENT TECHNICIAN, i/c INFLATABLE BOAT FABRIC REPAIRS, FLOOR MANAGER

MARIO MARSH – 14 yrs. Service - GLUING EXPERT, DRIVER

LINDY De ROCHE 4 yrs. Service - SAFETY EQUIPMENT ASSISTANT, GENERAL DUTIES ON THE MAINTENANCE SIDE, DETAILING



# Scope of Business Activities

- 1 – SAFETY EQUIPMENT SERVICE & SALES. Life rafts, personal safety devices, electronic safety equipment
- 2 – SERVICE & SALES OF NEW & USED BOATS, OUTBOARDS
- 3 – REPAIRING OF HYPALON/PVC TUBES; RETUBING TENDERS
- 4 – SERVICE AND SALES OF PORTABLE FIRE EXTINGUISHERS & FIXED FIRE FIGHTING SYSTEMS
- 5 – DESIGNING AND INSTALLATION OF FIXED FIRE FIGHTING SYTEMS IN COMMERCIAL LOCALES
- 6 – HYDROSTAT SERVICE ON COMPRESSED BOTTLES. Scuba tanks, LSA cannisters
- 7 – EQUIPMENT RENTAL. Life rafts for RORC and as required by yachts; dinghies; boats, outboards, general safety equipment
- 8 – MECHANICAL & ELECTRICAL REPAIRS AS REQUIRED. Motors on larger tenders and outboards; mechanical systems, hydraulics etc.
- 9 – MANUFACTURING OF BOAT & PONTOON COVERS. REPAIRING OF UPHOLSTERY ON TENDERS
- 10 - FIBERGLASS REPAIRS & PAINTING OF RIB's, FULL INFLATABLES & HARD BOATS
- 11 - ANTI-FOULING HULLS
- 12 - STORAGE AND MANAGEMENT OF BOATS
- 13 - PROJECT MANAGEMENT AS NEEDED. Seagull Inflatables has overseen complete refurbishments of large tenders from electrical work to providing boat covers.
- 14 – SOURCING OF EQUIPMENT AS REQUESTED BY CLIENT
- 15 – AIR QUALITY TESTING OF COMPRESSED AIR SYSTEMS



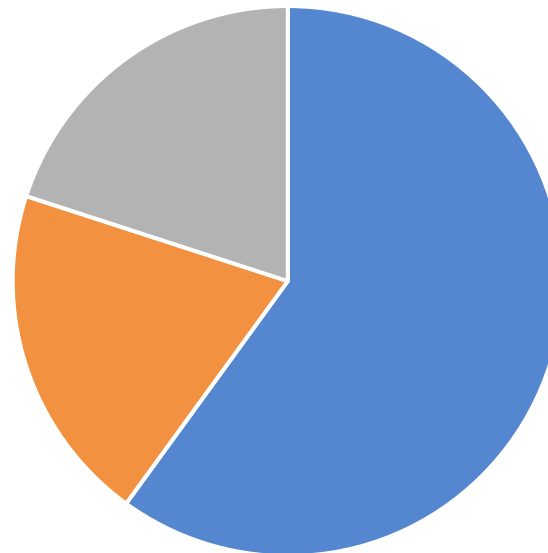
# Breakdown of Income Sources

These % ages are approximate only

LSA SERVICING – 60

SALES - 20

REPAIRS – 20



■ SERVICES ■ SALES ■ REPAIRS

# Areas of Expansion

- 1 – DESIGN & SALES OF COMMERCIAL FIXED FIRE SUPPRESSION SYSTEMS
- 2 – IN-HOUSE HYDROSTATIC TESTING OF SCUBA TANKS
- 3 – EXPAND NEW & 2<sup>nd</sup> HAND BOAT SALES
- 4 – IMPORTATION OF UREA PRODUCTS FOR CLEANER EMISSIONS. As per MARPOL regulations for superyacht emission controls. (On hold during Covid epidemic)
- 5 – OBTAINING SERVICE AND AGENCY RIGHTS FROM MORE COMPANIES



# Inventory

Building – 3 500 sq. ft. total. Land - 0.56 acre, fenced

Vehicles – 2 Toyota pick-ups

Trailers – 8 of various sizes

Containers – 2 x 40'

Spares & replacement consumables for LSA's

Spares for outboards & dinghies – parts, oils, spark plugs, batteries etc.

6 shade ports

Miscellaneous tools & hardware – hydro machine, air compressor, compressed gas and FE filling tools, steering cables etc

Office equipment – computers, desks, filing cabinets, stationery, storage facilities

Safety equipment – PFD's, EPIRB's, horse shoe rings, harnesses

Used outboards & dinghies

Fenders, fender covers

Sewing machines, fabric, hardware for covers

Hypalon & PVC swatches

Service Certificates from major LSA companies in USA, UK & Europe

# Strategic Position of SI

- 1 – Monopoly on servicing of safety equipment in Antigua & St Kitts/Nevis
- 2 – Good location on main road in Falmouth Harbour. Within easy reach of 4 marinas
- 3 – Good reputation amongst yacht captains, management companies & cruisers
- 4 – Our core technicians are amongst the best in the Caribbean
- 5 – We are in good standing with all our suppliers. Invoices are paid in timely fashion
- 6 – Good business relations with the other major marine-based companies in Antigua
- 7 – Locally based marine operators use our services annually for their major servicing needs
- 8 – Excellent winter season business and adequate during the summer
- 9 – Loyal and competent sub-contractors

