

For some people finding their passion in life comes naturally. That was the case for Nate Goodwin, owner of All Points Boats in Ft. Lauderdale, FL, who spent his summers on the water at his grandfather's camp on Catalina Island. The time spent swimming, fishing and sailing led Goodwin to lifelong love of the water. In Goodwin's case, the boating industry he loves so much is part of the nation's trend toward luxury items that advertise privacy and exclusivity. So far this year, 300 superyachts have been sold according to www.boatinternational.com. The bigger the yachts get, the more complicated they are to fix, which is where Goodwin comes in. All Points Boats, Inc., has been working on mega yachts in South Florida's Lauderdale Marine Center (LMC) for close to 20 years. What began as a small operation now boasts a waterfront office, stockroom, machine shop, fiberglass molding shop and wood shop. For Goodwin, repairing yachts is an increasingly complex job that requires highly trained and motivated people willing to get their hands dirty. All Points Boats is one of the few repair companies knowledgeable about specialty reinforcements and other advanced materials. These processes are increasingly commonplace in modern boat shops and Goodwin has developed a reputation for his company's expertise in composite repair. "I was raised on the water," Goodwin said. "And I know the kind of quality work that even the pickiest of boat owners look for when his yacht needs repairs." Goodwin uses Viega SeaPress, a copper-nickel system designed specifically to hold up to the harsh environments of the sea. Goodwin uses Viega SeaPress for air conditioning, raw water intake cooling systems and fire protection main. He uses Viega ProPress for stainless in fresh water cooling applications as well as fuel lines. "We do a lot of water systems in the copper-nickel system because of the longevity of the product. It lasts a lot longer than other materials," Goodwin said. "And it's KEEPING MEGAYACHTS AFLOAT A FULL-TIME JOB All Points Boats have been working with Viega SeaPress, a copper-nickel system, on megayachts all over Florida. 18 viega voice • NOVEMBER 2015

easier for us to go into a boat and make a repair or add a piece of equipment without having to do any welding. It definitely saves a lot of aggravation." Working on boats of this caliber requires a staff of highly trained and specialized employees, many of which have been with Goodwin since the beginning. All Points Boat's team of 45 includes pipefitters who have built a stellar, world-wide reputation for inspecting, removing, fabricating and installing pipe and fitting systems to strict Lloyd's and ABS standards. Viega SeaPress carries type approvals for Lloyd's Register, ABS, U.S. Coast Guard, DNV, and many others. "With the approvals and Viega being able to answer questions and get us parts in a quick turnaround, we are able to present quotes that are comparable to a welding job in the same amount of time really effectively," Goodwin said. "And it's a cleaner package when we deliver to the boat. They know what they are getting – a warranty, all their paperwork for the class society and the big kicker is they don't have a bunch of welders and hot work going on in these multi-billion-dollar interiors and engine rooms." In fact, All Points Boats is one of the few authorized installers for all class society boats that adhere to those standards. Goodwin said they have such a great relationship with Viega and the class societies that when they propose to use Viega products, they don't have to go through the rigorous scrutiny. "They put us on the fast track," Goodwin said. "They have confidence in it, and they know the people behind the scene that can get them the paperwork. It works out really well." Goodwin has used other press technology fittings in the past, but it's the support he gets from the sales representatives that sold him on using Viega systems. "We steered away from other press systems due to the difficulty in getting parts, the tools, product support, and our biggest concern is being they going to keep making them in five years so we can get parts," Goodwin said. "With Viega if we have to go make a repair I know we can get parts and get in there and get it done." WE DO A LOT OF WATER SYSTEMS IN THE COPPER-NICKEL SYSTEM BECAUSE OF THE LONGEVITY OF THE PRODUCT... - Nate Goodwin, Owner, All Points Boats www.viega.us 19