

Serving Cruise
Since 2003



Always there for clients

Tower was founded in 1983 by the Aris family. Since then, our Chairman, Daniel Aris, has relentlessly driven the company's strategy forward. From the beginning we believed partnerships were built on trust, innovation, and mutual growth. We are always there for clients, providing knowledge, expert advice, and market-leading products.



Welcome Aboard



We now service and supply the biggest names in Cruise on a global scale, from UK and European depots as an established tier 1 supplier dedicated to delivering on-time and in-full. We are members of the International Marine Purchasing Association (IMPA) and an inaugural Cruise Lines International Association (CLIA) Diamond Executive Partner in the Hotel Operations, Food & Beverage Community.

Our breadth of experience and success cover all areas of a cruise ship with clothing, consumable, supply, and equipment solutions and services for Technical, Engine Room, Hotel, and Deck & Galley. Our forward-thinking approach and unrivalled services make us the supplier of choice and number one European representative in the Cruise industry.

Work with a leading supplier for Cruise

Starting from small beginnings, we have built up unrivalled knowledge and expertise from decades of working side-by-side with leading brands, to develop an impressive range of products and service offerings for hotel and technical operations.

Industry Experience

Our subject matter experts are developed with you in mind. They will find you the right hotel operations products, cleaning and janitorial consumables and durables, workwear and uniform for back and front-of-house, officers and crew, and personal protective equipment.

Our comprehensive approach to procurement covers every aspect of non-food consumables onboard a cruise ship. We offer the entire package for all clients, providing innovative solutions and supporting you with technical backup and personal services.



Close relationships with a tier-1 supplier

Our partnerships reach throughout the supply chain, developing mutually beneficial relationships with manufacturers and brands that always benefit our clients. We solve problems and design solutions alongside partners so that our clients receive the best that can be offered.



Strong Partnerships



As well as a supplier and manufacturer of products, Tower are also a business partner and trusted expert at your side. As an inaugural CLIA Hotel Operations, Food & Beverage Diamond Executive Partner, we also exceed the credentials cruise lines look for in supply partners.

We have worked closely with the industry during the pandemic to strengthen our supply chain. By moving manufacturing from the Far East back to the UK and Europe, we gained a competitive edge and avoided disruptions that impacted others.



Visionary solutions at your fingertips

Innovation is at the heart of our partnership approach. Our constant drive and passion to provide innovative, market-leading products and solutions is the reason we are seen as a cutting-edge supplier by our clients.

Next-level Innovation



We understand the challenges you face. We help you solve safety issues, improve comfort, increase efficiency, and reduce your costs. We develop new ranges by working with clients, including improved non-slip safety footwear, infection control and prevention, and more effective sanitiser.

As well as scanning the environment for new solutions, we also attend international events. By networking, learning, and building strong relationships with manufacturers and brands throughout the world, we have developed the ability to solve any challenge.

Benefitting our clients and the planet

Sustainability is a major challenge facing the Cruise industry. We are driving the conversation and providing innovative solutions to meet sustainable goals and support the circular economy. We have solutions that are environmentally friendly, create less waste and use sustainable materials.

Sustainable Journeys



We believe that innovation will underpin the Cruise industry's journey to a more sustainable future. Tower is a key part of this progress, with our products, services and supply chain solutions already helping cruise ship companies to measure and reduce their environmental impact.

We only work with manufacturers that demonstrate exemplary standards of care for the environment. Our insistence on sustainably sourced products and eco-friendly practices and processes runs all the way through the supply chain. And we have ISO registration to prove it.

A strong maritime heritage on the UK coast

Tower have three distribution centres near Southampton on the south coast of England with its rich seafaring heritage. One of these facilities is solely dedicated to fulfilment of our shipping and marine clients who require bulk or container deliveries.

Global Logistics



Tower achieve an on-time, in-full delivery of 99.5% for over 2,500 product lines supplied to a global Cruise company's vessels worldwide. We have developed our process for ship-side deliveries with a network of logistic partners who support delivery of the final-mile.

Tower's distribution centres feed stock into hub depots to accelerate the delivery to clients in key locations. We now complete numerous ship-side deliveries worldwide to over 30 international ports in more than 20 countries.

Our premium partnership experiences

HELM is our analytical consultancy process. Our HELM consultants will review the products you use, the processes you have in place, and understand your goals as a company. We will then help you make improvements, save on costs, improve your guest experience, and drive efficiency.



HELM Projects



Another key element of cost-saving that HELM can provide is rationalisation. This looks at the long-term cost-in-use for your products, their impact, and analyses whether product lines can be reduced without affecting the efficiency and effectiveness of your operations.

Our technical expertise provides insight and advice wherever it's needed. We understand that health, safety, and hygiene are top priorities onboard, and we are experts at striking the balance between the wellbeing of staff and passengers, and the cost-effectiveness of your operations. Our HELM process has provided demonstrable savings to our clients.

TOWER



For more details speak to our Cruise Team:

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