



NZmarine
INDUSTRY ASSOCIATION

News

Winter 2018



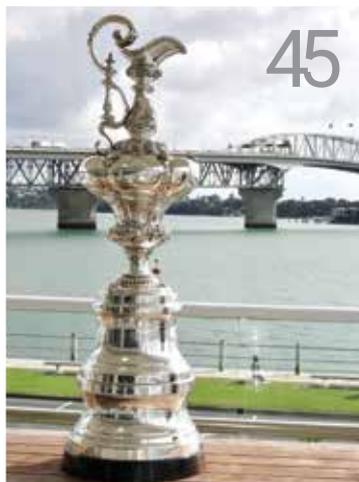
STREAKS AHEAD

Kiwi aluminium trailer boat design
and manufacturing forging ahead

What's inside

- NZ Marine salutes Bob Tait
- Site 18 gets green light
- RNZYS celebrates 150 years
- Women in the marine industry

Contents



- 03** President's Report
- 04** Executive Director's Report
- 05** NZ Marine AGM
- 06** NZ Marine salutes Bob Tait
- 08** Auckland On Water Boat Show: 20 years
- 10** The Superyacht Cup, Palma
- 11** Fiji-New Zealand Day
- 12** Export Group News
- 14** NZ Millennium Cup regatta
- 16** NZ Marine Boatbuilders and Refit Group
- 18** Commercial Vessels Group Report
- 19** Upcoming Events and Dale Carnegie training
- 20** Industry Training Report
- 24** Hutchwilco NZ Boat Show winners
- 26** Boating After 5s
- 28** Welcome to new members
- 30** Member News
- 42** Industry News
- 44** Women in Marine: Tristin Dickey
- 45** RNZYS 150-year legacy
- 46** Industry Statistics
- 50** New marine facility for Wynyard Quarter

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President's Report



Richard Macalister
President
NZ Marine Industry
Association

Challenges and opportunities

ONE OF THE MOST significant challenges we face within NZ Marine, but one that also provides many opportunities, is with our Industry Training Organisation, ably run by Chris van der Hor, which provides services to some 200 member companies.

Previous boards have embarked on a large investment updating the learning modules to ensure they take opportunities that are available through new technology and are also relevant to how millennials wish to learn.

Whilst the project is aspirational, it comes with risk as it is utilising the cash reserves of NZ Marine and previous administrations have not satisfactorily addressed the issue that – as a small ITO – the investment required may be difficult to justify under the existing model.

As a board member I have become very cognisant that industry training is very important to attract new staff and also to up-skill employees. It eventually pays dividends for employers and employees alike.

We are currently in a very tight blue collar labour market with the booming construction industry and technology companies such as Rocket Lab competing for a finite labour pool. Industry training allows us to create better workers, which allows employers to pay higher wages based on increased productivity and thus improve retention. For our industry to grow, it is a vital cog in our evolution.

As such, I applaud the vision that we want our learning modules to be world-class and the best offered by any ITO in New Zealand. The problem is that we are the smallest NZ ITO and yet our costs to deliver our services are higher per apprentice than any other.

It was agreed by former boards, and we support them in this, that the best outcome for the marine industry is to ensure that NZ Marine continues to take ownership of our industry training modules rather than being merged into a larger ITO. As a consequence, it is important that we continue to invest in our learning modules to

make them attractive to a greater number of sectors in the marine industry because we must increase apprentice numbers on the back of our investment.

There are a number of overseas industry organisations that have shown interest in our learning modules, and in many ways expanding our revenue base through overseas agreements would be a panacea for our problems relating to scale.

I am pleased to report that a number of the current board members have a greater understanding of our ITO challenges and our plan is threefold:

Continue to invest in the development of our industry modules. Incidentally this was not a real choice for the board as we were already heavily invested in the development of learning modules. However the cost and timeframe to complete this project was underestimated and is now requiring additional investment.

Roll-out of new learning modules to expand our offering to our industry members, while also focusing on significant technological improvements for our existing modules.

Be aspirational in achieving increased ITO participation and explore the real opportunities to find overseas partners to help fund improved services to members.

In terms of the other strategic aims for the 2018 year, this is something that we are currently discussing with the aim of finalising a plan. In my view the key is to ensure we recognise that we are constrained by both human and financial resources and therefore we must identify a small number of strategic opportunities and ensure we do them well. As soon as these are finalised by the board, we will ensure members are informed.

Richard Macalister
President

Executive Director's Report



Peter Busfield
Executive Director
NZ Marine Industry
Association

Achievements and changes

WE WELCOME THE NEW MEMBERS to our Board of Management (as listed on the opposite page) and in particular the three independent board members from outside the marine industry. I am sure they will provide new perspectives and make sure that we as an organisation are maximising our effectiveness for the benefit of all member companies.

I take this opportunity to thank the outgoing President of three years, Myles Fothergill, for his positive contribution to the organisation and the industry as a whole, and new President Richard Macalister who is already making a positive contribution.

This issue of NZ Marine News focuses on the great achievements of many member companies, related organisations and our key sector groups.

In addition to the actual achievements of seeing Wynyard Quarter's Site 18 given the green light for Oram's large vessel haul-out facilities, the first vessel lifted by NZ's newest and largest travel lift (350 tonne) at Vessel Works Tauranga, the go-ahead for marinas/extensions at Lyttelton, Waikawa, Waiheke and Opuia, the release of our new Destination & Cruising NZ guide/book, the Government's go-ahead for our new Trailer Power Boat Rigging and Repair qualifications and the setting up of the 'under 40's Young Professionals group – it is the networking and coordinated approach that makes our industry so progressive.

So, I thank you the 200-plus members who played a role in one or more of these very recent industry achievements.

We have a lot of work still to do and I am deeply involved in representing our industry to the new coalition Government and many new-look Councils in centres around the country, informing them of the value of the marine industry to various regions and NZ as a whole.

In the absence of a nationwide 'boat users' representative group, we also take this mantle and are currently developing a plan to get the government onside to give reprieve to boat owners who are now in Auckland paying road or regional tax for each litre of petrol they are using on the waterways in their boat! We want to see a planned approach for more boat ramps with trailer/car parking and a rebate to the boat user of this unfair tax on recreational boat users!

On a national basis we calculate total tax paid by recreational boaties on fuel is \$103,000,000.

The planning around the relocation of the Auckland On Water Boat Show, due to the 36th America's Cup, is ongoing and we are pleased to have joined forces with New Zealand Fashion Week in ensuring that these two iconic events on NZ's calendar are not lost, but can be part of a very busy and vibrant Viaduct Harbour 2019 to 2021.

The world of tertiary training is rapidly changing in NZ as the previous and current government move to a more user-pays system – except for the current Government's fees-free new entrants programme. These changes are having a dramatic and often negative effect on many training institutions, including our previous provider of off-job training Unitec, which just announced that it is going to make a \$19,000,000 loss this year and has dumped our boatbuilding off-job training courses. It makes our forecast ITO loss of \$49,000 look not so bad.

But this cannot continue and if the Government wants high quality, research led, state-of-the-art outputs from polytechnics, universities and industry training organisations, they will have to address this very soon.

We are fortunate that for 20 years we have, on our own volition, and mostly internally-funded, developed our own industry learning material, referred to as 'Study Notes'. These study notes are due for review, but as referred to by Chairman of our Industry Training Organisation Richard Macalister in his opening comments on page two, we do not have the funding to do so without using a significant amount of cash reserves.

Trading activity in our industry is reportedly steady and may it continue as we head into our prime spring trading season.

All the best for good trading for your company over the winter and spring month, assisted by the 20th edition of the Auckland On Water Boat Show in September.



Peter Busfield
Executive Director

NZ Marine AGM



LEFT TO RIGHT:
Richard Macalister,
Jason Dickey and Tom
Warren.

New office holders at NZ Marine



Members gathered at NZ Marine House on Wednesday 18 April for the 53rd Annual General Meeting of the Boating Industries Association of NZ Inc, trading as NZ Marine Industry Association.

THE RESULTS OF THE ELECTION FOR OFFICERS ARE AS FOLLOWS:

PRESIDENT	Richard Macalister, Kiwi Yachting Consultants
VICE PRESIDENT	Jason Dickey, Dickey Boats
VICE PRESIDENT	Tom Warren, Panuku Development Auckland

We congratulate Richard Macalister, Jason Dickey and Tom Warren on their appointments to the above positions.

We take this opportunity to thank outgoing President Myles Fothergill for his significant contribution to the industry as NZ Marine Industry Association President for the last three years.

THE NEW EXECUTIVE IS AS FOLLOWS:

Richard Macalister	President / Kiwi Yachting Consultants
Jason Dickey	Vice President / Dickey Boats
Tom Warren	Vice President / Panuku Development Auckland
Myles Fothergill	Immediate Past President / Q-West Boat Builders
Denis Kendall	Treasurer / Seacraft Miller Moyes
Bob Tait	Wellington Regional Chairman
Chris Galbraith	NZ Marina Operators Association Chairman
Griff Simpson	CPC Chairman
Graeme Finch	RINA representative
Brian Caulton	Northland & Far North Regional Chairman
Jim McManaway	Tauranga Marine Industry Assn (Acting) Chairman
Stuart Robinson	NZ Marine Export Group Chairman
Garry Lock	Boat Builders & Refit Group Chairman
Dave Hopkins	Commercial Vessels Group Chairman
Mike Harris	Suppliers Group Chairman
Brian Macken	Big Engine Group Chairman
Chris Gibbs	Young Professionals in Yachting Chairman
Dean Harris	Mercury Marine

AT THE EXECUTIVE MEETING OF 19TH APRIL THE EXECUTIVE APPOINTED A BOARD OF MANAGEMENT AND BOARD OF MANAGEMENT SUBSEQUENTLY CO-OPTED ADDITIONAL BOARD MEMBERS.

Richard Macalister	President / Kiwi Yachting Consultants and Chairman NZ Marine & Composites ITO
Tom Warren	Vice President / Panuku Development Auckland
Jason Dickey	Vice President / Dickey Boats
Stuart Robinson	NZ Marine Export Group Chairman
Denis Kendall*	Treasurer / SeaCraft Miller Moyes
Lisa Easte	Southern Spars HR*
Peter Missingham	Missingham Law*
Robert Knox	BDO Auckland*
Martin Tasker	Media*
Dean Harris	Mercury Marine*
Garry Lock	GJ Lock Consulting*
Peter Busfield	NZ Marine Industry Association

* Co-opted members

NZ Marine salutes Bob Tait



30 years of service

This year Bob Tait celebrates 30 years' service as an elected NZ Marine industry representative.

DURING THAT TIME he has owned and run a number of successful marine businesses, sponsored an enormous number of boating, fishing and community events, and has been one of the longest-serving and most influential marine industry officers.

In 2009 Bob became the first person to be awarded a life membership of the Marine Industry Association (MIA) of New Zealand (now NZ Marine). That singular honour was in recognition of the enormous contribution Bob had made to the industry: seven years as president, two as vice president and many years as chairman of the Boating Industry Training Organisation, BITO.

In the latter role, he oversaw the introduction of the Modern Apprenticeship scheme, helping BITO become one of the most successful and the most highly praised of all of the Industry Training Organisations.

Bob also successfully urged the MIA to join ICOMIA, the International Conference of Marine Industry Associations, something Bob rates as one of the highlights of his time with the organisation.

"We joined ICOMIA and attended a number of conferences overseas, which quickly led to Ian Cook [Bob's successor as Chairman] sitting on the ICOMIA board and then the international organisation choosing to hold their 2007 conference here in Auckland. It indicated to me that the New Zealand marine industry had reached maturity on the international stage.

Another highlight of Bob's tenure with the MIA was the opening of NZ Marine's current offices and headquarters at Westhaven. Prime Minister Helen Clark officiated, and in her speech recognised the contribution the New Zealand Marine Industry makes to the country's GDP.

"I really felt that people in the Beehive were listening to us," says Bob, who was particularly proud of the Prime Minister's acknowledgement of the work of BITO, the industry's training arm.

His extended tenure as a NZ Marine elected representative has been with the absolute support and encouragement of his wife Jill, who accompanied him on many of his domestic and

international visits on behalf of the industry at that time and continues to do so on many occasions.

Bob has been involved in both the wholesale and distribution sides of the industry. His company, Diversified Products, which distributes the Tohatsu range of outboards in New Zealand, has exhibited at New Zealand boat shows for more than 20 years. In 2014 he was inaugurated into the Hutchwilco Boat Show Hall of Fame for his contribution to the industry.

Bob is a long-time member of the Royal Port Nicholson Yacht Club and a strong supporter of local fishing competitions, including the Tahuna School Fishing competition, the Pukemanu Fishing competition, the Surtees Boats Annual Fishing competition, Firmans Marine Open Fishing contest, the Ngawi Sports Fishing Club's 'Big 3' competition, the Waikanae Boating Club Family Fishing Competition and our own Marine Trades Challenge and NZ Marine & Composites ITO Graduation.

He is a stalwart of his community, supporting the Rotary Club of Wellington's Circus Quirkus, the Kids Foundation, the Lions Club World Festival of Magic, and the Matarangi Fire Brigade.

A Justice of the Peace, Bob spends a morning each month at the local Citizens' Advice Bureau.

OFFICER POSITIONS WITH NZ MARINE/MARINE INDUSTRY ASSN.

1988-2018	Executive Board Member
1997-1999	Vice President
2001-2007	President
2000-2018	Regional Chair Wellington

OTHER COMMITTEES

Chairman of the (then) Boating Industry Training Organisation
Discover Boating Committee
Boat Show Committee
Wholesalers/Resellers Sector Group Chairman
Promotions Committee Chairman

NZ Marine salutes and thanks Bob for his outstanding service to the NZ Marine Industry.

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NORTHERN LIGHTS



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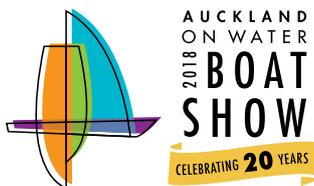
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Auckland On Water Boat Show

The Auckland On Water Boat Show will celebrate its twentieth anniversary this September.



Twenty years of the Auckland On Water Boat Show



In its 20 years of existence, the Auckland On Water Boat Show has cemented a reputation, not only as the biggest on-water show in the country, but as the place to go to discover the innovations, new releases and market leaders for the year ahead.



Lloyd Stevenson's new *Antiquity*.

THIS YEAR'S SHOW is scheduled for 27-30 September 2018 at the ANZ Viaduct Events Centre in the heart of Auckland and promises to continue that reputation.

Set to showcase more than 200 domestic and international marine businesses, including dozens of vessel manufacturers and boat brokers, it's perfectly timed to lead into the summer boating and outdoor adventure season. Looking back on the show's growth, one of the aspects organisers are most proud of is how it's grown to appeal to a wide range of visitors, without losing traction and value for exhibitors.

"It's the only show in New Zealand which caters to industry and B2B marine companies and the feedback we get from those businesses is that sales from the show are increasing year on year," says show organiser Stacey Cook.

International Paints and King Watercraft will be at the 2018 show.



The show's on-water element remains a huge drawcard, with visitors able to explore vessels in their element, as well as see the bigger vessels on-land shows can't accommodate.

"We're seeing a steady increase in the upper size limit of vessels displayed, in direct response to market demand," says Cook.

This year's show will again feature a packed schedule of fishing seminars thanks to Botany Hunting and Fishing and Daiwa New Zealand, giving visitors the chance to learn from well-known figures of fishing media, while Botany Hunting and Fishing will be showcasing a new range of cutting-edge fishing equipment.

The boat show team has been working closely with Emirates Team New Zealand to create a plan which will see the boat show accommodated in years to come, since ETNZ moves into the ANZ Viaduct Events Centre on October 2.

Product and vessel releases at the show will run the gamut of electrical products to new vessels, with more new releases to be announced soon. Evinrude has confirmed it will demonstrate its new i-Dock joystick docking control while a vast range of outboard motors will be on show with models from Honda

Marine, Mercury Marine, Yamaha Motor New Zealand and Suzuki, including exciting new V6 and V8 engines.

Oceanmax is dedicated to discovering and developing high-performance products that make marine craft more efficient to run and this year will add a new product to the stable.

Lightspeed is a clear silicone coating that keeps underwater lights free of marine growth.

Lloyd Stevenson Boatbuilders will be presenting its new 18m mid-pilothouse Elite. *Antiquity* is the company's 50th new build and 20th Elite project. The New Zealand-made custom-build is a stunning example of craftsmanship designed around her owners' needs.

Awtgrip International Yacht Coatings Solutions will launch Micron AP, an antifouling paint that delivers consistent performance without the build-up of old paint and is particularly suited for regions where water temperatures are higher and the fouling challenge is more severe.

Watch out for many more new releases and exciting products at auckland-boatshow.com



Power Equipment will be back for the 2018 show.

The Superyacht Cup, Palma

Regatta a perennial favourite



NZ Marine Export Group and New Zealand Government sponsor the Superyacht Cup at Palma de Mallorca.

THE SUPERYACHT CUP, held 19 to 23 June, is the longest running superyacht regatta in Europe, a favourite with yacht owners, friends, captains and crew who visit Palma de Mallorca annually for the four day event. NZ Marine Executive Director Peter Busfield reported that it met the objective of getting our "Destination New Zealand" message to the key people of superyacht owners, captains and professional crew, that New Zealand is a desirable destination and that the regulations to attain a temporary import for visiting yachts to NZ are user-friendly. New Zealand is already seeing evidence of this through marina booking enquiries for the 36th America's Cup to ETNZ Chief Operating Officer Kevin Shoebridge. Having four Government departments (Tourism New Zealand, MFAT, MBIE and NZTE) working closely with NZ Marine was commendable and proved a winning formula.

The event was the first official release of NZ Marine's 2020 edition of the *Destination & Cruising New Zealand* book which was well received by superyacht owners and captains. NZ Marine member companies Orams Marine, Predictwind, Doyle Sails, Integrated Marine Group and Events Clothing were part of the NZ Marine sponsorship and Southern Spars and Evolution Sails continued their long time involvement with this regatta.



From top left: Main pavilion at the Superyacht Cup with the Destination New Zealand stand in background; Superyacht Cup guests were treated to a Maori haka; 100% Pure New Zealand on the water in Palma; L-R: Mark Wightman (Integrated Marine Group), Carlos Morales (Astilleros de Mallorca), Rob van Wieringen (Baltic Yachts), Peter Busfield (NZ Marine).



Fiji-NZ Day



Promotion of 'Destination New Zealand' and NZ companies in Fiji

NZ Marine's third annual Fiji-NZ Trade Day is taking place on July 27 at Port Denarau Marina, Fiji.

IT WILL PROFILE some of the top New Zealand marine companies' products or services and continue NZ Marine's long-standing promotion of New Zealand as a destination for cruising yachts and superyachts.

NZ Marine's third annual Fiji-NZ Trade Day is taking place on July 27 at Port Denarau Marina, Fiji.

Current exhibitors

- AkzoNobel
- Auckland on Water Boat Show
- Destination & Cruising New Zealand book 2018-2020
- Far North Holdings
- Hibiscus Marine Coatings Ltd
- Hobsonville Marina
- Hutchwilco NZ Ltd / Express Diesel
- IMED
- Johnson Yachts
- Lighthouse Marine Equipment
- Lusty & Blundell
- Orams Marine
- Penske Power Systems
- Power Equipment NZ
- Robinson Interiors
- Wrights NZ

We invite over 200 local businesses, media, hotels etc to attend this trade day and also host a VIP networking function in the evening inviting super-yacht owners, captains and crew. We also have the pleasure of hosting the NZ Trade Commissioner to Fiji.



Guests enjoying last year's Fiji-NZ Trade Day.

Export Group News

NZ Marine Export Group Board

The NZ Marine Export Group represents marine exporters in New Zealand with 56 members and eight board members.

CURRENT BOARD MEMBERS:

Stuart Robinson – Chairman

Michael Eaglen – Vice Chairman

John Vitali

Richard Thorpe

Neven Barbour

Colin McMurray

Mark Donaldson

Richard Macalister, NZ Marine President

Management: Peter Busfield, CEO and Stacey Cook, Manager

WE ARE PROUD to be able to provide support to our large contingent of equipment manufacturers and superyacht companies at international events and our own NZ Millennium Cup regatta. Please refer to page 14 for an update on the NZ Millennium Cup regatta.



Marine Equipment Trade Show

13-15 November 2018

NZ MARINE EXPORT GROUP member companies at METS: Connex Wire, C-Tech, Pacific Aerials, Ultralon, Fastmount, Tru Design, Oceanmax, Oceanz88, Fusion Entertainment, Enertec Marine, Tectrax, Stainless Downunder, C-Quip, Events Clothing, ENL (WASSP).

NZ Marine Export Group are proud to support 15 companies who will be attending the largest marine trade show in Europe this November. This is THE show if you want to get your product into the European marine market.

There are a few exhibiting stands left – if you are interested please contact Stacey@nzmarine.com





Monaco Yacht Show

NZ MARINE EXPORT GROUP member companies: Doyle Sails, Southern Spars, North Sails, Harken, Port Denarau Fiji, Magnus Marine.

The Monaco Yacht Show continues to be the main superyacht show in the world and feedback on the show is that it is still strong and a great show to be at if you are in the superyacht industry.



New Zealand companies will be well-represented at METS.

NZ Marine Export Group are proud to support 15 companies who will be attending the largest marine trade show in Europe – METS, Netherlands, November 13-18, 2018.



NZ Millennium Cup

NZ Millennium Cup Regatta provides sales channel for sponsors

The 2019 edition of the NZ Millennium Cup Regatta will be raced between January 30 and February 2. It has already received several entries. The regatta will introduce other yacht owners to this very special part of the world, while also supporting local industry, from refit yards to suppliers, and promoting New Zealand as a destination.



“THIS YEAR’S EDITION was our first time sponsoring the New Zealand Millennium Cup Regatta and we thoroughly enjoyed the event, in addition to securing a substantial order from one of the regatta entries,” says Josh Bargrove of silver sponsors, Upholstery Specialists.

Long-time supporter of the event, Smuggler Marine, supplies the tenders that take pride of place on the Bay of Islands course, carrying media, VIPs and organisers throughout the regatta. The Auckland-based company has just delivered a Smuggler Strata 470 tender

to 2016 and 2017 Cup winner, *Tawera*, complete with Yamaha F70 outboard and Raymarine electronics.

Platinum sponsor, Orams Marine, has been the top supporter of the NZ Millennium Cup for the last three years and the yard is well-known to yachts around the world for its impeccable workmanship and unique location in the heart of central Auckland.

“One of the best parts of the Cup this year was seeing how competitive the racing was – watching yachts race with finishing times within seconds of each other can’t be beaten and we’re looking forward

to more of the same as the fleet builds year-on-year,” says Orams Craig Park.

“The new Cup race HQ at the Duke of Marlborough meant that at the end of each day, we’d be discussing the race results while looking out over an area of outstanding natural beauty – we’re already looking forward to next year.”

Regatta organisers have announced changes to the regatta’s format in order to give it the space needed to expand in anticipation of more entries in the years leading up to the 36th America’s Cup. The regatta dates have been moved back by one week, while new and chal-



LEFT Craig Park of Orams Marine presents the cup to Marcus Blackmore, owner of S/Y Ammonite.
MAIN PIC Sassafras racing at the 2018 event. Photo: Jeff Brown.
BELOW From Left to right: John Vitali, Tom Schnackenberg, Peter Montgomery and Tom Dodson celebrating a great regatta.

“We’re already receiving entry enquiries, not just for 2019, but for 2020 and 2021.”



lenging courses have been introduced.

“Having been involved with most other superyacht regattas globally, I can honestly say that the 2018 Millennium Cup was the most enjoyable event I’ve ever done,” said captain of this year’s entry, *Sassafras*, Tim Michalick.

“The organisation of the racing and evening events was second to none. We thoroughly look forward to taking part again.”

“There’s no better place in the world to sail,” said 2018 New Zealand Millennium Cup winner Marcus Blackmore, owner of Ammonite as he accepted his prize in January this year.

“The J Class Association has also accepted our invitation to race in 2021 and we know

having the strikingly elegant classic yachts race alongside the NZ Millennium Cup fleet will add an extra dimension to our racing” says event organiser Stacey Cook.

The NZ Millennium Cup 2019 will be raced in the beautiful Bay of Islands from January 30 to February 2. It’s the world’s most southerly superyacht regatta and is becoming recognised as a must-do event for yacht owners who like to get off the beaten track.

The organising authority is the New Zealand Millennium Cup Committee and the New Zealand Marine Export Group Inc. under the auspices of the Russell Boating Club.

www.millenniumcup.com

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Boat Builders & Refit Group



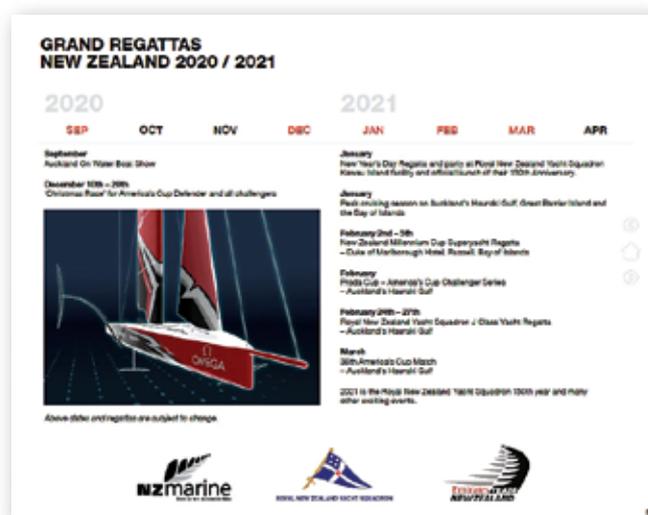
Group reviews current projects and achievements

The NZ Marine Boatbuilders and Refit Group, representing a large cross-section of NZ Marine members, met at NZ Marine House on 5 July.

GARRY LOCK, CHAIRMAN, reported to the NZ Marine Boatbuilders and Refit Group Committee Meeting on July 5 of the recent achievements of the group's activities, including the successful NZ Marine representation to Auckland Council for Site 18 at Wynyard Quarter to be a large vessel haul-out yard and hosting of the 36th America's Cup in Auckland.

He highlighted the new *Destination & Cruising New Zealand* book and thanked the 100-plus member companies who, through their advertising, made this 2020 version possible. This book was well received at the Superyacht Cup in Palma in June and will be distributed at the Fiji-NZ Day in July, amongst other planned international distribution.

ABOVE Garry Lock. **TOP** NZ Marine Executive Director Peter Busfield addresses the meeting on July 5. **RIGHT** Sample pages from the book.





'Destination & Cruising New Zealand' book released at Palma

Promoting New Zealand as a great cruising destination.

THE *DESTINATION & CRUISING New Zealand* publication has now been updated for 2020, including a new section promoting the exciting events of 2020-21, namely the Prada Cup, Millennium Cup, J-Class Regatta, America's Cup and 150 years of the Royal New Zealand Yacht Squadron.

The book is available in hard cover and soft cover versions and will also be promoted on-line and via the Destination NZ app.

Destination & Cruising New Zealand has been well supported by over 100 NZ Marine members who took display advertising and directory listings.

The first release of the book was well received by over 20 superyachts at the Palma Superyacht Cup in June this year and further copies will be distributed at the NZ Marine Fiji-NZ Day event 26-27 July, Monaco Yacht Show, METS and other international events.

The Fiji-NZ event will promote New Zealand as a great cruising destination and to that end a group of NZ Marine companies will exhibit their products and services to cruising yachts and superyachts currently visiting in Fiji.

Website: www.nzmarine.com/destination-nz



Commercial Vessels Group

L to R: Peter Busfield, Wayne Patten, Scott McAlpine, Michael Eaglen, Keith Drake, Peter Barnard, Dave Ford, Grant Allen, Chris Curry, Clive Bennett, Grant Allen, Phil Wardale, Dave Hopkins, Roy Chalton, Jim Loynes, Chris Gibbs, Brian Caulton, Ross Williamson, Neil Hunt, Kris Decke, Gordon Legge and Ben Haselden.



Dave Hopkins soon to chair his final CV Group meeting

The most recent meeting of the Commercial Vessel Group was held in April at Circa Marine in Whangarei.



ABOVE Group members viewed current projects at Circa Marine. INSET Dave Hopkins

TWENTY-TWO COMPANY owners/general managers from companies operating in the commercial marine sector meet three or four times a year in different regions.

The next meeting of the Commercial Vessel Group will be held Thursday 19 July at NZ Marine House, Westhaven when current Chairman Dave Hopkins will be stepping down as he will soon be retiring from Hamilton Jet. The Commercial Vessel Group has grown and continued to assist this sector of our industry to new heights under Dave's chairmanship for the last six years. NZ Marine is grateful for his stellar leadership and wish him all the best in his forthcoming retirement.

Upcoming Events

26-27 July Fiji/NZ Day, Port Denerau Marina
27-30 September Auckland On Water Boat Show
1 November Boating After 5 at Marco Boats, Morrinsville
30 November Superyacht Welcome Function, Auckland
6 December ITO Graduation Ceremony, RNZYS, Auckland
30 January–2 February 2019 NZ Millennium Cup, Bay of Islands

Dale Carnegie Training




**Breakfast Seminar:
Who Motivates the
Motivator?**

Special offer to NZ Marine members only

World-renowned training company Dale Carnegie presented a complimentary training session to NZ Marine members on Wednesday 6 June.

HOSTED AT NZ MARINE House, over 30 NZ Marine members enjoyed breakfast and a 90-minute training session, gaining valuable skills on what makes a great leader, how to keep your people motivated and how to tap in to your people's potential.

This valuable up-skilling opportunity (valued at \$250 per person) was offered to members at no cost.

NZ Marine hopes to offer further Dale Carnegie training sessions later this year.



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Industry Training Organisation



Chris van der Hor
GM Industry Training

“The Government’s Fees Free policy, introduced in 2018, has not been a huge winner for industry...”

Industry Training update

THE FIRST FOUR MONTHS saw our busiest uptake in apprenticeship numbers, which reflects a strong and growing sector. Long may it continue!

The number-one challenge for employers is still very much ‘finding the right person’ to employ in the first instance. Employers are all looking for the right candidates with the triple A quality: attitude, aptitude and appetite.

Appetite for their chosen industry and an appetite to learn is what we require to successfully produce a fully competent graduate at the end of a four-year apprenticeship, providing them with skills they will need to build successful lives.

The School to Work programme has been highly successful in supporting employers with finding the right students to train. Please contact Tracey Eaton, School Transition Advisor: tracey@nzmarine.com for further information.

This year has seen several changes in ITO staffing and much diligence has been undertaken to find the right people to join our passionate ITO team. Our team is committed to ensuring it continues to deliver a high quality and valued product,

plus the level of support services required to ensure we meet industry’s, apprentices’ and Government’s expectations. I welcome our newest members to the ITO team and know they are passionate about their roles and the opportunities their contribution will create.

The Government’s Fees Free policy, introduced in 2018, has not been a huge winner for industry with less than 5% of new apprentices qualifying due to the restrictions in eligibility requirements. Feedback through the Industry Training Federation we belong to leads us to recommend that the Government be asked to revise this policy.

This year has not been without its challenges, and we still have a few hurdles to overcome before the year is out. I am very appreciative of the good support I receive from the team, senior management and the governance support of NZMAC ITO in overcoming these challenges.

Chris van der Hor
GM Industry Training

New Field Officer

Our new Field Officer, Christopher Butler, will be joining the NZMACITO team late July.

FOLLOWING IN THE FOOTSTEPS of his father and grandfather, Christopher started a composite boatbuilding apprenticeship with Salthouse Marine Group before switching to the engineering team and signing onto the newly developed Marine Systems apprenticeship. After finishing his apprenticeship he moved on to McMullen and Wing and then eventually Alloy Yachts which was another opportunity that wasn’t missed to learn new skills. Fortunate enough to have worked with some greatly talented tradesmen he gained the respect and skills required to eventually fill the position of supervisor of the systems department.

His time working in the bilge came to an early end though when he suffered a serious knee injury in a soccer accident. Making a return to the marine industry after a few years in the water treatment industry he is looking forward to helping in the development of NZ’s next batch of world class apprentices.





L-R Keegan MacNeil,
Karun Goundar and
Dan Lawson.
Ryan Dawson absent.

“The School to Work programme is a great way for kids to get work experience and figure out if this is for them.”

GMS supports NZMAC ITO

Westhaven's General Marine Services is currently training four apprentices.

DAN LAWTON, Karun Goundar, Keegan MacNeil and Ryan Dawson are at different stages of their training, but all four have benefited from NZ Marine's industry training programme.

GMS is a strong supporter of the NZMAC ITO programme, not only taking on apprentices, but also working with the ITO to shape some of the training modules.

“We really like NZ Marine's ITO system. It works well for our trainees and

it works well for us as a business,” says Andy Marshall, Service Manager. Keegan MacNeil has been with GMS from the start of this year. He came to them through NZMAC ITO's School to Work programme, overseen by Tracey Eaton.

“The School to Work programme is a great way for kids to get work experience and figure out if this is for them. It also helps us to identify promising

apprentices,” explains Marshall.

Newest apprentice Ryan Dawson was unsure of his future career direction, so he asked for work experience with GMS, who tried him out one day a week. A month is all it took before GMS offered him an apprenticeship, which he accepted.

“Ryan was very proactive and is highly motivated. He will do well,” says Andy.

www.generalmarine.co.nz



New ITO team member

Keenan Adolf – Digital Operations Coordinator

BORN IN SOUTH AFRICA, Keenan moved to New Zealand in 2009. With a passion for digital media, he went on to study media at SAE Auckland in the fields of Film and Audio and then at the ACG School of Design Auckland in Graphic Design.

Keenan has vast experience across a wide variety of digital media, including video, audio engineering, digital marketing, print and pre-press, web design and UX/UI Design. Besides media, Keenan's other hobbies include travel, sports (he is a huge fan of cricket) and networking.

Keenan looks forward to using his skills and abilities to strengthen the ITO's digital online presence.



Two new training qualifications are now available to the marine industry.

New sector – new qualification

NZ Marine and Composites ITO (NZMAC ITO) received notification from NZQA on June 28 that the two new Level 4 qualifications for Power Boat Rigging and Power Boat System Servicing and Repair have now been approved.

REPRESENTING SOME TWO years' work, with consultation with the Motor ITO and the outboard motor sector in transferring the standards over to NZMAC ITO, it required the Minister's approval at the time.

Our appreciation and thanks go out to the sector and in particular Hugh Stewart from Yamaha and Dean Harris and Dean Villis from Mercury for their support in making this a smooth transition.

The ITO internal work continues with the development required for the resources which support the delivery of these new programmes.

We also would like to acknowledge our internal ITO team, led by Gail Porter, Team Leader for Qualification and Quality Assurance, as it has been responsible



Peter Busfield briefs and consults with industry members on the new qualifications.

for the design, review and development of the standards that make up the new training programmes. The programmes required wide sector engagement and feedback before NZQA approval, which was a lengthy process.

These qualifications are now available to industry to train their next apprentice/s and to date we have 30 registered apprentices for the new

qualifications. Please contact debbie@nzmarine.com or call (09) 360 0056.

The ITO internal work continues with the development required for the resources which support the delivery of these new programmes. This we anticipate will take an additional six months to complete and will be led by Field Officer and resource developer Joe Daw.



Chris van der Hor addresses conference delegates.

Industry Training Federation Conference

NZMAC ITO General Manager Chris van der Hor and Schools Transition Advisor Tracey Eaton attended the annual Industry Training Federation Conference in Wellington 26 and 27 June.

THE CONFERENCE PROVIDED a forum for discussion around industry training in New Zealand and throughout the world. Delegates included policy makers from the Tertiary Education Commission and the Ministry of Education, as well as the 11 Industry Training Organisations, Tertiary Providers and associated organisations. Opened by the Hon Chris Hipkins, Minister of Education, with addresses from Paula Bennett, National Party spokesperson for Tertiary Education, Skills and Employment and Hon Shane Jones, Minister for Regional Economic Development, the two-day event provided the opportunity to learn about government initiatives and hear about



Tracey Eaton.

The conference served to reinforce that the work NZMAC ITO is doing with School to Work is right on track...

industry training and apprenticeships in Singapore, Switzerland and Germany. As one of the few ITOs providing recruitment support to employers through the School to Work programme, the NZMAC ITO presentation on Day 2 was an excellent opportunity to share our success. Chris and Tracey's presentation included an informative snapshot about the NZ Marine and Composites industry, and the positive findings from those who have been involved in the programme. The conference served to reinforce that the work NZMAC ITO is doing with School to Work is right on track with European countries who already run successful dual pathway programmes leading to apprenticeship attainment.

Special thanks to the members who have provided School to Work candidates with work experience to date:

- Adept Composites
- Black Dog Cats
- Black Pearl Fibreglass
- Buccaneer Boats
- C-Quip
- C-Tech
- Careys Bay Marine
- Core Builders Composites
- Electronic Navigation Ltd
- Everyman Boats
- Extreme Boats
- Epic Yachts
- Family Boats
- FC Boats

- General Marine Services
- Half Moon Bay Electrical
- Half Moon Bay Boatbuilders
- Image Boats
- Lloyd Stevenson Boatbuilders
- Manson Engineering
- Marine Workz
- Matakana Marine
- McKay Electrical
- MG Composites
- Moon Engines
- North Sails
- Oceania Marine Interiors
- Ovlov

- Pachoud Yachts
- Pine Harbour Electrical
- Power Equipment
- Rayglass Boats
- Rig Pro
- Robinsons Interiors
- Rollo's Marine
- Seacraft Miller Moyes
- Smuggler Marine
- Spencer Marine
- Tristram Marine
- Whangarei Marine Services
- Yachting Developments

Hutchwilco Boat Show 2018

And the winners are...



EXTREME'S 605 CENTRE CONSOLE was judged the Supreme Winner at this year's Hutchwilco Boat Show – another feather in the cap for the Whakatane-based alloy boat-builder.

THE 2018 HUTCHWILCO New Zealand Boat Show ran from 17 to 20 May giving many of our members a great opportunity to showcase their products to boating and fishing-mad New Zealanders. Organisers say attendance at this year's event was about 10 percent up on previous shows – which typically attract around 35,000 visitors. All good news for the industry.

The show awards are always highly coveted and we were delighted to see so many NZ Marine member companies being recognised. Congratulations also to Tony Hembrow, founder of Rayglass Boats, for being this year's inductee to the New Zealand Boat Show Hall of Fame. The 2019 Show is scheduled for 16 to 19 May 2019.



BEST NEW MODEL: Extreme 795 Walk Around



ALL PURPOSE FAMILY BOAT OPEN: Rayglass Legend 2800



**ALL PURPOSE FAMILY BOAT UP TO 6M
McLay 611 CrossOver**



**ALL PURPOSE FAMILY BOAT UP TO 7M
McLay 701 Gen 2 Extracab**



**ALL PURPOSE FAMILY BOAT UP TO 8M
Rayglass Legend 2500**



SPECIALIST FISHING BOAT UP TO 6M
Surtees 540 Workmate Hardtop



SPECIALIST FISHING BOAT UP TO 7M
Extreme 605 Centre Console



SPECIALIST FISHING BOAT UP TO 8M
Extreme 795 Walk Around



SPECIALIST FISHING BOAT OPEN
Marco 950 Souwester

OTHER SHOW WINNERS



NEW ZEALAND BOAT SHOW
HALL OF FAME INDUCTEE
Tony Hembrow

TENOB WHOLESALE MARINE MOST INNOVATIVE STAND
Yamaha Marine NZ

TENOB WHOLESALE MARINE BEST INTERACTIVE STAND
Catch Fishing Tackle

TENOB WHOLESALE MARINE BEST SMALL STAND
Fishing & Adventure

TENOB WHOLESALE MARINE BEST COMMERCIAL STAND
Garmin

ALTUS MOST INNOVATIVE INTERNATIONAL PRODUCT
Mercury V8 Outboard Engines

ALTUS MOST INNOVATIVE LOCAL PRODUCT
Fusion Apollo Series MJ-AP770



Surtees' Adam Dyck, lucky Grand Prize winner Jonathan Couronne and Yamaha Marine NZ's Matt Walton-Smith with the prize.

AUSSIE WINS \$200K BOAT PRIZE

MELBOURNE FISHERMAN

JONATHAN COURONNE came to Auckland especially for the Hutchwilco New Zealand Boat Show and check out the popular Surtees trailer boats built by Kawerau-based Surtees Boats.

He went home having won the show's \$200,000-plus Surtees/Yamaha Grand Prize!

A keen fisher who currently owns a small 4.2m boat, Jonathan couldn't believe his good luck.

"I spent an hour on an identical Surtees on the stand on the first day of the show. All I

could think of was winning it. And I have. I'm speechless."

Jonathan, who suffers from MS, says he usually fishes with just his brother-in-law (who drives his boat for him) and his two boys, because his small boat can only safely accommodate four.

"Now I will be able to take (partner) Judy and some good friends, too."

This is the first time in the show's 60-plus year history that its Grand Prize has been won by an overseas visitor to the show.

Boating After 5s



Whangarei Marina

MEMBERS GATHERED FOR a Boating After 5 at Whangarei Marina on Thursday 12 April, visiting the Marina Office and enjoying refreshments served on a barge in the marina.

Marina Manager and NZ Marine Northland and Far North representative Brian Caulton and Noel Douglas, Chairman of the Whangarei Harbour Marina Management Trust updated members on the plans for a new marina to be built in the upper Hatea River. The new marina will cater for the increased demand from visiting, long-term vessels and the growing numbers of larger vessels wishing to berth in Whangarei.



LEFT From L- R Peter Busfield, Terry Bailey, Michael Eaglen. **RIGHT L- R** Jim Loynes, Brian Caulton, Chris Gibbs, Dave Hopkins, Peter Busfield.

Marsden Cove Marina



OVER 45 MEMBERS gathered at NZ Marine House, Westhaven on Thursday 8 March for a Boating After 5 with Marsden Cove Marina.

Brent Wilson and Vibeke Wright updated members on the new hardstand facilities and future developments at Marsden Cove Marina and provided all attendees with a goodie bag of Marsden Cove merchandise and literature.



The new 350-tonne travel lift in action.



Tauranga Marine Precinct

ON THURSDAY 28 JUNE members of NZ Marine and the Tauranga Marine Industry Association met to view developments at the Tauranga Harbour Marine Precinct and visit SMF Engineering and Hutcheson Boatbuilders.

Over 50 marine industry peers toured the Precinct hardstand with Phil Wardale of Vesselworks before gathering at SMF Engineering for refreshments and to hear an update from Jim McManaway (owner of SMF and TMIA Acting President).

Guests were also able to visit the neighbouring Hutcheson Boatbuilders and hear from owner Don Mattson about the many projects currently in the shed.

RIGHT Members of NZ Marine and Tauranga Marine Industry Association gathered at SMF Engineering to enjoy refreshments, networking with peers and hear an industry update from Peter Busfield. Peter congratulated all involved in getting the Vesselworks Tauranga Marine Precinct to being a reality, starting with Don Mattson and NZ Marine 15 years ago and ably managed of recent years by Phil Wardale. Special congratulations to the seven companies who have purchased titles on the new precinct, and the Tauranga City Council and the BOP Regional Council for the foresight to support growth of the marine industry in Tauranga.

Over 50 marine industry peers toured the Precinct hardstand...





Membership



Caroline Gibson
Membership Officer
NZ Marine Industry Association

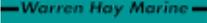
Welcome to our newest members

The NZ Marine Industry Association extends a warm welcome to its newest members who have joined us in the past few months.

NZ Marine Industry represents members' interests internationally, domestically and at local and national government levels, with the wider NZ Marine team focussed on the association's role of growing business opportunities for member companies.

If you know of a company that would be interested in membership please let us know.

Contact **Caroline Gibson, Membership Officer** on **09 376 7736** or **caroline@nzmarine.com**

 <p>Alistair Hool Marine Brokers Auckland. Alistair Hool www.hoolmarine.com</p>	 <p>Auckland Marine Electrical Ltd Auckland. Scott Thomson www.ame.nz</p>	 <p>Breed Media Creative UK. Robert Gleed www.breedmedia.com</p>	 <p>BRP Australia Ltd Auckland. Steve Mandis www.brp.com</p>
 <p>Explorer Boats NZ Ltd Auckland. Andy Lamont www.explorereinflatables.com</p>	<p>GJ Lock Consulting Ltd Auckland. Garry Lock garryandsue@xtra.co.nz</p>	 <p>Henshaw Yachting Ltd Auckland. Melinda Henshaw www.tiwal.nz</p>	 <p>Kiwi Fibre Products Ltd /Admiral Boats Hamilton. Steven Clement www.facebook.com/Admiralboatsnz/</p>
 <p>Marine Protection Solutions Ltd Hamilton. Mitchell Clough www.nzmps.co.nz</p>	 <p>Master Marine/ Andelko Holdings Ltd Auckland. Roger Tweddell info@mastermarine.co.nz</p>	 <p>Oceantech NZ Ltd Nelson. Jonathon Kemp www.oceantech.co.nz</p>	 <p>Pacific 7 Ltd Tauranga. Sean Kelly www.pacific7.co.nz</p>
 <p>Predictwind Ltd Auckland. Jon Bilger www.predictwind.com</p>	 <p>Senator Boats 2017 Ltd Napier. Grant Simmonds www.senatorboats.com</p>	 <p>Southern Gateway Marina Ltd Whangarei. Graham Johnson www.southerngatewaymarina.co.nz</p>	 <p>Toughguard NZ Ltd Auckland. John Cleghorn www.toughguard.co.nz</p>
 <p>TS Marine Services Wellington. Travis Stoddart www.tsmarine.co.nz</p>	 <p>UK Sailmakers Whangarei. Phil Houghton www.uksailmakers.com</p>	 <p>Vining Marine Ltd Picton/Nationwide. Ian Michel www.vinings.co.nz</p>	 <p>Warren Hay Marine Whangarei. Warren Hay www.warrenhaymarine.co.nz</p>

The Amarok V6. Beast in class.



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Top Pick Up Truck of 2017

You don't get to lead the pack without a class-leading reputation. And the Amarok V6 is no exception. Equipped with a game changing 3.0L V6 TDI engine, impressive acceleration from 0-100km in 7.9 seconds, and permanent 4MOTION all-wheel drive that means it handles any terrain with ease - the Amarok is forever in beast mode.



Commercial
Vehicles

Member news

Designers work together

A shared vision to provide sophisticated designs with little compromise on performance has brought two like-minded companies together.



14m catamaran design.

STIMSON YACHT DESIGN and Naval Architecture and Kit Carlier Design began working together in 2016.

"The days of one designer doing everything on a project are ending," says Christian Stimson. "We're a contemporary design team, with Kit bringing the interior and exterior design expertise, whilst I bring the naval architecture know-how from 30 years in practice."

Stimson is also Fellow of RINA (Royal Institution of Naval Architects) and President of the RINA NZ Division.

Both men have a thorough grounding in the practicalities of boat building, from commercial craft through to superyachts. Their collaboration has led to happy customers, who keep coming

"Our collaborative approach, fresh eyes and use of modern methods sets us apart."

back for more.

"We take concepts, thrash out ideas and take only the best solutions back to our clients," says Kit Carlier.

They also share an analytical approach – underpinned by the ethos that clients shouldn't have to compromise on performance to get a stunning design.

The companies' bespoke service is often the most cost-effective option: "When you're dealing with us, you're

getting a design that's 100% tailored to your exact needs, wants and lifestyle – it's going to tick every box," says Kit.

"Our collaborative approach, fresh eyes and use of modern methods sets us apart," says Christian, who has a 30-year history in the industry, in Europe, Asia and NZ. "Kit has 22 years' experience, so we've been around a long time, which is reassuring for our clients, and we're constantly evolving and improving our technology and approach to create exciting vessels we're proud to put our names to."

www.stimsonyachts.com
www.kitcarlierdesign.com



Stimson
NZ RINA
President

CHRISTIAN STIMSON HAS been elected as President of the NZ Division of the Royal Institution of Naval Architects (RINA), with Nina Heatley elected as Vice President.

RINA was established in 1860 and currently has 11,000 members in 93 countries, with membership open to any involved in design in the marine sector – survey, propulsion, structures, systems, masts and rigging, equipment and hardware as well as naval architects.

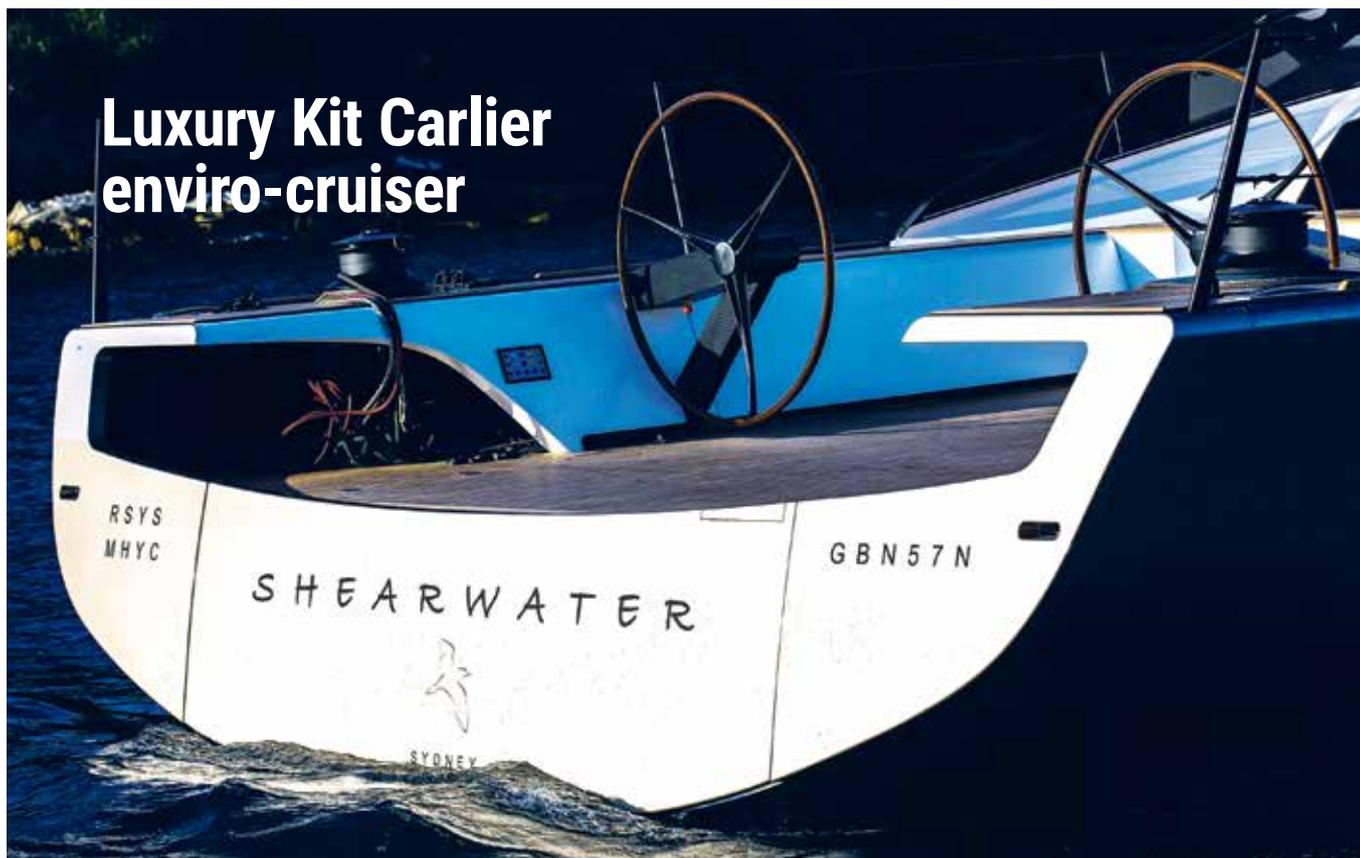
Says Christian, "It's an honour to be serving the society as President of the NZ division, having enjoyed membership as a Fellow for the past three years. RINA brings together a community of people with a common purpose, providing them with a place to share ideas and collaborate for the continued growth and development of the marine sector.

"It's important that RINA remains as relevant today as it was 50 years ago, so we are looking to current and new members to help us shape the future of the organisation. I am excited about this new chapter and look forward to getting to know our growing membership throughout New Zealand as we seek to collaborate with industry, our various marine trade associations and academia."



Christian Stimson.

Photo by Graeme Finch



Luxury Kit Carrier enviro-cruiser

Shearwater, a stunning 57-foot carbon high-performance cruiser with electric propulsion, was launched last month in Sydney after a three-year build.

KIT CARLIER DESIGN worked on the project, from concept phase to installation of the interior fit out with legendary German designer (Mani) Frers and innovative boatbuilder McConaghy Boats, Australia.

Commissioned by a client who “knew his stuff” and expected the best, the aspirational, multi-faceted project was guided by the principle that a cruising yacht shouldn’t have to compromise on performance.

Large deck hatches let natural light pour into the open-plan layout...

The key structural elements of this extreme-performance yacht, including the ability to be sailed single-handed, were blended with luxurious interior finishings, such as natural timber and matte-finished carbon. Large deck hatches let natural light pour into the open-plan layout, which boasts a customisable configuration.

Two high-tech electric sail-drives with hydro-regeneration capacity, solar panels on the coach roof, and a waste treatment system minimise the impact on the environment.

www.kitcarlierdesign.com

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bbgroup.net.nz 021970672





Exploration yachts at Babcock

Last summer Babcock New Zealand assisted the 63m Lurssen explorer yacht, *Polar Star*.

THE WORK PACKAGE for the 16-day dry-dock period included removal of rudders and propellers for survey and inspection of the stern thruster.

Underwater hull preservation, ballast tank cleaning and painting, survey of plimsol and draught marks were also completed, along with replacement of impressed current system and hull anodes, polishing anchor pockets and fairleads.

This was Babcock's first docking of *Polar Star* and the Devonport, Auckland company's first opportunity to work with Master Yachts, the Mallorca-based managers of the vessel. The communications and co-operation throughout the project with both the crew and management company was excellent, says Keith Drake of Babcock.

Other superyachts recently dry-docked at Babcock for survey, preservation and repair work included the 87m, 2,610 gross tonne exploration yacht *Arctic P* and the 78m Feadship luxury motor yacht *Tango*.

www.babcock.nz

Fast work on Leech L925

MATT GOTTARD AND the team at MG Composites in Wellington have been hard at work on a Leech L925 semi-displacement catamaran, designed by Dan Leech Naval Architecture of Christchurch.

The L925 was designed for a couple whose children have grown up and left home, so the main purpose of the design was to create a very comfortable boat for a couple.

The proven CNC-cut kitset build system makes for a very accurate build while reducing build hours, resulting in a fast and efficient build of approximately 3200 man-hours for this particular boat.

The construction is BS 1088 marine plywood, with an epoxy glass fibre laminate inside and out. The design is nested into around 140 sheets of ply and CNC-cut into a kit set.

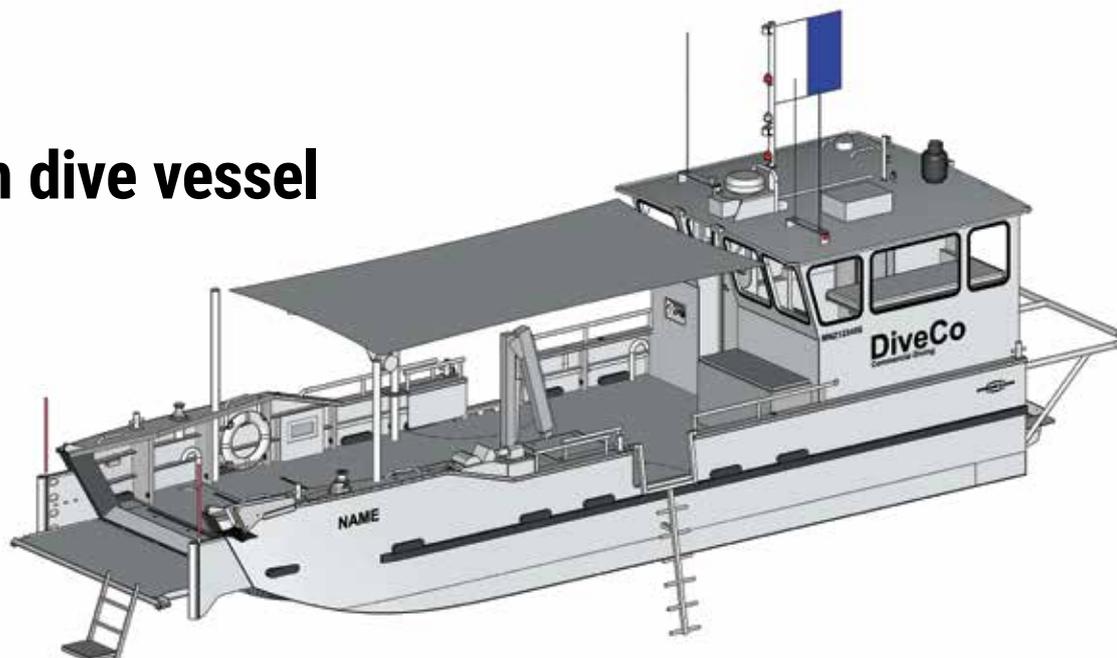
The boat, customised for a local Wellington client, is 9.25m long with a 3.4m beam and a displacement of 3500kg. It will have two 115hp Yamaha F115 four-stroke outboards and accommodation for up to four in a queen-size berth and a second double berth created by the sizeable saloon settee with a drop-down table.

www.mgcompositesconz.digiwebhosting.com



Matt Gottard, left, and the team at MC Composites with the Leech L925 hull.

12m dive vessel



McMullen & Wing has announced that it has signed a construction contract to design and build a 12-metre dive operations vessel for leading New Zealand commercial dive company DiveCo.

THE NEW VESSEL will be a development of McMullen & Wing's successful multi-role vessels built for Auckland Harbourmaster in 2013 and Bay of Plenty Harbourmaster in 2017.

Whereas those vessels were focused on oil spill response capability, DiveCo's vessel will be tailor-made for supporting safe and efficient commercial diving operations. The new vessel will include

on-board three-phase electrical power generation and both high pressure and low pressure dive compressors serving umbilical-based divers with a three-diver control panel and surface-to-diver communication systems.

Underwater survey is a major part of DiveCo's business and the new vessel will have a large enclosed cabin with CCTV monitor, ample seating and work

table, as well as a shower, generous head, a small galley and two MSA-compliant sleeping berths.

A large Palfinger crane can reach five metres, whilst a smaller custom-made manual/electric davit is also fitted.

Construction started in April and hand-over is scheduled for November 2018.

www.mcmullenandwing.com
www.diveco.co.nz



Giant service centre for Tristram Marine

DEVELOPMENT OF A NEW, world-class service centre is well underway at Tristram Marine in Hamilton.

Planned for a site adjacent to the trailer boat manufacturer's existing production plant, the new service centre will have purpose-built bays for 24 boat packages, greatly expanding Tristram

Marine's new boat rigging, after-sales service, repowering, grooming and detailing capacities.

Due for completion in early 2019, the new service centre will add more than 2,500m² of floor space to the existing production plant and showroom, making Tristram Marine the largest GRP trailer

boat manufacturing, retail and after-sales facility in New Zealand.

Tristram's team of factory trained and authorised technicians service all makes and models of boats and engines, using the very latest outboard and sterndrive diagnostic technology.

www.tristramboats.com/service



Jeremy Anderson



Luke Hill

New senior appointments at LSB

LLOYD STEVENSON BOATBUILDERS has made exciting changes to its management team with the recent appointments of Jeremy Anderson as General Manager and Luke Hill as Marketing & People Manager.

With over 30 years' experience as a boat builder, project and operations manager, Jeremy has been with Lloyd Stevenson Boatbuilders for 17 years.

"Jeremy's a newly created position, which in part recognises the leadership role he has been filling anyway. He is an integral part of our team and has played a pivotal role in the sustained period of growth we have enjoyed," says Luke Hill.

Luke has been with Lloyd Stevenson Boatbuilders for six years, his role expanding to encompass all aspects of people management, marketing, and increasingly, sales.

Company directors Lloyd and Tracey Stevenson will continue to offer sound leadership and direction and remain involved in the business on a daily basis.

"It's an exciting time for LSB," says Lloyd, "We have been at capacity for the last few years and these changes are about building that capacity to sustain our future growth."

www.lloydstevenson-yachts.co.nz

"We have been at capacity for the last few years and these changes are about building that capacity to sustain our future growth."

Lock cushions down with Fastmount

PANEL MOUNTING SYSTEMS specialist Fastmount® has found that bigger may not always be better, but stronger certainly is, with the release of its new TC-F6H for upholstery.

Having released the Textile Range to the marine market two years ago, Fastmount has responded to customer feedback by designing and manufacturing their strongest upholstery fixing yet.

Created to provide a secure fastening for cushions, combined with rapid removal, the TC-F6H is an evolution of the Textile Range's TC-F6, but stronger and easier to fit and remove.

Replacing attachment methods such as hook and loop tape, the sew-on female clip, which is composed of a white housing and translucent slide-lock, can deal with high loadings. The clip is effortless to engage and disengage, saving yacht crews time and energy removing and replacing cushions on deck.

Featuring an intuitive slide-lock mechanism, the clip allows the cushion to be physically 'locked' into position by simply sliding the transparent slide lock into the housing. This action locks the TC-F6H onto the male clip, for a mechanical connection between the cushion and the deck. The slide lock is then pulled towards the edge of the cushion to release the connection and remove the cushion swiftly.

This mechanical lock creates a 23kg break-out load when



used with TC-SM6 or TC-M6 male clips. The slide-lock device is fully replaceable even when the TC-F6H is sewn onto the cushion.

"Cushions on superyachts, particularly exterior ones, can undergo extreme wind force, so it was essential for us to offer an even stronger solution for extra peace of mind. We

have created a solution that is more than triple the strength of the TC-F6 with a

30% reduction in thickness for a lower profile,

and a simpler sew-on geometry for ease of use," says

Gregg Kelly, Managing Director of Fastmount.

Fastmount worked with French company, PIH Upholstery, a key player in industrial upholstery for French shipyards, who tested the new clip on a new project.

"We are impressed with a number of qualities of the TC-F6H clip, such as automated parallel sewing that saves cushion production time, the intuitive slide lock mechanism that means a removal tool is not required, and the quick fitting for the end user," comments Olivier Gageot, Technical Manager at PIH Upholstery.

The TC-F6H is patent pending, and is available now from any Fastmount's 35 distributors worldwide.

www.fastmount.com



Dibley SK Open 30

Dibley Yacht Design's latest is an exciting 30-foot canting keel offshore race yacht designed for solo or shorthanded sailing.

"THIS CATEGORY OF racing is gaining a huge following worldwide," says designer Kevin Dibley, "and there is a group of NZ locals who want to grow the numbers and enter races such as the Solo Tasman, the Round North Island and the Round New Zealand races."

In Dibley's design, twin rudders, a canting keel, and twin dagger-boards counteract the powerful and well-balanced square-top sail plan. A fixed prod to handle Code Zeros (with protruding prod for gennakers) allows the yacht to fit into a 10-metre berth. All sailing and appendage controls are done from the confines of the cockpit.

In such a fast design, cockpit cover from wind and waves ensures protection from the elements. Depending on the configuration, the galley can be worked from port or starboard. There are four berths, two of them oversized, good gear storage and a sail-drive diesel under the cockpit.

This high performance yacht will excel in offshore, coastal or harbour racing. Changes can be made to suit client requirements – a fixed or lifting keel, for example – and various build options and interior layouts are available.

www.dibleymarine.com

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Volpower enjoys VOR stopover

Yet another Volvo Ocean race stopover in Auckland has been and gone.

THE 2018 STOPOVER can only be described as a massive success, with a larger Volvo display than ever before showing off the latest technology from all of Volvo's divisions. This event certainly showcases Auckland and Volvo's products.

Volvo Penta, with Volpower NZ Ltd, had the privilege of being part of the show, hosting key OEMs and customers at various times throughout the three-week stopover.

Guests enjoyed guided Village tours, race yacht tours, various forms of yacht racing, from America's Cup challenges to Extreme Cat sailing. A privileged few even got to sail on VOR yachts during the in-port Pro-Am racing.

The Volpower team chartered a vessel to view the in-port race, along with thousands of on-water spectators, and enjoyed a few special dinners in company with other Volvo divisions.

The race teams love this stopover, basically the halfway point of the race where just about any form of maintenance can be done since there's a vast array of marine businesses close at hand.

Volpower NZ Ltd look forward to participating in the next stopover and enjoying being part of the benefits of this fantastic global brand.

www.volpower.co.nz

Stark Bros hits the road

WHO WOULD HAVE guessed how widely the interest would spread from putting a new crane truck on the road?

Admittedly we are not talking just any old truck, but a brand-new Volvo FM500 with a massive Palfinger PK92,002 truck-mounted crane.

Almost immediately Stark Bros was approached by *NZ Truck & Driver* to feature in their prestigious magazines *Truck Body & Trailer* and *NZ Truck & Driver*, May 2018.

The resulting articles provided an excellent overview of the capabilities of Stark Bros Ltd in both the transport sector and also their Ship Repair and Marine Engineering services.

Stark Bros Ltd are celebrating 60 years in business this year (2018).



Since 1958 Stark Bros has established and grown a wide range of skills, including boat building, ship repair, marine engineering, transport and storage.

This new crane truck (indeed all Stark vehicles) are available for work

throughout Lyttelton, Christchurch and the wider Canterbury region.

Stark Bros are in the service industry, its lifeblood based on providing excellent service at competitive prices.

www.starkbros.co.nz

TNL Pindar was heavily involved in the logistics for the VOR Auckland stopover.

TNL Pindar Auckland stopover



Anyone who visited the Viaduct in Auckland during the Volvo Ocean Race stopover earlier this year would have been amazed at the size of the 'pop up' village and the layout. They may not have realised the majority of the Village was shipped in from overseas and then shipped back out again straight after the event.

TNL PINDAR, AS agents for Volvo Ocean Race official logistics provider GAC Pindar, were heavily involved to make this happen. Months of planning, working with staff from GAC Pindar's 'control tower' in Southampton, came to fruition in mid-January when the first 33 40-foot containers arrived from Lisbon.

These were followed by 45 40-foot containers from Cape Town at the end of January and another 46 40-foot containers in the first week of February, then two containers from Melbourne and five from Hong Kong.

The TNL Pindar team also managed the arrival of 17 airfreight units from Hong Kong.

Richard Thorpe of TNL Pindar slotted into the GAC Pindar On the Ground Team during the 'Bump in' and subsequent 10-day village build time. Richard facilitated all the local supplier requirements, from trucking, crane, forklift and scissor-lift hire right down to supplying welders and container repair services.

TNL Pindar also acted as receiving agents for the damaged Volvo 65 Team Vestas 11th Hour Racing when GAC Pindar shipped the yacht from Hong Kong to Tauranga. TNL Pindar organised the importation and trucking of the yacht, mast and keel to Auckland.

On the evening the yachts left Auckland, the GAC Pindar On the Ground Team were straight into the 'Bump Out'. Six days later, 55 40-foot containers were already on a ship to Philadelphia with a further 55 on the wharf for the following week's vessel.

At the same time, 32 40-foot containers were on their way to Gothenburg via Tauranga while additional airfreight cans were heading to Chile and then to Punta Arenas to record the Cape Horn roundings. The rest headed to Itajai, Brazil.

The whole project was a great success and the team that makes up the combined force of GAC Pindar and TNL Pindar are proud of the collaboration and team spirit they cemented for future event logistics requirements in the region.

www.tnlpindar.co.nz









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Maverick power cats

Power cat specialist Maverick Marine has joined forces with fellow Wellington-based company Fraser Fire & Rescue to manufacture a growing range of aluminium catamarans.

MAVERICK DIRECTOR DAVID MCLELLAN says the deal with Fraser is an exceptional opportunity which will give Maverick access to world-class engineering and manufacturing capabilities. Fraser Fire & Rescue is part of the Fraser Engineering Group and is the southern hemisphere's largest independent manufacturer of fire and rescue appliances.

Fraser Fire & Rescue Director Martin Simpson says that they are looking forward to leveraging their extensive

engineering, CNC and manufacturing capabilities into the marine sector with Maverick. Simpson also believes that there is significant opportunity for combining their fire and rescue appliance technologies with Maverick catamaran hulls to produce high performance rescue and emergency craft.

Since its establishment in 2014, Maverick has sold boats to customers in USA and Australia as well as the local market. McLellan says he believes that its vital to achieve the highest possible levels of quality in design and manufacturing.

"With that capability now secured, we can confidently forge ahead with our plans to innovate and extend beyond our current 5.0m boats, bringing larger more powerful power cats to market," says McLellan.

www.maverickmarine.co.nz

Attest now at Orams

ATTEST IS PLEASED to announce their new location within Orams Marine Village, Westhaven, Auckland.

Specialising in electrical controls, supported by broad electrical knowledge, Attest's desire for excellence combined with a new central location allows them to provide a complete electrical service to local and visiting boats.

Since Attest was founded in 2014, the company has undertaken a lot of work overseas, but more recently that changed when Orams began using Attest for some of its refit projects. This, combined with a desire to spend less time away, means Attest now focuses more on work closer to home.

The company could also see the need to have a permanent location in Westhaven ahead of the America's Cup defence in 2021.

The whole team led by Chris Lynch-Blosse enjoys working from their new base, from which they are able to walk on to jobs, with suppliers, colleagues, workshop and office close by. This reduces frustrations and creates efficiencies, the benefits of which are passed on to clients.

www.attest.com





Rayglass winning streak continues

Rayglass Boats continued its winning streak at the 2018 Hutchwilco New Zealand Boat Show's Boat of the Show Awards.

BOTH RAYGLASS ENTRIES won their categories, the Legend 2500 winning All Purpose Family Boat Up To 8 Metres and the Legend 2800 winning All Purpose Family Boat Open.

Manufacturers are only allowed to enter a maximum of two models into the prestigious annual awards and 2018 marked the eighth straight year that both Rayglass entries have won their categories.

Rayglass is the most awarded boat

manufacturer in New Zealand history, having won 35 Boat of the Show Awards since 2000, including six Boat of the Show Supreme Awards.

Rayglass founder Tony Hembrow was also honoured at this year's awards, inducted into the prestigious New Zealand Boat Show Hall of Fame for his 35 years of service to the New Zealand marine industry and the show.

www.rayglass.co.nz



New Hall of Famer Tony Hembrow.

Tenob Wholesale Marine continues to grow

BIGGER, BRIGHTER PREMISES and internationally recognised new agencies – that has been the story for Tenob Wholesale Marine during the last 12 months.

With a massive increase in warehouse space and a new showroom, Tenob will build on 45 years of service to the marine industry while positioning themselves for even greater things in the future.

www.tenob.co.nz



Danny and Taniya Bassi outside their new East Tamaki premises.

Ownaship turns 10

Ownaship, New Zealand's largest boat share operation, celebrates its 10th anniversary this year.



THE BIRTHDAY COINCIDES with a period of massive growth for the Westhaven based company, which looks set to nearly double in size in the next 18 months.

Ownaship was founded in 2007 with 10 shareholders and a single second-hand trailer boat. Three years later, current owner and managing director Simon Barker, himself a founding shareholder, took over the company, nursing it through a tough GFC.

Despite the rocky start, Simon, former head of Home Loans at ANZ, was confident the business would eventually take off.

"Although we didn't have phrases like 'sharing economy' back then, I could see potential for it in a business model like Ownaship. Sharing just made economic sense – people were busier, leisure time was more scarce, and there

were more options than ever for our disposable income," says Simon.

"For many aspiring boaties, tying up huge amounts of capital in an expensive and time-consuming asset isn't always feasible – and with Ownaship, it isn't necessary!"

It seems customers are recognising this too. This year Ownaship will grow from a fleet of 11 boats to 18. The reasons for the surge in demand are varied. The increasing popularity of companies like AirBnB and Uber is a factor, says Simon, who believes attitudes toward sharing have shifted substantially in the last decade.

But perhaps more important for the business's growth has been its shareholders. "It seems like we've reached a critical stage in our growth where it's just snowballing" explains Simon, who is receiving unprecedented levels of

enquiry through word of mouth.

"The walk-on, walk-off service we provide is a massive drawcard for people, as is our management service. It's just such a great, easy way to own a boat. Our tagline is: 'you do the boating, we'll take care of the rest' and that's exactly what we do."

The really exciting news from the company is not, however, the number of new boats coming, but their size. Share options now include everything from a 10% share in a Rayglass 2500 right through to ¼ shares in a Maritimo X60.

In between are new share options in Rayglass 3500s, Maritimos and a Lucia 40 sailing cat, which is set to spend winter months in the Pacific.

It's exciting times ahead for a company that's offering something a bit different.

www.ownaship.co.nz



ZITZELSBERGER at Surtees Boats

WHAKATANE BASED BOAT manufacturer Surtees Boats welcomes Isabell Zitzelsberger to the Marketing Executive role, replacing James Kayam, who returned to Auckland to further his career.

A Surtees boat owner with her partner Sasha, German-born Isabell's comes to Surtees Boats from a marine background with Balex Marine, where she marketed the company's innovative Automatic Boat Loader.

Isabell promises to bring excitement, enthusiasm and obvious professionalism to her new role and the company is looking forward to continued success.

www.surtees.co.nz.

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**Commercial
Vehicles**

Industry News



LEFT TO RIGHT
Andrew Clouston,
Stacey Cook, Kit
Carlier, Isla McKechnie
and Chris Gibbs.



Young Professionals in Yachting recognised

A New Zealand branch of Young Professionals in Yachting has launched, becoming a sector group of the NZ Marine Industry Association.

YPY NZ HAS been established to help young New Zealand marine professionals extend their network, influence and skills within the New Zealand and global yachting and marine industries. YPY was originally founded in South Florida to create a platform for young professionals in the marine and yachting industries to network with peers and build skill sets to support their growth within the industry.

The organisation has been a resounding success with chapters in USA, Germany, Monaco, London, Netherlands. Now, with the assistance of NZ Marine Executive Director Peter Busfield and inaugural Chairman Chris Gibbs, it has gained accreditation for a

NZ chapter as part of NZ Marine.

YPY has been brought to New Zealand by Oceanmax's Chris Gibbs and NZ Marine's Stacey Cook, who are keen to promote the development of talent within New Zealand's yachting and marine industries. They're supported on the board by Andrew Clouston of Yachting New Zealand, Isla McKechnie of Albatross PR and Kit Carlier of Kit Carlier Design.

YPY NZ membership is open to enthusiastic young professionals under the age of 40 who are keen to take advantage of professional seminars, networking events and the support of an organisation designed to

help them fulfil their full potential in their careers. New Zealand members are invited to participate in international YPY events where they'll create relationships that not only further their own careers, but enhance the prospects of their companies and the wider New Zealand industry.

The first meeting was held during the Volvo Ocean Race stopover. The second featured a seminar by Greg Fahey, general manager of Sweeny Vesty New Zealand, who spoke about trends in marketing.

For further information contact
Stacey Cook – stacey@nzmarine.com

Court approves Waiheke Marina

WAIHEKE ISLAND WILL receive a new marina following the Environment Court's decision to uphold the Auckland Council's May 2017 approval for the development of a 186-berth marina at Kennedy Bay.

The marina, supported by NZ Marine, will use New Zealand-first floating breakwater technology from Sweden, including floating pontoons for access, car-parking and marina buildings. It will include space for public pick-up and drop-off and day berthage for small boats visiting the island. A café, kayak/SUP storage and community meeting space would be developed. Donald Bruce Road would also be widened to improve ferry queuing.

Final design work will be completed in a few months, after which the marketing and sale of berths will commence. Berths will range from 10m-25m in length. www.kennedypointmarina.co.nz.



An artist's view of the marina planned for Kennedy Bay, Waiheke Island.



Step onboard *Boating New Zealand* to share thrilling maritime adventures, improve your knowledge of powerboats and yachts, feel the challenge of offshore voyages and be inspired by DIY projects in garages throughout the country. Plus, see the latest new boats from New Zealand and overseas – all brought to you by our talented pool of writers and photographers.

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- Fi-Glass
- Marco Boats
- Reflex Technologies - Stabicraft
- CSB Huntsman
- Haines Hunter
- McLay Boats
- Seaforce Marine - Tristram Marine
- Extreme Boats
- KiwiKraft
- Rayglass
- Smuggler Marine

Current New Zealand Audited Boat Building Standard CPC Programme provides:

- Sets standards for:
 - Fuel & electrical systems
 - Bilge pumps
 - Safe on the water performance
- Vessels up to 6 metres unsinkable if swamped. (For boats over 6 metres refer to manufacturers advice)
- Designed & built for NZ conditions
- Two year structural guarantee
- Coastguard NZ endorsement
- Recommended horsepower rating
- Recommended people loading rating
- Higher resale value
- Making for safer boating



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Women in Marine



More roles for women

Tristin Dickey reckons the New Zealand marine industry has an excellent opportunity to attract more women to its ranks.

AS ONE HALF of Napier's Dickey Boats, Tristin plays a very important role in the boat builder's success.

Coming from a corporate career in Human Resources, Tristin found stepping into the marine industry challenging at first, but admits it was the best thing she has ever done.

"I didn't really choose the marine industry, becoming involved almost by default when we relocated to Napier and [husband] Jason began designing our first boat, the Semifly 28."

The Semifly 28 was launched in 2007 and immediately met with critical and sales success.

The Dickey's second boat, a Semifly 32, was launched in February 2008 and Tristin soon found herself involved in the business full time.

"Jason and I have skills that are quite complementary. We are similar in many ways, but different too, so we each bring something special. Thankfully, though, we are mostly on the same page when it comes to the

business," says Tristin.

Tristin tends to take care of the back end of the business – marketing and financial control – while Jason focusses on the front end – boat design and production. Not that she's completely hands-off in the factory: she currently takes a management role with the Fitout and Interiors team on the shop floor.

In the early days, says Tristin, she sometimes found it difficult to be a woman, especially a young woman (the couple were just 30 years old when they founded Dickey Boats), in an industry dominated by men.

"At boat shows people would often defer to Jason's dad, rather than talking to me or Jason who actually built the boats. It was the youth thing, I think, as much as me being female," says Tristin.

There were challenges to overcome in managing a large team of mostly males.

"I had to learn to communicate effectively with the team as I grew into a leadership role. In the beginning Jason would say I was using too many words

– I'm much better now!" She laughs.

She also had to develop an understanding of boat builders and engineers, who often had priorities and values at odds with those she'd become used to in her corporate life.

Now Tristin loves her role at Dickey Boats and the marine industry in general. However, she notes there are no females on Dickey Boats' factory floor, but several in administration and purchasing roles.

"I think one of the challenges is to get females interested in boating and fishing. Then we can attract them into the marine industry. We need to show them what the opportunities are, across the board," says Tristin.

Fortunately, things are changing, reckons Tristin, as more and more women feature in the media engaging in marine activities: "It's becoming cool for young women to be involved in marine recreation, which is an opportunity for the marine industry to attract more women into the business."

Tristin would love to see women in the workshop at Dickey Boats, as well as in the office.

www.dickeyboats.com

The Royal NZ Yacht Squadron headquarters at Westhaven, Auckland.



Squadron's 150-year legacy

Auckland's Royal New Zealand Yacht Squadron (RNZYS) is gearing up to celebrate a special event in 2021. Yes, that's when Team New Zealand defends its America's Cup title – but it's also the year the Squadron turns 150.

ONE OF ONLY seven 'Royal Yacht Squadrons' in the world, RNZYS plans to celebrate its birthday with a full year of on- and off-water events.

Says Rear Commodore, Aaron Young: "The 150-year legacy is worthy of more than just one event at one time, so we're

marking this with a year of celebratory events and occasions, the pinnacle of which will be the hosting of the 36th America's Cup. The stars have aligned – it will be for a huge year for us."

RNZYS has established a 150th anniversary committee to orchestrate the

event. Auckland's Waitemata Harbour and Hauraki Gulf will be center stage for a series of sailing spectacles. The committee is working closely with Emirates Team New Zealand, along with central and local government agencies, as well as various supporting associations such as NZ Marine.

The line-up of events is yet to be confirmed but will kick off with the New Year's Day Regatta at Kawau Island that is tipped to attract the attention of visiting superyachts who already have Auckland firmly within their sights over this period.

The final act of the year will see the publishing of a 150th anniversary book (currently being put together by Ivor Wilkins).

Onshore, visitors to RNZYS will enjoy an array of land-based entertainment and celebratory events.

Formed in 1871, the RNZYS was granted Royal patronage by the British Admiralty in 1902 and with it the right to fly the blue ensign. The RNZYS is the official home of the America's Cup after Emirates Team New Zealand (ETNZ), representing the RNZYS, won the oldest sporting trophy in the world at the 35th America's Cup in Bermuda in 2017.



For more information contact
Hayden Porter – RNZYS General
Manager on 0272 222 556
or email hporter@rnzys.org.nz.

Industry Statistics

Record new trailer registrations



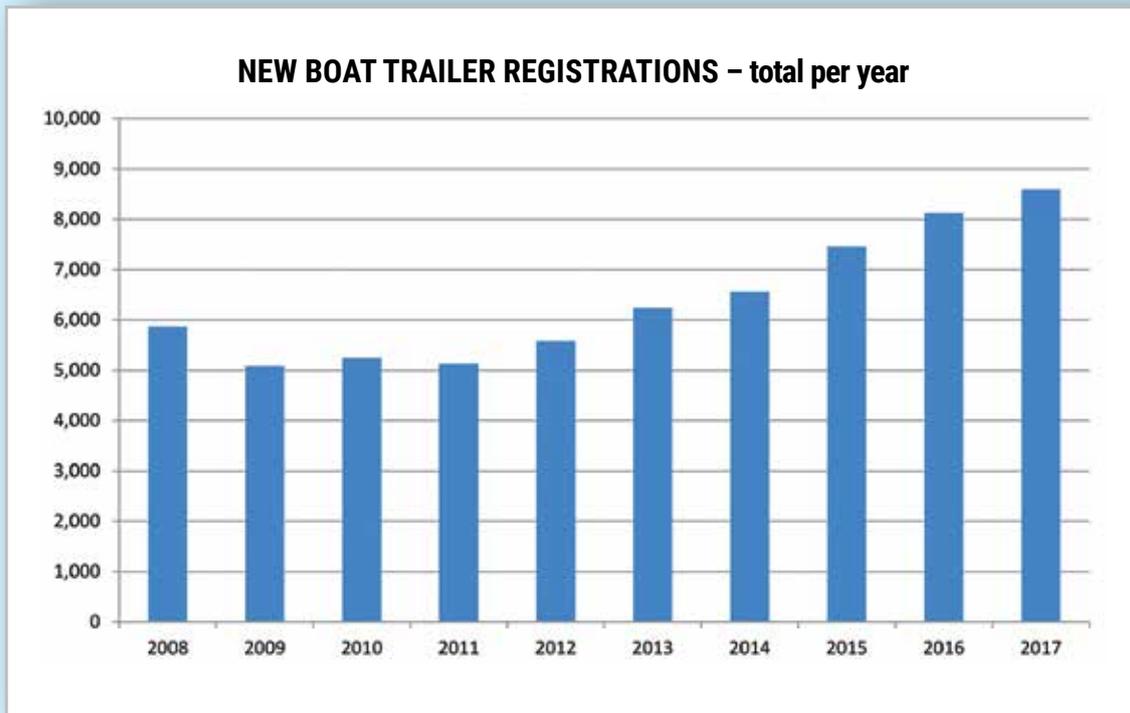
Overview of boat-trailer registrations and outboard motor imports in New Zealand, and diesel engine sales in New Zealand for 2008-2017

THE NEW ZEALAND MARINE Industry Association (NZ Marine) has commissioned PowerStats to carry out on-going research into specific sectors of the New Zealand and Australian marine industries to create comparisons and report on identified trends. This insight will allow NZ Marine's members to make better-informed business decisions.

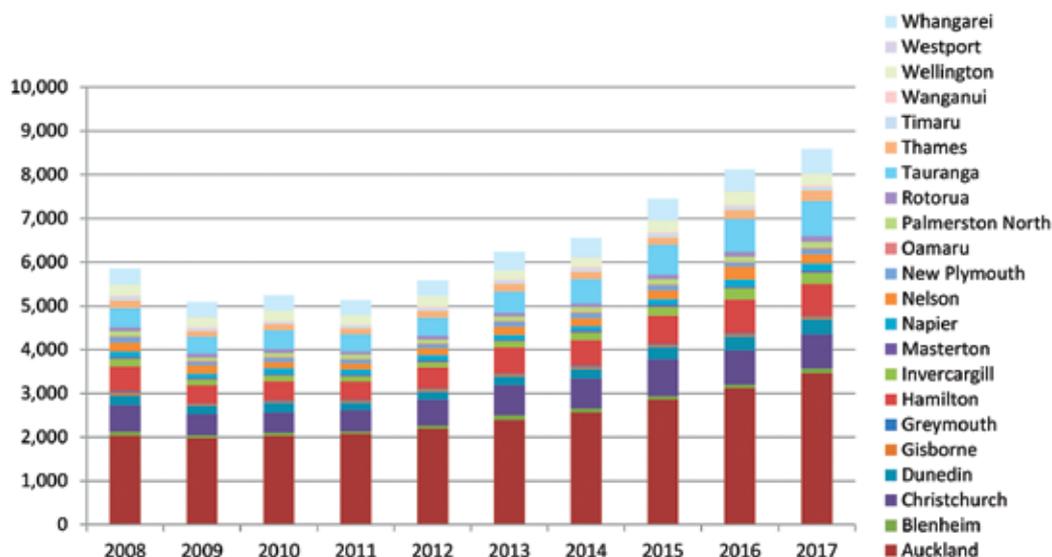
Through the support of various organisations and agencies, PowerStats was able to collect, analyse and present its findings on specific segments of the leisure marine industry in New Zealand and Australia.

KEY FINDINGS:

- The year-on-year growth of new boat trailer registration is continuing for the 6th year in a row, averaging at 9% each year. There were 8,590 new boat trailer registrations in 2017, which is a record number over the last 10 years and up 6% on 8,124 registrations in 2016.
- In 2017, 94% of all new boat trailers registered in New Zealand were produced by domestic manufacturers – only 6% were imported. This is only 1% below the highest domestic production share in the recent 10 years (2016).
- December 2017 saw a record number of 1,690 new boat trailer registrations in any one month over the last 10 years.
- 8,018 outboard motors were imported into New Zealand during 2017, a 7% decrease on the previous year.



NEW BOAT TRAILER REGISTRATIONS – region of registration



Region	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	Average	% of avg year
Auckland	2,034	1,976	2,028	2,079	2,194	2,393	2,564	2,858	3,116	3,465	2,471	39%
Blenheim	92	67	77	57	74	111	100	86	83	106	85	1%
Christchurch	598	483	462	486	582	677	677	837	784	773	636	10%
Dunedin	237	184	222	170	204	215	217	283	319	349	240	4%
Gisborne	60	41	31	30	33	45	49	48	44	54	44	1%
Greymouth	37	18	22	28	26	24	30	27	35	20	27	0%
Hamilton	556	417	439	422	482	590	583	634	763	731	562	9%
Invercargill	182	134	133	123	121	146	173	208	263	260	174	3%
Masterton	33	28	24	30	37	22	35	44	26	44	32	1%
Napier	129	113	139	117	119	113	112	128	171	167	131	2%
Nelson	203	177	139	142	157	187	170	201	286	211	187	3%
New Plymouth	116	79	97	88	93	113	118	107	89	113	101	2%
Oamaru	17	25	17	11	19	16	25	19	19	25	19	0%
Palmerston North	127	84	91	103	93	103	121	127	126	142	112	2%
Rotorua	85	78	87	66	78	85	83	103	113	139	92	1%
Tauranga	447	391	438	400	418	493	559	685	758	806	540	8%
Thames	165	130	139	132	157	172	167	170	196	230	166	3%
Timaru	85	56	48	65	60	70	70	82	80	78	69	1%
Wanganui	28	31	24	18	32	30	30	31	30	39	29	0%
Wellington	247	229	234	216	248	205	226	277	315	273	247	4%
Westport	4	5	2	2	8	7	7	9	5	6	6	0%
Whangarei	380	343	353	348	347	427	440	493	503	559	419	7%
Total	5,862	5,089	5,246	5,133	5,582	6,244	6,556	7,457	8,124	8,590	6,388	100%

NZ MANUFACTURED TRAILER POWER BOATS HAVE OVER 90% OF THE NZ MARKET

Demonstrated by the new boat trailer registrations showing that 94% of new trailers were manufactured in New Zealand and only 6% were imported, this also reflects the high market share of NZ manufacturers of trailer power boats have in our domestic market. Supported by the CPC NZ Boatbuilding Audited Standard and apprenticeship training by our NZ Marine and Composites ITO, the trailer power boat manufacturing sector in aluminium, fibreglass, rotary-moulded and rigid hull inflatable boats continues to be a major sector of the NZ marine industry.

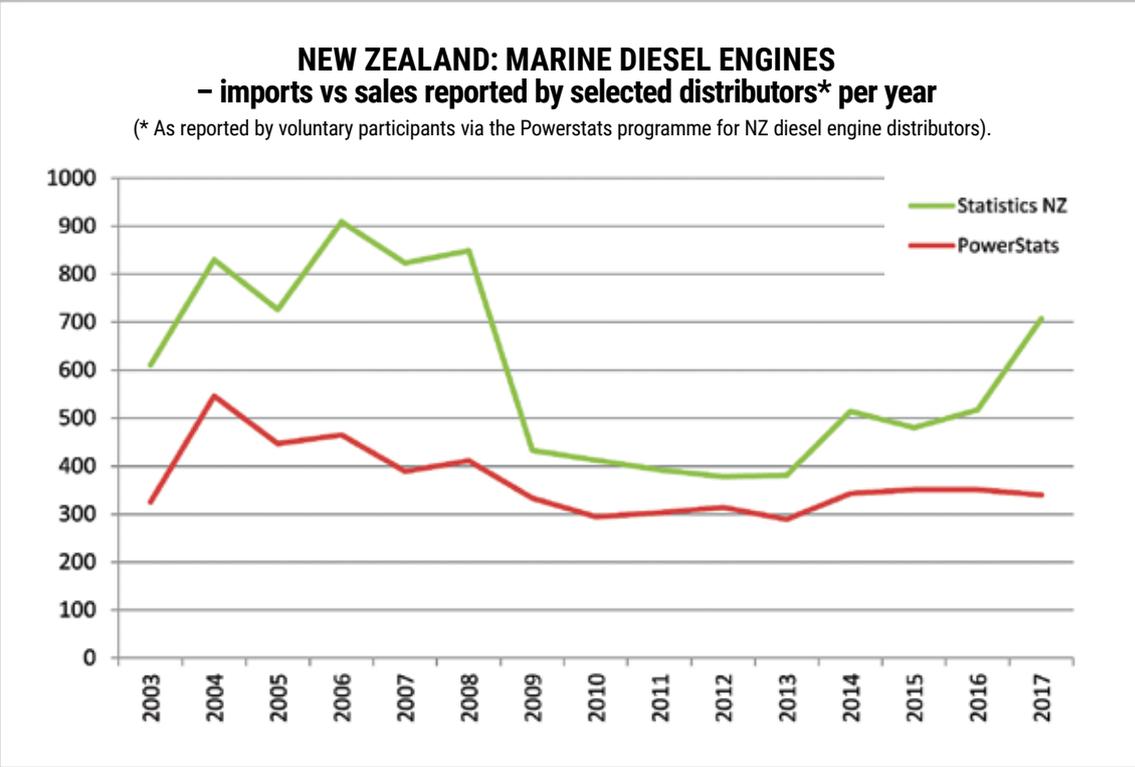
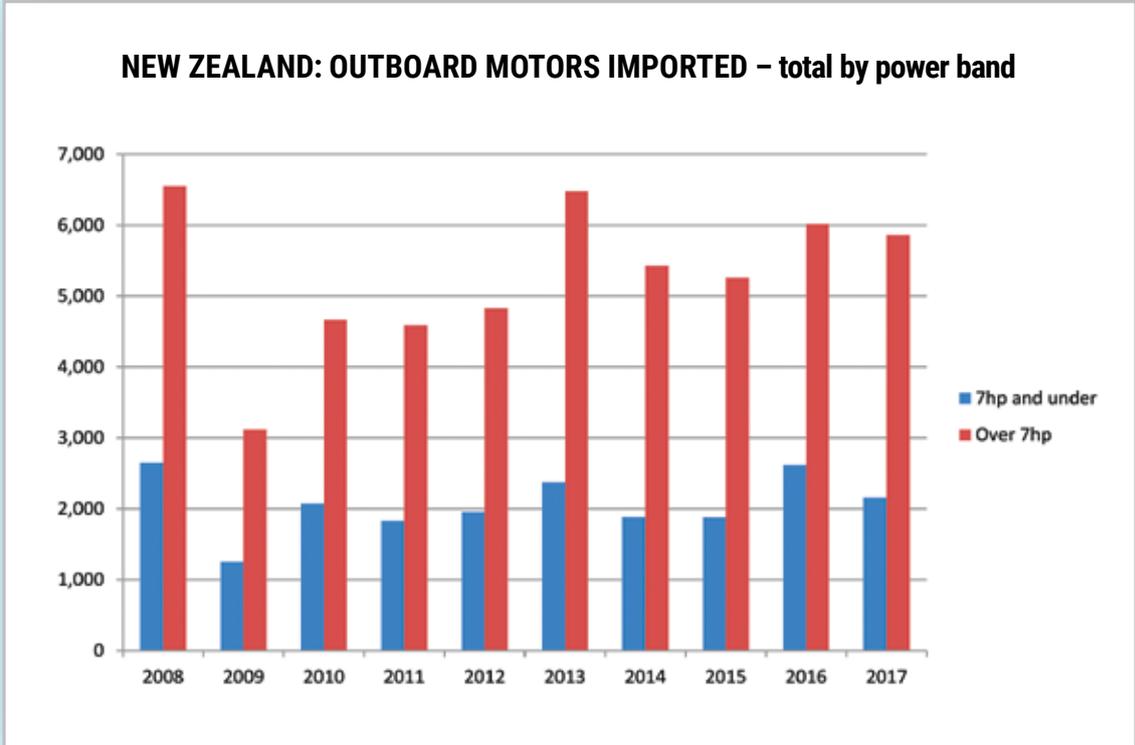


ICOMIA QUARTERLY ECONOMIC STATISTICS REPORT BY COUNTRY

	INFLATION RATE % (Consumer prices [CPI] percentage change from same period previous year)	ECONOMIC GROWTH % (Gross Domestic Product [GDP] percentage change from same period previous year)	CAR REGISTRATIONS/SALES UNIT Total number of new passenger car registrations/percentage change from same period previous year
Australia	1.9	3.1	283,064 (1.3%)
UK	2.7	1.2	718,489 (-12.4%)
USA	2.2	2.9	1,367,336 (-9.6%)

	CONSUMER CONFIDENCE Online consumer confidence index level/change from previous quarter	PRODUCER PRICE INDEX (PPI) Rate of change in prices of products sold at wholesale level. Excl taxes, transport and trade margins/ percentage change from same period previous year	BIG MAC INDEX US\$ (Half yearly - January and July) /percentage change from same period previous year
Australia	100.2 (0.2%)	113.1 (3.3%)	4.71 (10%)
UK	100.7 (0.2%)	110.2 (0.8%)	4.41 (18.2%)
USA	101.4(0.1%)	110.2 (3.9%)	5.28 (4.3%)

The above is an extract from the full report which NZ Marine (as a member of ICOMIA) receives quarterly. For a full copy of this report please contact Caroline Gibson.



New marine facility for Wynyard Quarter

A new marine refit facility development has been agreed to for Wynyard Quarter that will create hundreds of jobs and deliver significant marine and tourism spending.

THE FACILITY, ON the corner of Beaumont and Jellicoe Streets, is a joint initiative by the city's development agency Panuku Development Auckland and leading marine services company Orams.

The proposed development, on a location known as Site 18, will feature a marine haul-out and refit facility, commercial buildings and a residential tower on the northern end. The facility will target marine vessels up to 620 tonnes, which accounts for 85% of the world marine market.

The development also aims to provide increased maintenance facilities for Auckland's ferries, fishing vessels and commercial vessels. The majority of existing marine business on the site will be accommodated within the new development.

Panuku Chief Executive Roger MacDonald says the development meets the objectives of the 2012 Waterfront Plan and delivers on the goals of an active working and authentic waterfront.

"Panuku remains committed to retaining a vibrant marine industry in Wynyard Quarter."

MacDonald adds that the Orams' proposal has the potential to deliver significant economic benefits, not only for Auckland but for the country as a whole.

"Only last week Queensland launched a five-year superyacht strategy with the intention to become a key superyacht hub in the Asia-Pacific region by 2023."

Orams proposes to complete the marine elements of the site in advance of the residential development, to enable the facility to be up and running for the next America's Cup in early 2021.

Orams Marine CEO Neven Barbour says their proposal is for an exemplar development, being a unique mix of marine and residential uses.

"This proposal is the result of numerous studies focused on adding sustainable value to the marine industry and Auckland's economy."

Orams Marine Services Managing Director Craig Park says the marine sector is an important economic contributor to New Zealand and Auckland, and the city has a strong reputation for quality marine work.

"The marine refit facility will create more than 500



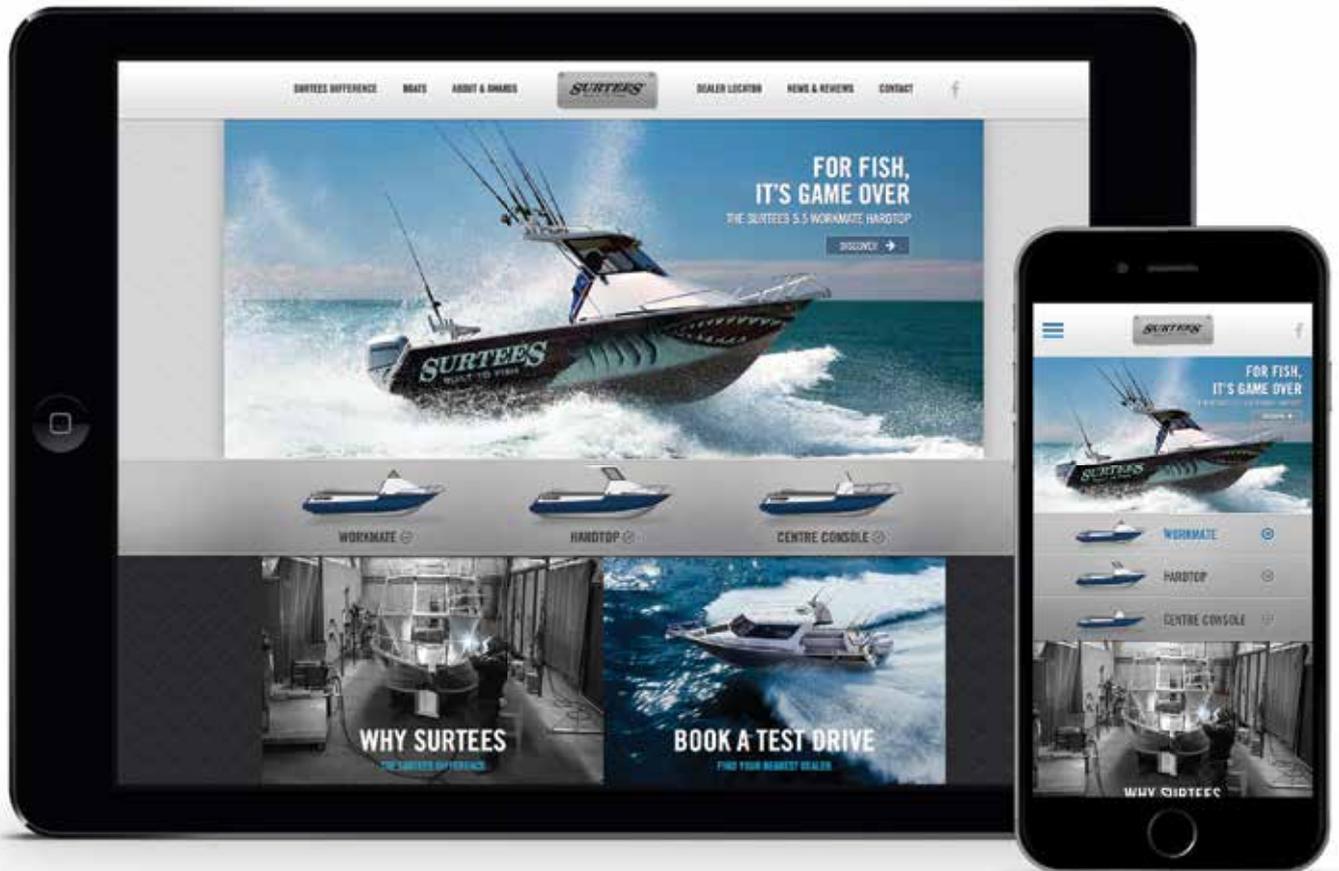
The facility will target marine vessels up to 620 tonnes, which accounts for 85% of the world marine market.

jobs and generate significant income for the marine and tourism industries", says Park.

Site 18 is considered the only marine-zoned site of significant scale within the Auckland area able to deliver a facility of this nature, and as such both parties are keen to see this development progress.

As part of the development, the existing seawall will be replaced and contamination remediation works undertaken.

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