



NZmarine
INDUSTRY ASSOCIATION

News

Summer 2016-17

What's inside

NZ successes on international stage

Mackay Boats bring home the medals!



TruDesign's skin-fitting
installation tools
win at DAME



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Vice-President's and Executive Director's Reports



Richard Macalister
Vice-President
NZ Marine Industry
Association

Vice-President's Welcome

WELCOME TO THIS 2016-2017 summer edition of NZ Marine News. I am impressed with the great achievements by many of our 460 members throughout the last six months and some of these are captured, in this, our own industry magazine.

I am also pleased to advise that our President, Myles Fothergill is making good progress recovering from a serious motorbike racing accident and we look forward to him being back in the President's role at the start of 2017.

I'm relatively new to the role of Vice President, but the last couple of months as Acting President has given me a birds-eye view of the role, the workings of and the achievements of NZ Marine. The key objective of NZ Marine is to 'increase member's business opportunities' and I think we are achieving this in many ways.

In addition to the many promotional events, from our own Auckland On Water Boat Show, Marine Trades Challenge, ITO Graduation ceremony, Conference and Fiji/NZ Day to the Export Group's international promotions, NZ Millennium Cup and the good service provided by our NZ Marine and Composites ITO, one of the most

important deliverables from NZ Marine is the opportunity for member company owners and managers to meet with their industry peers and share business experiences.

This networking is also as a result of companies participating in NZ Marine programmes such as the Commercial Vessel Group, Boat Building and Refit Group, trailer power boat manufacturing CPC programme, or attending our Boating After 5 functions and our NZ Marine Industry Conference.

Speaking of which, I encourage you to join us for our biennial NZ Marine Industry Conference to be held in Tauranga from 22 to 24 March 2017.

Our industry has enjoyed steady trading during 2016 and may it continue for 2017.

As we start the summer and festive season I am sure you will share with me our wish for a great summer for our customers on their boats and a well-earned break for everyone employed in the marine industry.

Season's Greetings

Richard Macalister
Acting President



Peter Busfield
Executive Director
NZ Marine Industry
Association

Executive Director's Report

THE NZ MARINE industry has enjoyed steady trading throughout 2016 and this is likely to continue in 2017 with forward orders already looking strong.

The strong home market and steady export sales for new boats, equipment and specialist marine services in both recreational and commercial markets has enabled many companies to further invest in research and development for new boats or manufactured equipment. This is evidenced by the increasing number of new NZ boat models being released onto the domestic and international markets during 2016, along with new NZ manufactured marine equipment. In fact the equipment manufacturing business is now, along with new boat production and the refit business from visiting yachts, one of our industry's largest sectors.

In support of the good business activity referred to above, the NZ Marine and Composites Industry Training Organisation is playing a vital role in providing training and continued up-skilling for our specialised industry so we can continue to maintain supply to our local market and grow exports.

We now have a good industry base to continue growth into 2017 and beyond.

Thank you for your contribution to one of New Zealand's most dynamic and successful manufacturing-based industries and all the best for a great 2017.

Peter Busfield
Executive Director



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. A wide selection of companies has 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>All Marine Services Ltd Kevin Duder 021 382 068 www.allmarineservices.co.nz</p>	 <p>Allspec Marine and Composite Ltd Malcolm Coffey 03 546 9024 www.allspec.co.nz</p>	 <p>Allvo Marine Engineering Ltd Grant Stanaway 09 535 9189 www.allvomarine.co.nz</p>	 <p>Attest Marine Ltd Chris Lynch-Blosse 09 390 1446 www.attestmarine.com</p>	 <p>Carey's Bay Marine Services Ltd Eldon Donaldson 03 472 8077 www.careysbaymarine.co.nz</p>
 <p>Catamarans International Ltd Glynn Kemp 09 424 7321 www.catamaransinternational.com</p>	 <p>Cruzpro Ltd Bert van den Berg 09 459 1922 www.cruzpro.com</p>	 <p>Donna Maree Ltd Donna Maree 09 554 1775 www.donnamaree.nz</p>	 <p>Dreamboats Auckland Ltd Kitrina Jeffs 09 373 3381 www.dreamboats.com</p>	 <p>Halliday and Baillie Ltd Tiffany Hodgson 09 358 1172 www.hallidaybaillie.com</p>
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 <p>Takacat Greg Sowden 021 822 285 www.takacat.com</p>	 <p>Toughguard NZ Ltd Mike Field 022 314 3624 www.toughguard.co.nz</p>	 <p>True Kit Inflatables Rodney Dawson 09 415 9972 www.truekit.nz</p>	 <p>Weber Marine Ltd Braden Weber 021 223 9676 www.webermarine.co.nz</p>	 <p>Z Energy Ltd Russell Bryant 04 498 0213 www.z.co.nz</p>
 <p>Zetec Ltd/Shark Seating Paul Zwaan 0275 728 555 www.sharkseating.com</p>				

NZ Marine Conference 2017

Growing companies from "Good to Great"!

Tauranga new venue for conference



The next NZ Marine Industry Conference will be held Wednesday 22 to Friday 24 March 2017 at the stunning Trinity Wharf Hotel on Tauranga's waterfront.

THE TRINITY WHARF is a unique 4.5-star hotel located on and over the harbour with excellent conference facilities - a stunning venue for our 2017 event.

In 2017 we are delighted to welcome keynote speaker Alistair Murray, chairman of renowned marine hardware company Ronstan, past president of the Australian International Marine Export Group (as well as many other significant marine industry roles and achievements). Alistair will address delegates on leadership and the challenges, opportunities and

successes associated with running an internationally recognised marine business. More speakers will be confirmed soon.

If you have not attended one of our conferences before we encourage you to take some time out of your business, to work **ON** your business. This is one of the best executive-level up-skilling events for marine company CEOs, owners and senior managers.

As well as learning from great speakers, the networking opportunities will include the Welcome Cocktail function, poolside at the Trinity Wharf

on Wednesday 22nd, the Conference Dinner at Classic Flyers Aviation Museum in Mt Maunganui on Thursday 23rd and a choice of golf, fishing or blo-karting on Friday 24th March.

A limited number of rooms have been reserved at the Trinity Wharf Hotel so we encourage delegates to book early.

Please contact Caroline Gibson on 09 376 7732 with any questions. We look forward to seeing many members at next year's event!



Classic Flyers Aviation Museum in Mt Maunganui is the setting for the Conference dinner.



A fun day blokarting or (below) on the green.



Auckland On Water Boat Show



Boat Show wraps up for another year!

Based on the feedback received from exhibitors and visitors alike, the 2016 show was a great success despite the weather!

WITH SUMMER LOOMING and maintenance or upgrades to be done, show visitors checked out the variety of stunning craft outside and on the marinas during the fine spells and retired to the pavilions when it rained, to chat and quiz the marine experts on their products. All of this happened alongside the many new have-a-go type activities, including the Navy vessel NZHMS *Hawea*, the kids Treasure Hunt, the

Marine Stalwarts lunch, the new layout and wayfinding signage, so it was all go at the ANZ Viaduct Events Centre.

For a full daily report and photos of the show, go to: www.sail-world.com and search for Auckland On Water Boat Show.

With over 180 exhibitors, a huge range of yachts, launches, powerboats, dinghies, tenders, jet-skis, paddle boards, kayaks and other watercraft, as well as offering



Plenty of hands-on activities.



There was something for everyone at this year's show.

"Many exhibitors have confirmed boat and equipment sales."



marine services, marina sales, marine engines and electronics, and diverse chandlery and fishing products there was literally, *Something for everyone.*

The Boat Show team are currently working on the prospectus for 2017. If you haven't exhibited before and are interested, please contact us at: info@nzmarine.com or phone Michelle Khan, 09 376 7739.

Boat Show feedback

We are pleased to report show visitor numbers were 15,964 - up 3% on 2015. Many exhibitors have confirmed boats and equipment sales, with a huge number of leads to follow-up after the show. We also received the following great exhibitor feedback:

- *Show very well organised and run.*
- *2016 Show most successful yet.*
- *As always the show staff worked well to ensure we got the best possible return from exhibiting.*
- *Liked the new marina layout, the marina looked good - nice displays.*
- *The flow of the show was much better this year, and it was great to have a variety of exhibitors, including the Navy.*
- *As good as any show overseas per population.*





Marine Stalwarts lunch

The third annual Marine Stalwarts lunch at the Viaduct Events Centre was well patronised.

DURING THE 2016 Auckland On Water Boat Show NZ Marine hosted the third annual Marine Stalwarts lunch at the Viaduct Events Centre.

This highly successful event, once again MC'd by Peter Montgomery, was attended by over 60 marine industry icons who were thanked for their part in shaping and developing the New Zealand marine industry into what it is today.

Past and present Executive members, along with partners, also attended this enjoyable event.

Peter Montgomery, left, himself a marine icon, once again mc'd this successful event.





ABOVE: Kim McDell and Judy Salthouse.

LEFT: Bob Salthouse addresses the gathering.

FAR LEFT: L to R Chris McMullen, John Salthouse and Don Pollock.

"Guests were thanked for their part in shaping the marine industry."

RIGHT L to R: Brian Macken, Dave Hopkins, Marilyn Hopkins, Vivienne Ingram and Keith Ingram.

BELOW L to R: Frank Warnock, Peter Montgomery, Claudia Montgomery, Robert Brooke and Ivor Wilkins.

RIGHT BELOW L to R: Chris McMullen, John Salthouse, Tony Whiting and Penny Whiting.

RIGHT BOTTOM: Jim Young (L) and Don Mosely.



Safer boating week



Making boating safer

Safer Boating Week is about what to do before getting on the water. Held annually on the week before Labour Weekend, the traditional start of the boating season, this year it ran from October 14 to 21.

SAFER BOATING WEEK encourages boaters to get ready before they hit the water because getting ready once they are already afloat is when trouble starts. The tag-line for this year’s campaign was: Prep, Check, Know before you get on the water.

This means boaters should prep their boats before they go boating: service the engine, check and change the fuel, check the battery, and generally give the boat a good once-over.

They should also check boating gear: make sure life-jackets are still fit for purpose and sufficient in number for all the crew; service any inflatable lifejackets and ensure there are two reliable forms of communication equipment onboard.

Boaters are urged to know the rules of the road on the water, and encouraged to check local bylaws to make sure they understand what the requirements are in their area.



Kiwis own more than 960,000 recreational water craft.

Total recreational boating fatalities by calendar year

2011: 20
2012: 14
2013: 17
2014: 27
2015: 24
2016 year to date: 10

Safer Boating Forum

The Forum was established in 2000 to coordinate and implement recreational boating safety initiatives. It is made up of government agencies and local government, water safety and recreational boating organisations, and the marine industry. The Forum's work is aimed at reducing boating injuries and fatalities and improving boat safety behaviour. Maritime NZ chairs the Forum and members include Coastguard, Jet Boating NZ, Kiwi Association of Sea Kayakers, local and central government, NZ Fishing News, NZ Jet Sports Boating Association, NZ Marine Industry Association, NZ Underwater Association, Surf Lifesaving NZ, Waka Ama NZ, Water Safety NZ, WaterSafe Auckland, White Water NZ, and Yachting NZ.

www.saferboating.org.nz Facebook: Safer Boating NZ



BOATING SAFETY CODE WHEN ON THE WATER

- Wear your lifejacket
- Two-thirds of recreational boating fatalities would be avoided if people wore their lifejackets
- Wearing your lifejacket is the single most important thing you can do to avoid drowning if you end up unexpectedly in the water
- Take two forms of communication that work when wet
- If you can't call for help, then we cannot rescue you
- Check the marine weather forecast
- Marine forecasts are different to land and general forecasts – make sure you listen to the marine forecast
- Avoid alcohol
- Many people who would never drive drunk think it's safe to operate their boat after drinking. It isn't
- Operating a boat is at least as complicated as driving a car
- Boating accidents can be just as lethal as road accidents
- Be a responsible skipper
- Every boat, no matter how big or small, must have a skipper
- The skipper is legally responsible for the safety of the boat and all the people on board
- The skipper can be prosecuted – they are responsible for complying with all the relevant rules and regulations.



BOATING STATISTICS

- Last summer (2015/16) four people died in recreational boating accidents (good for statistics but not for their families, friends and colleagues)
- During the summer of 2014/15 20 died
- In recent years, on average about 23 boaties die each calendar year (see table)
- 90% of fatalities are men aged 30-60 years using boats up to 6m long
- Perhaps 2/3 of recreational boating fatalities could be avoided if people wore life-jackets
- There is strong awareness among boaties of the need to have enough lifejackets for everyone on board
- 96% of recreational boaties reported carrying lifejackets on board their vessels
- Safer Boating Forum and Maritime NZ say carrying life-jackets on board is not enough – all boaties should wear their lifejackets when on the water
- The number of boaties wearing lifejackets is increasing and could be as high as 65%
- More than a third of boaties are still not wearing lifejackets
- Those least likely to wear lifejackets are older men (45-plus) and young men (15-25)
- 45-plus: experienced, have not had a serious accident on the water – sadly, it only takes one accident to be tragic
- 15-25: inexperienced but don't know it. Bravado and feel 'bullet-proof' – "Won't happen to me..." It is why they crash their cars
- There is big growth in use of 'paddle craft' – kayaks, canoes, surf skis etc – typically by people aged 15-30 years
- This growth in paddle craft is starting to come through in accident statistics

FROM MARITIME NZ'S ANNUAL REPORT 2014-15

- 1.3 million people take part in recreational boating each year and the number is growing
- 960,000 recreational craft
- More than half are small boats less than 6m long

After 5



Doyle Sails

Two time Volvo Ocean Race winner, veteran of three America's Cup campaigns, and ISAF Rolex World Sailor of the Year 2006, Mike Sanderson explains the Stratis manufacturing process.

On 24 November over 50 members gathered at Doyle Sails on Rosebank Road, Auckland, for a Boating After 5 function and a fascinating tour of their facilities and current projects.

DOYLE SAILS IS one of the leading manufacturers of laminated sails worldwide and attendees were able to view the Stratis manufacturing process in action.

Prior to the After 5 event, Peter Busfield gave members present an update on the activities of the Superyacht Attraction Group of ATEED, Tourism New Zealand and NZ

Marine, including a detailed overview on how New Zealand is being promoted as destination for superyachts and cruising yachts. Peter Busfield presented the new Destination & Superyachting New Zealand publication in which over 100 NZ Marine companies have advertised to promote their products and services to visiting vessels.



ABOVE: Peter Busfield presents Doyle Sails CEO Mike Sanderson with the first hardback copy of the *Destination & Superyachting New Zealand* book.



Circa Marine

Circa Marine opened its doors for a Boating After 5 on Thursday 17 November.

OVER 40 NZ MARINE members were able to view Circa's current projects under construction, notably four of their Steve Dashew-designed FPB family of boats.

These boats have proven very popular and to-date Circa has launched 13 FPB blue-water explorer yachts, which are now cruising the oceans of the world.

Following the factory tour at Circa, guests then enjoyed refreshments at the Riverside Café in Whangarei Town Basin and heard industry updates and news from NZ Marine Northland and Far North Regional Chairman Brian Caulton and NZ Marine Executive Director Peter Busfield.



Boating After 5, Christchurch

CHRISTCHURCH MEMBERS JOINED

Commercial Vessel Group meeting attendees for a Boating After 5 on 2 November at the Chateau in the Park Hotel in Christchurch.

Members enjoyed networking and refreshments and heard an update on local industry news from Chairman of the CPC Group and MD of Fi-Glass Boats Griff Simpson.

NZ Marine Export Group

Kiwi companies attend international shows



METS

Support for the METS show is growing strongly, with NZ Marine Export Group assisting 15 companies attend the show this year, including three new companies to the show.

OCEANZ88

At the 2015 METS show Oceanz88 dipped their toes in the market by utilising NZ Marine Export Group's 'incubator space', a one metre wall space in a shared four metre by three metre stand which gave them a cost-effective show presence and a place for meetings.

This year they had their own four metre by three metre stand space at METS, which went exceptionally well for them. They were able to hold meetings on the stand and discuss new business opportunities with several OEM companies, as well as meeting new potential international distribution partners. People from all over Europe, UAE, Asia, New Zealand, Australia and the USA visited the stand. METS is a truly global marine show.

The networking between companies in the New Zealand hall is an extremely valuable resource and I would 100% recommend NZ Marine companies to participate.



ABOVE: Shark Seating launched onto the European market at METS.
RIGHT: Balex gained a special mention for their innovative Auto Boat Launcher.



TruDesign awarded

Congratulations to TruDesign Plastics who picked up their second award at the DAME Awards at the METS Show this year. TruDesign's innovative Skin Fitting Installation tools took the top place in the 'Marina Equipment, Boat Yard Equipment and Boat Construction Tools and Materials category'.

Balex gets special mention

Congratulations to Balex Marine who received a special mention at the DAME awards for their innovative Automatic Boat Loader (ABL).

"We were up against hot competition from the best products in the global marine industry," said Balex Chief Executive Paul Symes. "We are delighted that the judges have recognised that the ABL makes boating safe, stress-free and fun. This will really power up our international market push into Europe and the US."

Shark Seating gain great momentum from METS show

Better late than never! One month out from the show, Paul Zwaan made the call to attend METS to display their Shark Seating range. It turned out to be a good call. NZ Marine Export group managed to get him a stand in the New Zealand Pavilion, Hall 2, and Paul has advised that he recorded 75 strong leads and appointed a Netherlands distributor during the show.

Paul plans to attend again next year: "I feel this show has well and truly launched us into the European market."



Alan Maddox of TruDesign (pictured left) picked up their second award at METS this year.

We welcome new members Halliday and Baillie, and Zetec/Shark Seating to the Export Group.



Monaco Yacht Show

THIS YEAR WE had 11 NZ Marine Export Group member companies exhibit/attend the show with our assistance, feedback was that the show is still strong with high quality clients attending. Tourism NZ supported the Destination New Zealand lounge area and as always, our iconic New Zealand Street Function was very popular and we thank ATEED for their support to our exhibitors and members.

Fort Lauderdale International Boat Show

NZ MARINE EXPORT GROUP

assisted two companies exhibiting this year, Maxwell Marine and MedAire. The Fort Lauderdale International Boat Show is staying strong with high quality clients attending the show. We look forward to continuing to support our members attend and exhibit at this show.



NZ Millennium Cup





Race puts New Zealand in the limelight

As the NZ Millennium Cup 2017 (24-27 January) draws ever closer, sponsors of the event share their views as to how the NZ Millennium Cup profiles New Zealand and her marine industry, and to whom.

KEY STAFF FROM Holton Marine, fresh from the announcement of a Southern Hemisphere 'first' in gaining Alustar 5059 high-tensile aluminium welding tickets, see the importance of the event in profiling New Zealand, the industry's capabilities, and through this, the industry at large.

"We think the NZ Millennium Cup is a great showcase for not only the marine industry, but also for New Zealand tourism and her products as a whole," says Rodney Holton of Holton Marine. "It puts New Zealand in the limelight," he adds.

"We worked on every single boat that was in the regatta's Millennium Cup division last year and nearly all in the [smaller division] Pacific Cup, and we're looking forward to working on many of them again. We think it is brilliant to give yachts an event to look forward to when they come down to sit out the cyclone season."

Brian Macken of Power Equipment, who will be introducing the OXE Diesel Outboard in early 2017, agrees, going on to say the regatta serves as a 'thank you' to clients who have done work in New Zealand while demonstrating that, "although we are small, we can put together world-class events."

Craig Park of platinum sponsor Orams Marine reinforces this.

"While our regatta is smaller than some of those in Europe, it is handled just as professionally. The NZ Millennium Cup is a shining reflection of the New Zealand marine industry as a whole – of its maturity. We can proudly put our regatta forward as standing next to European regattas."

Several sponsors drew attention to the importance of the NZ Millennium

Cup's association with, and relationship to, Bay of Islands Sailing Week.

"Having the NZ Millennium Cup as part of the Bay of Islands Sailing Week is a great way to demonstrate the flexibility, expertise and wide-ranging skills of our local marine services industry," says Bay of Islands Marina's manager Jason Chubb. "After all, where else in the world do you get to see sport yachts and TP52's battling it out right alongside superyachts?"

"The backdrop of the Bay, its pristine turquoise waters, rocky coves, golden beaches and 144 beautiful islands is certainly the star of the show. But at the same time the marine services hub at Opuia services the needs of all the vessels involved in the Bay of Islands Sailing Week, from the support vessels and 10-metre cruising yachts, right through to the superyachts."

"2016's NZ Millennium Cup enjoyed exposure of up to 31 million people all over the world," says NZ Marine Export Group chairman Stuart Robinson.

"Coverage in varied publications that reach different sectors of the market, from *Boating NZ*, *Club Marine* and the *Northland Age*, through to *Boat International* and *Superyacht World*, means New Zealand and her marine industry are profiled to a wide range of different consumers."

"The history of the NZ Millennium Cup was driven by vessels visiting New Zealand for the America's Cup. NZ Marine saw an opportunity to run an event that showcased our cruising grounds further, an event that encapsulated why the journey was worth the effort," says Ian Cook of gold sponsor, Yachting Developments.



Winning smiles from the crew of *Tawera* – winners of the 2016 Millennium Cup



Smuggler Marine tenders serve as the event's chase boats. Photo Jeff Brown.

"For us, the Millennium Cup is about more than superyachts," says Matt Bridge of Doyle Sails. "It's about showing off our part of the world, the skill of our sailors, and the workmanship of everyone, from the yards to the sail-makers like us. We feel that it helps to cement New Zealand's reputation as a nation of sailors and the inclusiveness of that reputation. Seeing fleets of TP52s, superyachts, Young 88s and others all racing together in the Bay of Islands is something we think is unique to our marine industry. The Doyle Sails New Zealand team heads to the Bay en masse for both the Millennium Cup and

Bay of Islands Sailing Week in January, and we love the chance to race across lots of different classes in the fleet."

The directors of Smuggler Marine have also felt the impact of the NZ Millennium Cup in several different markets within the industry.

"Showcasing our uniquely Kiwi product at the NZ Millennium Cup has had a trickle down effect for us that we have felt beyond the superyacht market, extending into both the recreational market and the commercial market," adds Pauline Pringle of gold sponsor Smuggler Marine.

"Sharing the waters with Bay of

Islands Sailing Week has supported this exposure. We were thrilled to be selected by Coastguard Whangaroa to craft an 11.2-metre purpose-built rescue vessel, *Kahurangi* [*Jewel of the North*]. Launched in October 2016, this rigid hulled inflatable vessel was designed with the needs of the area in mind, and to withstand difficult conditions."

The NZ Millennium Cup is next raced in the Bay of Islands between the 24-27 January 2017.

PLATINUM SPONSOR



GOLD SPONSORS






SILVER SPONSORS





SUPPLIERS/SUPPORTERS







**BAY OF ISLANDS
SUPERYACHT REGATTA**

24-27 JANUARY 2017

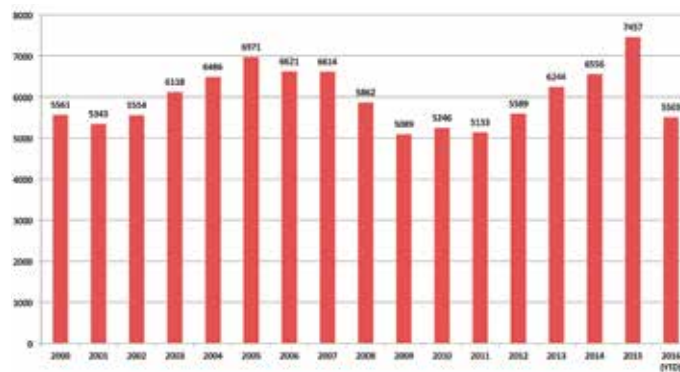
Hosted by
NZ Marine Export Group

Boating Statistics

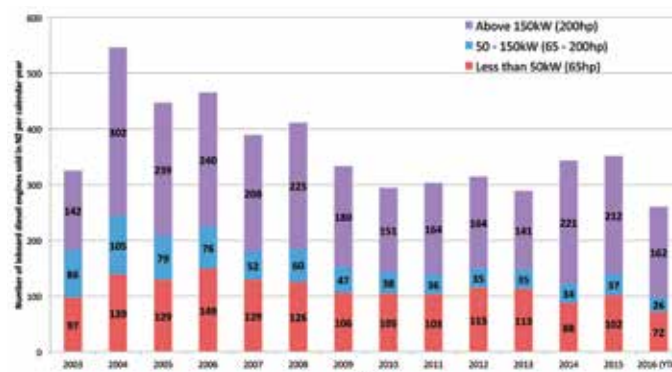
Domestic economy showing steady sales

Trailer boat, inboard engines and outboard motor sales increasing.

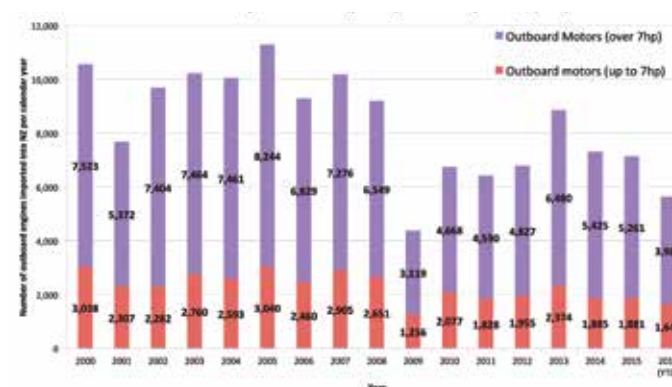
New boat trailers 2000 – October 2016
(includes first-time registrations for brand-new trailers
and re-certification of existing de-registered trailers)



Inboard diesel engine sales in NZ, 2003 - October 2016



Outboard motor imports into NZ (petrol), 2000 – October 2016



Commercial Vessels Group

Commercial Vessels Group at Hamilton Jet, Christchurch

Sector leaders convene regularly to further growth in their industry.

UNDER THE CURRENT chairmanship of Dave Hopkins (Hamilton Jet), the Commercial Vessels Group representative industry committee of approximately 18 company owners/general managers meet three or four times a year in different regions.

Business includes reviewing strategy and developing plans for the immediate and long term growth of the sector group. Marketing activity has recently involved building the Group's website, pictured below, showcasing the broad range of equipment and services provided. The meeting was held in Christchurch at Hamilton Jet.

www.nzmarinevessels.com



Back row, L to R: Tom Dawson NZTE; Chris Gibbs, Oceanmax/Propspeed; Peter Busfield, NZ Marine; Will Colenso, Martin Hydraulics; Dave Hopkins, Hamilton Jet; Paul Cameron, Wright Technologies; Brian Macken, Power Equipment NZ. Front row, L to R: Peta Fraser, NZTE; Clive Bennett, NZ Marine; Mark Wightman, Shipco 360; David Cockell, Lees Marine Group; Dave Ford, Volvo; Chris Curry, South Pacific Diesel Systems; Peter Panfilow, Power Equipment NZ; Ross Williamson, South Pacific Diesel Systems; Ross Harvey, Aimex Service Group.



The new website promotes Commercial Vessels Group members and activities.



Profab launch 25m Wave Piercer catamaran

NZ Marine member Profab Central Engineering, based in Palmerston North, recently launched a 25-metre wave piercing foil assisted catamaran for an Australian client.

THE OFFSHORE EXPRESS has been built to Australian Survey Standard, has 95 square metres of clear deck space and sleeping quarters for 18 crew in 6 cabins.

Its intended use is as a high-speed service craft and offshore support vessel. Two main engines, (2 x Caterpillar C32's each) producing 1600 HP at 2050 revs will give a maximum speed 30 knots and a cruising speed of 24 knots. www.profabengineering.co.nz

Government Procurement Agreement promises much

THERE SHOULD BE huge opportunities for the NZ Marine Commercial Vessel sector now that New Zealand is part of the global Government Procurement Agreement (GPA).

Under GPA, New Zealand equipment manufacturers and builders of commercial vessels now enjoy equal opportunity when tendering to supply commercial vessels to the governments of around 25 countries signed up to the GPA agreement.

Executive Director Peter Busfield is working with senior NZ Government officials to unlock the communication

lines so NZ Marine member companies can get ready access to the tender process. Kiwi firms will be able to submit tenders to overseas government departments seeking vessels and related equipment for Coastguards, police departments, customs, border control, conservation work and more.

Further information will be made available directly to NZ Marine Commercial Vessel Group members as it comes to hand.

Member news

Line 7: new logo, new fabrics, new range, new management

Line 7 returned to the market in 2016 with a wholly refreshed brand and a new approach to dressing the marine industry.

CHARLES PARSONS, THE brand's parent company, took the brand out of receivership in 2009 and more recently decided to bring it back into their stable after a period under a licensee.

"We initially fell in love with the brand because it was birthed on the water by Kiwi sailors who knew they needed better products to face the elements," says Line 7's Duthie Lidgard.

"We saw its heroic spirit and bought Line 7 out of receivership because we felt a brand with a history so deeply embedded in America's Cup campaigns and Round the World Whitbread Races deserved a place on the backs of today's sailors.

"That passion for the brand is exactly why we then went on to take the brand back from a licensee: to respect the brand's traditions while elevating it to a whole new level," he said.

Three key references drive the brand's evolution: quality based on understanding the needs of crew; enhanced technology; and increased market share.

Technology improvements take the shape of quick-dry fabrics and Celliant technology, which serves to increase performance and aid recovery.

An in-house design team are able to offer custom design rooted in a thorough understanding and knowledge of the product and how it best fits and functions on the water.

Tailored looks can be developed quickly for any client, efficiently translating a brief as to what crew need, into what will work best.

"With warehouses in Europe and across the Southern Hemisphere, clients can buy lower minimums and expect faster delivery," says Lidgard. "We will be opening a further warehouse in the USA in early 2017. Proactive local agents and stockists provide customer care in a client's timezone, for ease of communication



and a personal touch."

"The new range is signified by the new logo," adds Lidgard. "Look for the new logo and you can be assured this our most technically advanced range – that you are buying genuine Line 7."

International stockists have lined up to showcase the range across the USA, Pacific and Europe.

Line 7 has also confirmed the crew of a Benetti 37-metre motor yacht, a Dubois-designed 35-metre sailing yacht, a 58-metre Perini Navi, a 43-metre luxury sloop from Vitters and a 50-metre motor yacht currently in build will now wear the Superyacht technical range.

www.line7.co.nz

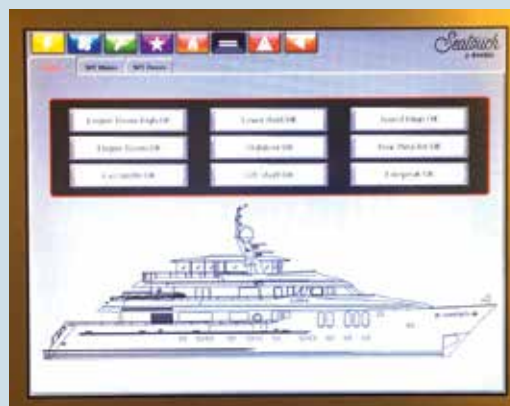
Attest Seatouch for MY Ilonka

Attest Seatouch vessel monitoring system is suitable for new builds and refits.

FOLLOWING A FOUR-WEEK installation in Sydney, new member Attest's vessel monitoring system Seatouch™ now watches over this 16-year-old MY *Ilonka's* existing machinery and systems, ensuring her 'aches and pains' are given immediate attention by her busy crew.

Interfacing to original sensor systems and wiring, a purpose-built cabinet collects, then distributes this essential information to the vessel's bridge and crew mess, providing warnings of [potential] problems, long before they occur.

Delivering on-time and within budget was all important to this client and somewhat at odds in a refit situation, but it's just the sort challenge Attest enjoy. They delivered on time, gaining DNV-GL approval, and meeting their client's



expectations at all levels.

Attest's owner, Chris Lynch Blossie says they are looking forward to supporting M.Y *Ilonka* long-term, whether via remote access, or with 'boots on the deck' in her home port of Sydney.

www.attestmarine.com



Yacht support with a Pacific flavour

Marinelogix's point of difference is the Polynesian slant they bring to their business.

SOUTH PACIFIC SUPERYACHT support provider, Marinelogix, has been recognised for its effective and culturally-cognisant approach to yachting in the South Pacific. The company has received two nominations for business excellence in New Zealand's National Pacific Business Trust Awards.

"Marinelogix is our vision of a Pacific-based company that represents and profiles the region, its people, and its culture on a global stage to yacht owners, captains and crew," says Mark Donaldson.

The company is an independent entity which operates without affiliation to agency networks in the Pacific, allowing it to deliver first class, personalised and customer-focused service.

The National Pacific Business Trust Awards celebrates success, growth and sustainability of people of Pacific Island descent in business. Marinelogix has reached the finalist stage in both the Pacific Business Exporter Award, and Pacific Business Entrepreneur Award.

The company is unique in the Pacific region among superyacht service providers in that it is Pacific-owned and operated. It has had great success with its clients largely pulled from Europe and the USA.

Donaldson draws on his Samoan heritage and Cook Island upbringing, combined with his extensive global superyacht industry experience, to inform the business.

That entrepreneurial spirit saw Donaldson and his team create a logistics service, MLXpress to quickly deliver marine consignments from around the world to the farthest reaches of the Pacific, including cyclone relief when required.

"The yachting industry is very small and competitive, yet our point of difference is that we are experienced, professional, Polynesian yachtsmen. Our referral rate from clients is our measure of success, with the number of our clients coming to the region growing fast."

The National Pacific Business Trust Awards were announced on 28 October, in Auckland.

www.yachtsupportauckland.com

Good times at Q-West

Q-WEST BOAT BUILDERS are ready to wrap up a busy year and head into an exciting 2017.

The Whanganui based company is currently sea-trialling the recently completed *Korora*, an Incat Crowther designed 35m Passenger Catamaran built for Fullers Group in Auckland. *Korora* is the first delivery of a two-vessel order for Fullers, the second scheduled for delivery in mid-2017.

Having recently signed contracts for a Camarc designed 19.5m Pilot Vessel for CentrePort in Wellington, a Teknicraft designed 18.6m Patrol Catamaran for the New Zealand Customs Service and on the verge of signing another Teknicraft designed patrol catamaran for an off-shore client, Q-West is looking forward to next year being one of their busiest. The company will be further increasing staff numbers to cope with the upcoming work.

Q-West has recently farewelled two 17.7m Teknicraft



Passenger Catamarans that have both been refitted, the *Tohora* for Whale Watch Kaikoura and Intercity Group's recently acquired *Te Papahu*, a former Whale Watch vessel that has had an extensive upgrade.

Q-West is delighted to have been awarded both the CentrePort and New Zealand Customs Service contracts and are proud to have completed the second of Fullers three new vessels (both sister ships for *Te Kotuku* constructed by Q-West in 2014).

www.q-west.com

ETNZ sailors meet their AC50 at Southern Spars

As progress continues on their AC50, senior sailing team members from Emirates Team New Zealand visited Southern Spars' facility to check on the yacht which they hope will help them bring home the America's Cup.

SOUTHERN SPARS HAS long been Emirates Team New Zealand's go-to manufacturer for masts and wing-sails, but for the 35th America's Cup, the association has grown to include the whole yacht – with the exception of the foils and cross beams.

Inside Southern Spars' massive new carbon-fibre manufacturing plant in Avondale, which has produced wing sails for ETNZ and Luna Rossa as well as masts for many Volvo and America's Cup teams, technical advisor Max Sirena and helmsman Peter Burling inspected the AC50 for the first time.

Max Sirena was pleased to see that Southern is putting as much into preparing the package – that includes hulls, bows, wing-sails and platform – as the sailing team is preparing to race it.

"It was fantastic to check in on the progress out at Southern Spars," says



Peter Burling (left) confers with Max Sirena.

Sirena. "It is an impressive facility out there, and you can see the quality of workmanship going into making what we hope will be the boat to win back the America's Cup."

For Burling, who will be competing in his first America's Cup, it was an

exciting moment to finally see parts of the yacht that he will steer around the course in Bermuda.

"The yacht is really coming along," he says. "As the boat takes shape, everything gets a bit more real. In terms of the event, it is fast approaching. We can't wait to get this thing out on the water."

Sirena and Burling have long professional relationships with the company. Sirena, in his previous role leading Luna Rossa Challenge, worked closely with Southern who built two AC72 wing-sails for his America's Cup 34 challenge. Burling, through his Olympic campaigns in the 49er, collaborated with Southern Spars on optimising the tune of his masts.

Southern Spars is very proud to be playing such a major role in Emirates Team NZ's campaign to bring the America's Cup home to New Zealand. www.southernspars.com

Doyle Sails NZ restructure

Effective from 1 October 2016, Doyle Sails New Zealand underwent an ownership and management change as part of a strategic restructure.

MIKE SANDERSON, DIRECTOR and head of sales, will take over as the majority shareholder and CEO. Fellow owner/directors David Duff and Richard Bouzaid will also increase their shareholding with Duff appointed Managing Director and Bouzaid Director of Design.



Chris McMaster, currently Managing Director of Doyle Sails New Zealand, is to move into a consultative role that will allow him to step away from the day-to-day operations of the company while still making his expertise available to Doyle Stratis customers. www.doylesails.co.nz

Stark employees gather outside Stark Bros for the launch of the new fishing vessel.

Stark Bros launches FV *Endeavour*

August 30, 2016, launching day for the 17.2m FV *Endeavour* was a celebration and an opportunity to showcase Stark Bros unique capabilities and skills.

ENDEAVOUR WAS BUILT in Lyttelton for Ocean Fisheries Ltd. Her build time stretched out to just over three years due to other construction and repair work at the yard. However, extended build times on new boats provide work for Stark Bros' staff during quiet periods and result in first-class fishing vessels for the fishing industry, chief executive Andrew Stark explained to 350 visitors and staff at the launching ceremony.

This vessel is the second new build since Frank Stark passed away in 2008.

During sea trials the vessel achieved more than 10 knots in timed running miles and eight tonnes in static bollard pull.

The name Endeavour has strong historical links to Lyttelton. Banks Peninsula was first sighted by



Jean Stark breaks a bottle of champagne across the bows of FV *Endeavour*.

Europeans from the *Endeavour*, during James Cook's first voyage to NZ in 1770, with the replica ship visiting Lyttelton in April 2000.

"The word Endeavour is defined as:

to exert oneself, to make an effort; to strive for success, to achieve a goal; prolonged and industrious effort.

"These definitional terms in many ways reflect the Stark's business attitudes, achievements and aspirations – and also define a good fisherman – so all in all we are very pleased with the name 'Endeavour'," said Andrew Stark in his address at the launch.

FV *Endeavour* will be based in Lyttelton, and with a skipper and two crew, will fish off the South Island's East Coast for a range of inshore species. She joins *Frontier*, *Legacy*, and *Nessie J*.

Like the rest of the fleet, the vessel runs on BioDiesel – the blended supply is delivered wharf side by Green Fuels NZ Ltd – a locally owned and operated company. www.starkbros.co.nz

Construction begins on new Tauranga marine complex



THE TAURANGA HARBOUR Marine Precinct is an \$11.4m project to deliver a purpose-built marine servicing facility in the Bay of Plenty.

The precinct will provide a base for boat building and refit businesses servicing small vessels through to superyachts. By mid-2017 (Stage 1 development), the precinct will include lots in a range of sizes for marine businesses, a 6,300m² vessel storage area (hardstand), deep-water marina berths for large vessels and New Zealand's largest vessel hoist (350-tonne haulage capacity and extra-wide).

Further development (more lots, extension to the hardstand) will be undertaken in stages, based on demand from the industry.

Take control with Suzuki's new joystick

Suzuki Marine New Zealand has released the Suzuki Precision Manoeuvring (SPM) joystick control system, offering its customers a seamless driving experience in any condition or at any speed.

THE SPM SYSTEM provides fully integrated electronic throttle, shift, steering and joystick control for twin and triple-powered boats equipped with Suzuki's high-performance four-stroke outboard motors.

SPM utilises the Suzuki Precision Control (SPC) drive-by-wire throttle and shift controls, combined with electronic power steering and joystick control systems. It is available with DF150TG, DF175TG, DF200AP, DF250AP and DF300AP outboard models.

At higher speeds, an advanced electronic helm provides steering via a control module, with steering effort and number of turns lock-to-lock completely customisable based on user preference and driving style. At low speeds, the joystick can be engaged, providing integrated throttle, shift and steering control to manoeuvre the boat in practically any direction.

www.suzukimarine.co.nz



You can now access Vega's short-range LED marine beacons online AND have them delivered fast.



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MARINE BEACON



VLB 2
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VLB 3
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Enter the MRN5 discount code to receive 5% off your order!

Visit www.vega.co.nz/onlineshop for our LED beacons | Contact Vega directly on 04 238 0200

Aimex launches FV *Santy Maria*

FV *Santy Maria* on her launching day in Nelson.



A new, high-tech fishing vessel built in Nelson will become the flagship for fisheries company Moana New Zealand.



THE NEW FISHING vessel *Santy Maria* was built by the Nelson-based Aimex Service Group, led by Steve Sullivan and Ross Harvey.

The boat's special features include modern fuel efficiency systems and world-leading trawling gear especially designed to minimise environmental impacts.

FV *Santy Maria* also features advanced seabird protection measures,

including releasing offal when the vessel is not trawling and discharging it below the water rather than above it to mitigate dangers to seabirds.

"The most significant thing about this boat is that it is geared up for precision seafood harvesting, which is new technology developed here in New Zealand by a coalition of Moana New Zealand, Sealord, Sanford and New Zealand Plant & Food Research,"

said Mr Carrington, CEO of Maori-owned fisheries company Moana New Zealand.

The FV *Santy Maria* will call the port of Tauranga home, where it will be operated by fisherman Roger Rawlinson, of Ngati Awa descent. He named the vessel after his mother in recognition of his whanau's long history in the industry.

www.aimex.co.nz

Superyacht control panel LED dimmer

SUPERYACHT CONTROL PANEL and electrical design expert, IMED, presented a 2.0 version of its innovative dimmer at METSTRADE Marine Equipment Trade Show in Amsterdam in November. Due to demand, the dimmer unit is now available as a stand-alone product.

The new and improved IMED LED Dimmer offers additional features, including the ability to fade in and out with smoother transitions, and is stackable for larger, varying loads. The dimmers can be set to match the minimum light intensities of different equipment, while all the popular existing features like low level light and feedback contact from the previous model have remained.

IMED Director David Chalmers says the dimmer was created to better control lighting levels across control panels, decking and interiors. In addition, night navigation becomes safer with the ability to find an ideal low level of light for the



highest level of exterior visibility.

With a key focus on quality assurance, all IMED LED dimmers are individually hand-tested in New Zealand.

www.imed.co.nz

Magazine for professionals

Professional Skipper magazine is the voice of New Zealand's professional mariners.

FOR MORE THAN 20 years, *Professional Skipper* magazine has covered the latest in maritime news, views and opinion, as well as what's happening at our waterfronts and fisheries – and anything to do with the local boat and ship building industry.

From large commercial ships and coastal shipping to tugs, tow boats, barges, ferries and tourist vessels, each issue is packed with inside information affecting professional and semi-professional mariners. *Professional Skipper* features include practical, informative columns by experts in various aspects of working in the New Zealand maritime industry. Readers turn to *Professional Skipper* for up to date, accurate information on nautical matters in the South Pacific – commercial fishing, maritime transport, industry news, the impact of law changes and government policy.



Captain Keith Ingram has been at the magazine's helm for more than 30 years.



With contributions from various arms of the industry, educational bodies and government agencies related to fisheries and boating, the magazine is widely read on the waterfront, on commercial boats and ships, in shipyards and corporate boardrooms — even knocking *Playboy* off its perch, according to a recent letter to the editor. *Professional Skipper* is edited by the forthright and straight-talking maritime industry advocate and personality Keith Ingram, honoured as Journalist of the Year at the 2012 Magazine Industry awards, and Editor of the Year 2009, among other media awards honours.

As well as comprehensive and detailed workboat reviews, topical news, expert views and 'voice of the industry' opinions, *Professional Skipper* magazine contains interesting nautical features

like Coastal Characters, Our Places, Our People, and a regular look at the history of ship building in New Zealand. Included free in each issue is *Aquaculture* magazine, which gives industry news, insight into latest marine farming development and research and factors affecting New Zealand's fastest-growing export sector.

Publisher Keith Ingram says, "I've been involved in the marine industry for over 50 years. A lot has changed in that time, but my passion for the industry has never diminished."

Professional Skipper is published bi-monthly and available by subscription or from good news-agents and booksellers nationwide. Archived back issues are available online at: www.skipper.co.nz



New website for Hall Spars

Hall Spars New Zealand launches new website enabling customers and sail makers to order their innovative sail battens with ease.

IN LINE WITH the recent launch of Hall Spars New Zealand's HCB Batts, a product up to 15% lighter than competitors' battens and with a flawless finish that extends sail-life, the team has created an intuitive web portal to service queries and orders.

"As sailors ourselves, we saw a gap in the market for innovation in batten technology," says HCB Batts manager Brad Marsh. "There was demand for a lighter, higher performance product – one that would make the boat go faster while protecting your sails. In

bringing our innovative HCB Batts to the market, we also wanted to package our offering in an easily accessible way. Our new web portal delivers a facility to find detailed information and to order with ease allowing you to spend more time on the water."

The new website, www.hcbbatts.com, acts as an online portal enabling customers to find extensive yet clear information about HCB Batts and associated products, including dimensions, pricing, specifications and diagrams.

Consumers are able to order products using a unique login that retains prior orders, pricing and contact information. The website acts intuitively to only show product relevant to initial size specifications, thereby reducing errors and administrative time.

"If a custom product is required, users are able to contact our team directly with any queries," says Hall Spars NZ Operations Manager Dave Ridley. "With bases across the world, customers can expect responses on their time zone."

www.hcbbatts.com



Manson Anchors at DAME

MANSON ANCHORS WERE extremely pleased to win runner up at the 2016 DAME design awards at the METS show in Amsterdam recently.

Sales and Technical Director Ned Wood stated: "In response to a superyacht designer seeking a new underwater deployment system using the Manson Plough anchor, we set about creating it for him. We have been overwhelmed by the reaction from the market to the system and the recognition of the DAME jury in awarding us this accolade. We wish to thank everyone involved, especially Malcolm McKeon for urging us to create this new system."

www.manson-marine.co.nz

Marine marketing agency on fire

Onfire Design, New Zealand's number-one marine marketing agency, has joined forces with one of New Zealand's most awarded design specialists, Grant Alexander.

THE FOUNDER AND principal of Studio Alexander, Grant was also the driving force behind the successful rebranding of Stabicraft. So now there's even more marine expertise to add to Onfire's full service design and digital offering.

"Onfire is one of the country's emerging branding design agencies," says Grant. "It's driven by Onfire's principal and founder, Sam Allan, and has put together an impressive portfolio, including more than 10 years of specialised marine work."

Before starting Studio Alexander, Grant was co-founder of Designworks and instrumental in building it from scratch into an award winning company with three offices. A recipient of



Pictured (L-R):
Sam Allan,
Grant Alexander,
Aaron Conder.

many Best Design awards, Grant also received the lifelong DINZ Outstanding Achievement Award in 2006 and was inaugurated into the Massey University Creative Industries Hall of Fame in 2009.

"There aren't many designers in New Zealand who can match Grant's CV," says Onfire Design's Sam Allan. "Having him work alongside my team will enhance Onfire's offering to

our wonderful clients and should provide a springboard to future growth – especially in the marine industry, where our combined experience is unmatched anywhere in the country."

For all enquiries, please contact Sam Allan or Grant Alexander at Onfire Design in Birkenhead, Auckland: +64 9 480 2036 www.weareonfire.co.nz

"Onfire is one of the country's emerging branding design agencies."



Onfire Design has worked with several marine brands, including Surtees Boats.

WHAT FISH THINK OF THE NEW SURTEES 8.5

HATE IT!

UNLESS YOU'RE A FISH, THERE'S A LOT TO LIKE ABOUT THE NEW SURTEES 8.5.

From the signature not-pounding super deep V hull to the stabilising ballast technology and ultra-strong deck system, this new Game Fish is arguably one of the best handling, most stable trailer boats on the market. The new Surtees 8.5 Game Fish. For fish, it's game over!

SURTEES
BOATS

www.surteesboats.com



SuperThriller Jetsprint

Set the water on fire in the driving seat of a 100hp jet boat as you and a navigator of your choice sprint around a course set out in a purpose-built lake at the newly created Colin Dale Motorsport Park near Auckland Airport.

SUPERTHRILLER JETSPRINT

combines driving skill, mental agility and teamwork to create an exhilarating experience in a carefully controlled environment with equipment, procedures and facilities certified by Maritime NZ.

New NZ Marine member and jet boat racing innovator Mark Coggan has spent many years designing and refining a Jet Sprint experience for enthusiasts and experts alike.

At the heart of SuperThriller Jetsprint is the Coggan designed, NZ built jet boat, aptly named the Coggan Sprint. A restricted class, two-seater, 3.7m jet boat with an aluminium hull and a marinised GM 100Hp EFI engine

powering the Coggan Jet Drive. Resin race seats, fibreglass engine covers and all steering and control systems have also been designed and built in-house.

This racing package delivers incredible stability with impressive power; an agile fast craft that rewards the novice and challenges even the most experienced.

Set in park-like surroundings, the venue at Colin Dale Motorsport Park is equipped with Tag Heuer timing, signal



lights, course marker buoys, launch ramp, pontoon, pavilion, picnic and viewing areas supported with ample parking. Events can be tailored for individuals, groups, teams and clubs.

SuperThriller Jetsprint opens in February 2017.



Scania representative visits boat show

A REPRESENTATIVE FROM Scania, Sweden, visited the Auckland On Water Boat Show for the first time in September.

Scania Area Manager Rikard Mattson attended the Auckland On Water Boat Show in support of New Zealand Scania agent South Pacific Diesels. It is the first time a representative from Scania, Sweden, has attended the show.

Mattson looks after Scania sales and marketing in Australia and New

Zealand, along with some countries in Europe.

"Ross [Williamson] and his team are doing exceptionally well with Scania in New Zealand and I wanted to see what was behind their success," explained Mattson, who flew back to Sweden immediately after the show.

SoPac Diesels had the new Scania XPI V8 1150hp engine on display at the show and has one of the new engines ready for commissioning in Fiji.

www.dieselinginz.com

Fibreglass Zephyrs

Des Townson's 60-year-old Zephyr design is in full production at Salthouse Boat Builders in Greenhithe.

"THE CLASS ASSOCIATION which 'owns' the Zephyr and controls the build of the boats was no longer able to source the correct timber veneers with which to build the boats," explained the Association's and NZ Marine member Grant Beck, of Adhesive Technologies.

"Various timber options were considered, none of which gave the Association the confidence the boats would be class legal. In addition there was a dwindling number of builders available who could build the boats in timber to the quality required and within the price bracket the Association had targeted."

To all intents and purposes it was no longer possible to build the boats from timber and the best alternative was a fibreglass hull to which a timber deck and internal bulkheads etc could be bonded to.

NZ Marine member Greg Salthouse and his Zephyr assistants designed an epoxy, core mat/foam glass laminate



The first fibreglass Zephyr at Salthouse Boatbuilders, Greenhithe.

that gave much the same structural properties as the wooden triple skins of the timber boats and also had much the same weight per square metre. Greg cleverly suggested the boats should be resin infused, a modern technique of introducing the resin to the structural composites by vacuum.

This process is very accurate and means the structural and weight differences between boats is tightly controlled. It has further benefits for the owner as the boat comes with a gelcoat exterior finish and is as close to being perfectly fair as is possible.

To ensure the fibreglass boats are strictly to the Des Townson design, the mould was developed from the current timber building jig, in effect a perfect

500 Series hull from which a mould was taken.

Five of the first batch of 10 boats have been delivered, including boats being sailed by Greg Salthouse and seven times National Champion Murray Sargisson. Sargisson won the North Island Zephyr championships on Lake Taupo in November 2016, sailing his new Salthouse-built boat.

The Zephyr Owners Association are hugely grateful to the voluntary time and effort, and the high level of expertise, provided by Robert Brooke, Don Currie, Marko Scuderi, Brian Peet, Greg Salthouse and Grant Beck in the development and production of the fibreglass hull Zephyr.

www.salthouseboats.com



Yachting Developments in the news

SUPERYACHT BUILDER Yachting Developments has featured in *Super Yacht Times*. Having recently delivered the 34-metre sloop, *Cygnus Montanus*, in July, the yard team is currently hard at work on a 38.7-metre sports fisher, due for delivery in 2017. Current refit projects include the restoration of *Windhaven*, built in 1948 and considered by many as New Zealand's first luxury yacht.

"Enquiries are strong and we are busy," says Ian Cook, Managing Director at Yachting Developments. www.yachtingdevelopments.co.nz



Stabicraft for US market

Doc Warner's Alaska Adventure's fishing lodge customers enjoy the safety of a Stabicraft boat in the waters of Alaska.

Boat design and manufacturing company Stabicraft has developed a purpose-built vessel for the US fishing lodge market

STABICRAFT FIRST developed the Alaskan Special for Doc Warner's Alaska Adventure's fishing lodge which purchased 23 and now plans to replace its entire fleet.

NZTE is working with Stabicraft to grow the commercial side of its business that will complement its

successful recreational line of products.

Founded by chief executive Paul Adams in 1987, Stabicraft boats are exported globally. Clients include the Australian Federal Police, Victoria Coastguard, Northern Territory Fire and Emergency Services, and

Australian Customs and Border Protection Service.

The company makes about 600 boats every year and has around 30 dealers in New Zealand and overseas.

Adams said the US market opportunity was large, with more than 12 million registered fishing vessels in the US alone.

Stabicraft is now launching its craft into the wider North American and Canadian fishing lodge markets. With each vessel retailing for about \$30,000, he is expecting an initial increase in export revenue of around \$1.5million a year, but the full potential is yet to be determined as part of a three-year growth strategy for the market, he said.

Stabicraft sells recreational vessels through dealers but the commercial models will go directly to the customers such as Warner.

Warner first approached Stabicraft in 2007 seeking a safer solution for its customers because its previous boats had sunk.

"The positive buoyancy is important but we also found Stabicraft to be soft on the water. The boats don't seem to mind what sort of sea is being thrown at them and neither do the guests," Warner said.

www.stabicraft.com





Dibley Kraken 50

Progress is well underway with the Dibley designed Kraken 50 Bluewater Cruising Yacht.

STRUCTURAL ENGINEER, Peter Lawson, is detailing the construction drawings. Their drawings and 3D modelling expert, Simon Paul, is finalising the 3D hull model for plug and mould construction in China.

Hansheng Yachts, based in Xiamen City China, are lined up to begin the plug and moulds so that full production can begin in 2017. Kraken Yachts have sold the first 50 to a British businessman with thousands of miles of blue water sailing under his belt. Looking for comfort, sea-kindliness and safety, he found all his requirements in the K50.

Kraken Yachts recently launched their flagship 66-foot *White Dragon* in Taiwan and CEO Dick Beaumont and Managing Director Roger Goldsmith delivered the yacht to Hong Kong mid-November. Some very good drone footage of the delivery can be seen on their updated website www.krakenyachts.com.

White Dragon will be Dick Beaumont's own family yacht and he has plans to set sail into the Pacific and beyond over the next few years while the rest of the Kraken fleet grows. Following the Kraken 50 will be their mid-sized Kraken 58 which has the same design features as the K50 but with more internal volume and cabins.

www.dibleymarine.com



Blair Geldard from ATL shakes hands with Schumacher's Chris Everard.

ATL to distribute Schumacher Electric

ADVANCE TRIDENT HAS secured exclusive distribution for Schumacher Electric in NZ.

Schumacher is the leading supplier of battery chargers, jump packs and battery accessories in the USA. Established in 1947, Schumacher manufactures and supplies the consumer, marine and automotive battery markets.

ATL released the Schumacher range at the recent Auckland On the Water Boat Show with Chris Everard, General Manager, Schumacher Asia-Pacific.

"ATL has over 25 years of industry knowledge and experience and appointing ATL was a natural fit for us, and is good timing given Schumacher's desire to grow the Asia-Pacific markets," Chris Everard commented at the on the water show.

ATL will be releasing the full range of Schumacher products in the coming months, available from marine, and automotive retailers nationwide.

www.batterychargers.com
www.advancetrident.com

The Shark suspension seat

Founded in 2012, Shark recently joined NZ Marine.

SHARK HAS DEVELOPED a range of suspension seats that provide a high level of comfort and protection from wave impacts. As well as preventing injury, they reduce the amount of pain experienced by boaters with existing injuries.

Standard boat seats transfer the shock of the waves into your body, while standing transfers shock to the knees and causes fatigue. New Zealand company Shark is tackling these problems.

Wave impacts injure boat users every year. In an Australian study, 52% of Coastguard crew were injured, 60% of those hurt suffering lower back injuries. Impacts cause deterioration in joints and other structures in the body, especially in the back, where compression injuries are common.



Shark seats are straightforward to install by welding or bolting and are proving popular with recreational and commercial boat users, Coastguards,

Navies, and tour boats in New Zealand and overseas.

www.sharkseating.com

Refit Planner launches successfully

FEATURED IN The Crew Report, Superyacht Business, and Megayacht News, amongst other publications, RefitPlanner.com has been widely embraced by the industry. Several superyachts and commercial shipping clients have shown significant interest in using RefitPlanner.com in preparation for their 2017 (and beyond) refits, including a 46m luxury sailing yacht and an 87m expedition yacht.

Both MML's Managing Director, Pat Heelas, and Business Development Manager, Matt Liddell, were at the Monaco Yacht, 28 September to 01 October, personally demonstrating the benefits of RefitPlanner.com.

www.refitplanner.com



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power systems

What you call us is changing

On the 1st of July 2016 our name changed from Whiting Power Systems to Power Equipment.

www.powerequipment.co.nz

AUCKLAND 156 Beaumont Street, Westhaven, Ph: +64 9 358 2050
CANTERBURY 78 London Street, Lyttelton, Ph: +64 3 383 4399

Dutton brothers inducted into Hall of Fame

Rollo's Marine and DMW Trailers are classic Kiwi success stories, and both are now third generation family businesses.

ROLLO'S WAS FOUNDED in 1958, when Wellington builder Roland [Rollo] Dutton moved his family up to Hamilton, and following his love of boats, began building canoes and dinghies in his garage. Under the brand name Rollo's Boats, Rollo built runabouts in lengths ranging from 12' to 26', mostly powered by converted car engines.

When GRP became the material of choice for runabouts, Rollo wound down his boatbuilding operation and turned to boat retailing, changing the name to Rollo's Marine. He eventually acquired agencies for Condorcraft, Crestacraft, Fi-Glass, Plylite, Sea Nymph and Vistacraft GRP boats, along with Mercury outboards. Around 1969 he switched to selling Johnson outboards, marking the beginning of a 30-year association with OMC products.

Brothers, Greg (left) and Gary Dutton.



Sons Gary and Greg joined the business straight from school, ably sharing the responsibility and along the way starting DMW trailers to ensure they could supply their customers with boat trailers that worked.

They in turn have been joined in the business, which they eventually split down the middle, Gary taking Rollo's Marine and Greg DMW Trailers, by their own sons, continuing a family tradition.

For both Gary and Greg, a major highlight of their business careers was receiving the 2016 Boating Lifetime Achievement Award at the Hutchwilco

Boatshow. In their acceptance speech, the Dutton brothers mentioned they have simply built upon Rollo's legacy, and also acknowledged the contribution made by their loyal, long-standing staff, many of whom have been with them for decades.

Running a successful marine retail business in the provinces is never easy, and to keep the doors open for more than 60 years, then pass it onto a third generation in healthy shape is the exception, not the rule. Those in the industry who know the Duttons will agree that a Lifetime Achievement Award was well-deserved.



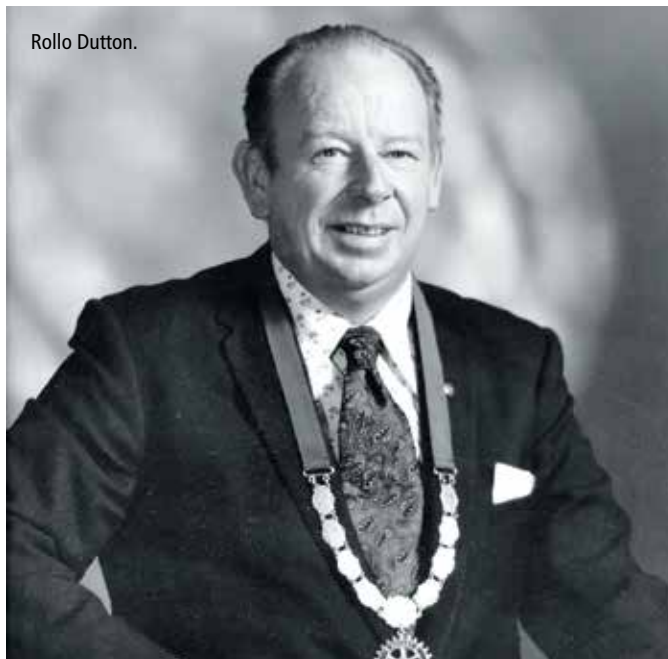




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Rollo Dutton.





Kiwi boats take centre stage at Rio Olympics

Though it might not ever be the seat of an Olympic Games, Silverdale, north of Auckland, had an important role to play in the 2016 Rio Olympics.

AT MACKAY BOATS, Owen Mackay and his team of experienced builders were hard at work in the lead up to games as they built boats for competing sailors in the 470 men, 470 women, 49er, and 49erFX Olympic events. Sailors using Mackay-built boats went on to win seven of the 12 medals in the four events the company builds for - and all four New Zealand crews within these classes used Mackay boats.

It wasn't just the homegrown sailors, however, who chose to race in Mackay vessels. A whopping 75 per cent of the 49er and 49erFX competitors were sailing in Mackay Boats' craft, while around 60 per cent of men and women racing in the 470 class in Rio chose to sail Mackay Boats for their Olympic campaigns.

It's meant a busy couple of years for the company as it created 270 boats in the lead up to the event across the four classes. That equated to shipping 10

containers of vessels to Rio for sailors to use while testing and training, as well as for the various regattas held in the lead up to the Games.

Included in those containers was the FX, a boat Mackay developed in New Zealand and submitted to become the new women's skiff class. It went on to perform strongly on the podium for some of its biggest fans amongst the competitors.



Two teams were instrumental in helping the FX gain selection: Team NZL, which helped Mackay as they developed the boat through many hours of sailing, as well as featuring it in promotional videos, and Team BRA, whose skipper helped represent the FX to ISAF during the Olympic class selection

process. The Mackay team was thrilled therefore, to see both teams on the podium picking up gold and silver.

The 2016 Rio Olympics now brings the tally of medals Mackay Boats have won since 2000 to 30, with Mackay involvement in the Olympics going right back to 1964 when it built vessels for the Flying Dutchman class, something that continued until the 1980s.

The team's approach to building is summed up by their mantra: every manufacturing and design decision is carefully analysed to ensure it meets the criteria of making the boat go faster.

Some of the signature standards of Mackay boats include stiffness and strength; weight and strength built in where they are needed for speed; boat systems that work, customised to each sailor's preferences; the best fittings; the latest technology foils, and finishing details that not only look good, they add to the boat's performance.

It's an approach which has not only seen the sailors of Mackay Boats feature on Olympic podiums over the years, but on many World Championship podiums as well.

www.mackayboats.com



This new White Pointer 1050 Custom is the first vessel Honda Marine New Zealand has fitted with triple outboards.

BUILT FOR AN Auckland owner, *Oona* is primarily a sport-fishing boat, but equipped to the highest possible specification. The owners have left very little off the extras list, confirmed by a glance at the imposing tower on the cabin roof, festooned with lights, cameras, Radar and GPS receivers, aerials, horns – even a loud speaker. Her owner's requirements were very specific: *Oona* had to be big and capable enough to take him from Half Moon

Bay to fishing grounds around Great Barrier Island and around on the eastern side of Coromandel Peninsula, quickly and in comfort. This is a boat that will cruise at 40 knots when the conditions are right and 28 knots when it's rough. White Pointer Boats is renowned for its aluminium blue water hulls and the 1050 is the biggest standard design it offers. *Oona* is strongly built using frame and stringer construction

with a solid internal keelbar. The hull and transom are 6mm marine grade aluminium with 5mm plate used for the sides and 3mm for the super-structure.

She features three Garmin 16-inch MFDs, an Eberspracher diesel heater with windscreen demister functionality, a Fusion entertainment system and C-Zone digital switching.

www.whitepointerboats.co.nz
www.hondamarine.co.nz

Hourly parking and cycle path for Beaumont St

FOLLOWING NZ MARINE'S liaison with Panuku Development and lobbying of Auckland Transport, car parking in the Wynyard Quarter has now changed from all day parking to hourly rate parking.

Neven Barbour of Orams Marine is pleased with the changes: "NZ Marine's success in getting Auckland Transport to stop city workers parking all day in Beaumont Street had an almost immediate positive effect on the marine industry companies in the area. Customers are now able to park outside Beaumont Street companies making it easier to do with business with NZ Marine members," he said.

"It was also good news that the new cycle path is being located on the footpath on the eastern side of Beaumont



Street, allowing the street to remain as the main commercial access road to the marine and fishing industries in the area. We thank NZ Marine and Panuku Development for their assistance in this issue."

DESTINATION & SUPERYACHTING NEW ZEALAND

Destination & Superyachting NZ is available in hardcover and softcover versions.



Destination & Superyachting New Zealand goes global

NZ Marine has produced a glossy publication promoting New Zealand as a destination for visiting superyachts and cruising craft.

FOLLOWING THE SUCCESS of NZ Marine promoting New Zealand as a destination through the *Destination NZ* E-book and separate *Superyachting New Zealand* book over the last couple of years, NZ Marine has now published a new, combined *Destination & Superyachting New Zealand*, a glossy publication that includes selling the

companies that advertised in the 2016-17 *Destination NZ* E-book are now included in the directory section of this new hardcover book at no additional cost. The current *Destination NZ* E-book in electronic form will continue to be available to visiting yachts via iPhone app (Destination NZ), on Destination NZ branded USB sticks and on-line through www.nzmarine.com and other websites. Of the 4000 new *Destination & Superyachting New Zealand* books printed, 2500 will have a hard cover and are being sent directly to superyacht owners, captains and management companies worldwide. The balance of 1500 soft cover books will be distributed at international boat shows, through NZTE and Tourism NZ offices worldwide, and to cruising

"...selling the 'sizzle' of venturing around New Zealand..."

'sizzle' of venturing around New Zealand and also includes the Destination NZ E-book guide/directory for yachts visiting New Zealand. The 100-plus NZ Marine member



yachts throughout the Pacific.

The first release of the publication was at the Fiji-NZ Day on 5th August, where invited superyachts and cruising yachts in the area attended our Open Day and received a copy of this fine new publication. The publication was also distributed at the Superyacht Welcome Function for visiting yachts, held at the Royal New Zealand Yacht Squadron on 2 December.

Industry Training Organisation

School to Work project a solution for employers

For any company, recruiting new staff is a time consuming and costly process. NZ Marine and Composites Industry Training Organisation (NZMAC ITO) has launched an initiative which supports companies in recruiting new staff.

NZMAC ITO INTERVIEWS students interested in a marine or composite trade. After the initial interview, when a suitable student is selected, a company which has expressed an interest in a placement can take the opportunity to formally interview the student for a position on their team.

NZ MAC ITO matches suitable students with a marine or composites employer, with whom they undertake a paid part-time work experience.



Rayglass Boats supports School to Work.

During this time, the student starts a training plan. The student will work towards NCEA Level 2 or 3 qualifications, as well as gaining industry credits for NZMAC ITO qualifications.

The employer gets the opportunity to observe the student in the work place and assesses his or her company fit, attitude, and aptitude.

The employer can invest the time to teach students according to their own company standards.

This supported transition from school to the workplace is a sound introduction to industry work for the student.

This pathway is proving beneficial for the students, schools, and the employer.

Since March 2016, 18 students have been placed in workplaces in the project and three students from the School to Work project have become full time employees of the company with which they were placed. More of the currently placed students have been offered permanent employment with the opportunity of an apprenticeship at the end of this school year.

Tracey Eaton, NZMAC ITO Schools Transition Advisor, reports that the project has been an unprecedented success. School staff and students are beginning to acknowledge an apprenticeship journey is a viable career option.

These new apprentices will become the next generation of tradespeople in the composite and marine industry.



Jordan Rumsey is learning composite boat building through Schools to Work.



If you are interested in this project contact: tracey@nzmarine.com



Steve McLay and Elizabeth Ruri.

First female apprentice aluminium boatbuilder

South Island boatbuilder McLay Boats has taken on New Zealand's first female apprentice aluminium boat builder.

APPRENTICE ELIZABETH RURI is into her third year of a National Certificate qualification in production (alloy) boat building and is doing extremely well in all aspects of boat building.

Elizabeth is a very good mig and tig welder, a valued member of McLay Boats' staff and a great example of girls can do anything and an inspiration to others. Two other ladies have started the same apprenticeship since Elizabeth started.

"I got into this career by chance," explained Elizabeth. "With three little girls and a mortgage I realised my 20-hour-a-week barista job wasn't going to cut it, so I went home one day and googled jobs in NZ that pay well. Engineering came up. I had no idea what an engineer was, but I stayed up and researched it, then went to work the next morning and gave them my notice. I told them I

was leaving to become an engineer which got a lot of stunned looks and a lot of laughter.

"That night I applied for a pre-course, went to an interview later that week and was accepted straight away. I started that course two weeks later and never looked back. I love welding, especially tig welding, and I love being pushed to use my brain every day.

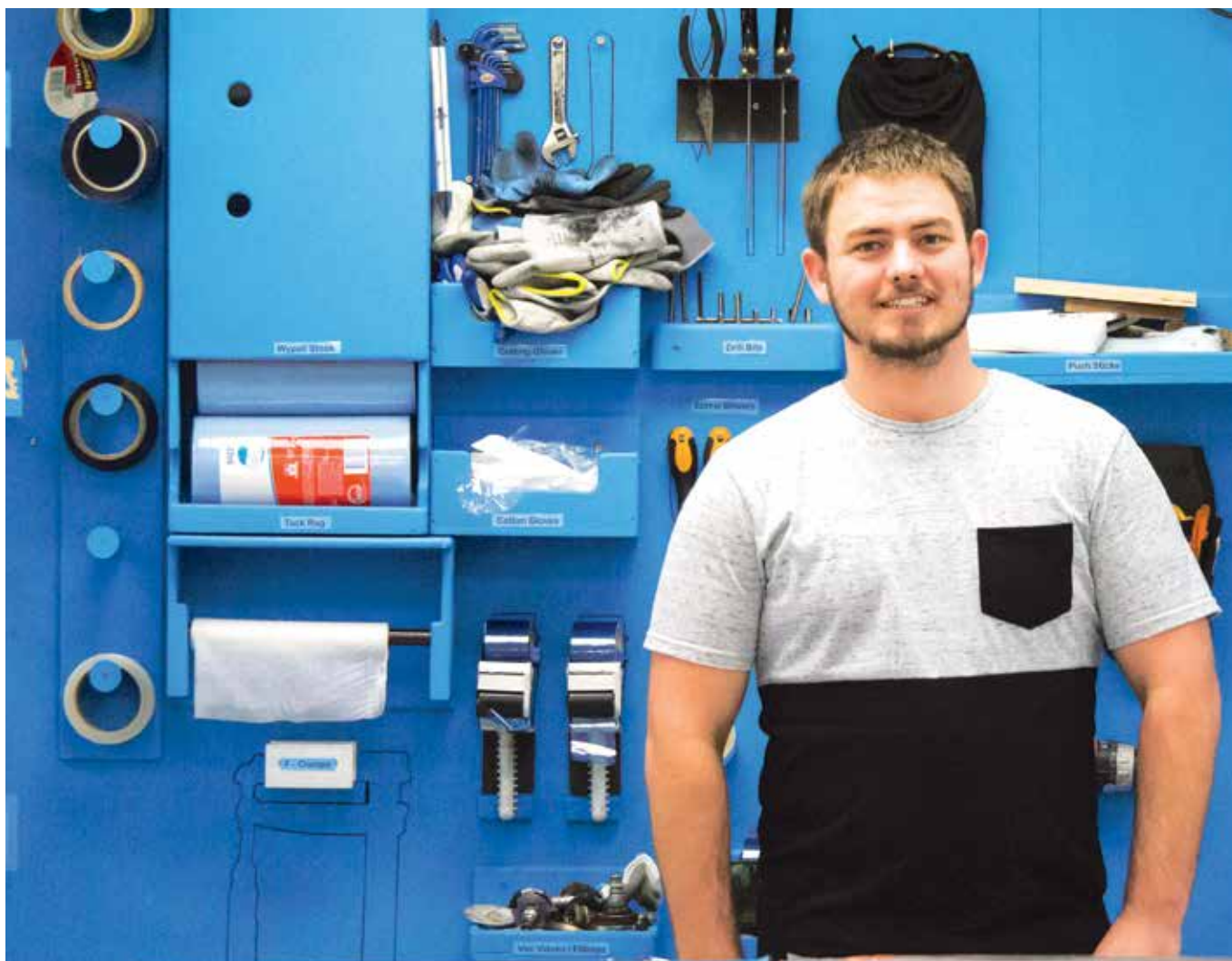
"Finding out I was the first female boat builder is one of the proudest moments in my life. My daughters don't realise how cool that is yet. They still think hairdressers are the coolest!"

"Elizabeth is a very good mig and tig welder..."



Elizabeth hard at work in McLay's Milton aluminium boat building plant.

Apprentice Spotlight: Jay-Evan from C-Quip International



Promising apprentice decided on a career in the marine industry after a work placement assignment.

JAY-EVAN PASKELL completed a work placement at Lloyd Stevenson Boatbuilders Ltd. He wanted to stay in the marine industry as he enjoyed the work. He interviewed with Advanced Aerospace Ltd, also known as C-Quip International, owned by Paul Hackett, where he gained full time employment. After five years refining his skills and knowledge as a composites technician, Jay has spent the last year as supervisor of the clean room and is the Laminating Team Leader.

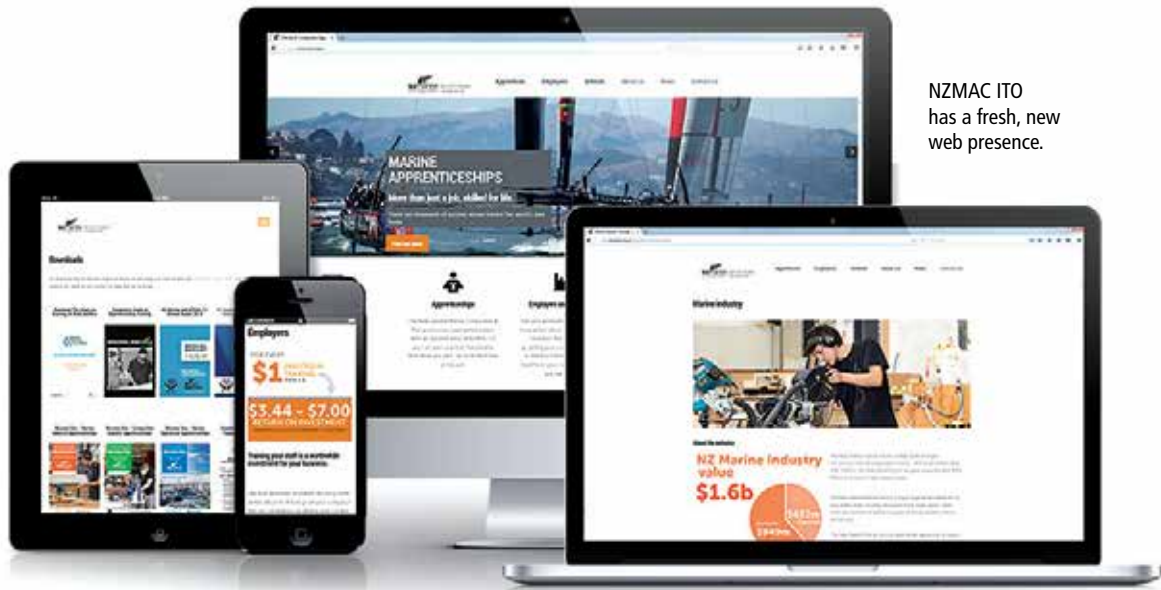
Jay has completed a Level 3 Boatbuilding Pre-Apprenticeship, a Level 3 Composites qualification, and is currently working towards completing his Level 4 Composites qualification. After that he wants to work towards leading a larger team or

working as a project manager.

Highlights of Jay-Evan's apprenticeship include winning trophies at NZMAC ITO's annual Marine Trades Challenge, and travelling to Australia to compete in a trades challenge.

"Work hard and stick with it, complete assessments and work your way up. It may not start easy but you can get to where you want to be with hard work, and gain experiences."
– Jay-Evan Paskell

*"Work hard
and stick with it."*



NZMAC ITO
has a fresh, new
web presence.

New material available on-line for apprentices and employers

NZMAC ITO has recently undergone a website redevelopment (alongside NZ Marine, the Auckland on Water Boat Show, Discover Boating, and the NZ Marine Export Group).

THIS FANTASTIC NEW website has incorporated user friendly features which means information relevant to industry training is easier to access for both apprentices, and employers. Our new home is at www.nzmacito.org.nz. You are also able to link to this new home from www.nzmarine.com.

One of the new features we are excited to present is a job listing page. If your company has a vacancy that includes an apprenticeship opportunity you can send it to us and we'll publish it on our website.

Another feature is a training directory, including all companies who are currently training with us. Potential employees and apprentices are able to search through companies categorised by area, industry, and more. It's important that you check your business's listing, as some information may not be up to date. If you want any changes made please contact alex@nzmarine.com.

You'll also notice we have new resources available for you to download on our website. These include an up to

date 2016 edition of our employers guide to industry training, a report detailing the return on investment for training boat builders, our annual reports, a range of forms and applications, and much more. These resources can be found on our downloads page (which can be found on the news page).

The key objective for our website redesign is to raise awareness of the marine and composites industries and to encourage individuals to pursue careers in these industries. We encourage you to browse the websites and provide us with feedback by completing the contact form.

www.nzmacito.org.nz

NZMAC ITO hits milestone

THE NEW ZEALAND MARINE and Composites Industry Training Organisation has hit a major milestone in apprenticeship training with 400+ apprentices currently engaged in training. Over 180 companies are training their staff. Marine and composites industries have shown steady growth since the Global Financial Crisis. With sales of trailer power boats on the increase (generating \$163.7 million in trade sales in New Zealand in 2014) businesses are increasingly desperate for skilled staff. This has fuelled an increase of companies investing in upskilling their staff

through training programmes and apprenticeships with NZMAC ITO.

Looking forward NZMAC ITO continues to find ways to improve industry training in the marine, composites, and marina industries. NZMAC ITO is:

- Investing in a new Learning Management System
- Developing new qualifications, programmes and resources
- Redeveloping our website
- Investing in a tailor made programme for secondary school students to experience the industry.

On-line

NZ Marine launches five new websites

NZ MARINE WORKED with member company Liquid Scope on the planning, development and build of these websites and due to their great knowledge of the industry the project was smooth, seamless and launched on time.

We believe members and the boating public will find these new websites to be more informative, easier to navigate and more user-friendly than our previous websites. More resources and information will be added to the websites in due course and we welcome any feedback from members.

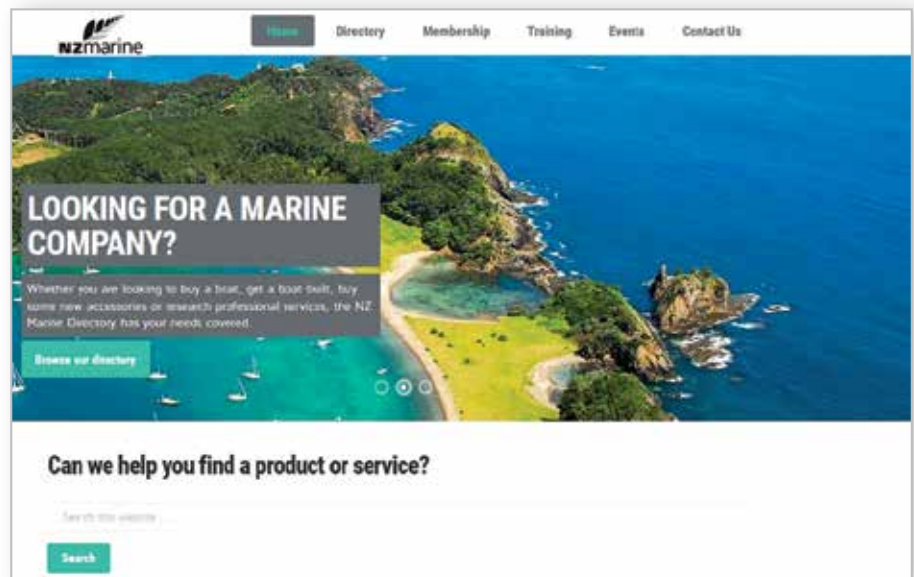
Members are welcome to submit press releases for the

News pages which can then also be shared across our social media pages. We also invite members to submit details of any situations vacant to be added to our Jobs pages. News stories and job vacancies should be sent to the relevant team member as detailed below.

Please check your own company listing and let us know of any additions or corrections. If you have any questions about your listing, or your company logo is missing from your listing, please send these to the relevant team member. Logos should be in a high res jpg or similar file format.

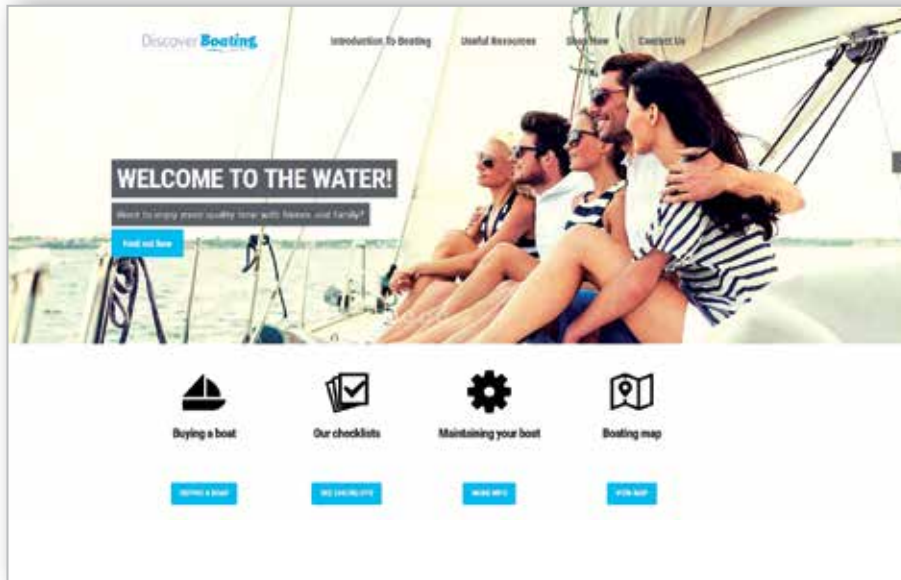
NZ Marine has recently launched a whole new series of websites:

NZ Marine
Industry Association
www.nzmarine.com



Auckland
On Water Boat Show
www.auckland-boatshow.com





Discover Boating
www.discoverboating.co.nz



NZ Marine and Composites
 Industry Training Organisation
www.nzmacito.org.nz



Commercial Vessels Group
www.nzmarinevessels.com

Need to send updated
 details for your company?

For www.nzmarine.com
 or www.nzmarinevessels.com
 contact Caroline@nzmarine.com

For www.nzmacito.org.nz
 contact Alex@nzmarine.com

For www.auckland-boatshow.com
 or www.discoverboating.co.nz
 contact Tracye@nzmarine.com

Future leaders

Young manager drives solutions

Dave Ridley, operations manager for Hall Spars & Rigging NZ, has long been championing the production of high quality, New Zealand-made spars and rigging from the company's Silverdale base.



Dave Ridley and his son Kieran.

RECOGNISED BY OWNERS, skippers and crew, as well as design engineers and the production line team at Hall, Ridley is known industry-wide for his ability to get the best out of everyone thanks to his vast technical knowledge base and an uncanny ability to connect with people.

Ridley's knack for translating a brief, keenly understood, into complex specifications, all the while retaining a level of communication appropriate to each stakeholder, means the job gets done on time, and on budget.

Working his way up from the workshop floor at Hall Spars NZ to management level, Ridley's value, from the perspective of Hall Spars' managing director Garry Hassall, is in "his ability to create efficiency."

Ridley's technical understanding, blended with the ability to identify new opportunities and drive solutions, has seen him advance product design and intellectual property in-house.

Initially servicing only 17 to 50-metre boats, the company's New Zealand-built Oceanfurl booms were identified by Ridley as an opportunity



Dave Ridley and the Hall Spars & Rigging team with the boom of M5.

to grow market share.

He has been key in developing a range of the furling booms to fit boats in the 12 to 17-metre range.

Highlights this year for Ridley include the refit management of superyacht *M5*'s boom, the development of masts and booms for three Pac 52s (high level Grand Prix race yachts), a re-modelled rig for Ludde Ingvall's supermaxi CQS, and the development of the rigs and foils for the upcoming Superfoiler Grand Prix.

A keen proponent of the sport of

sailing, Ridley has a long history of racing all over the world at Grand Prix level and in Laser and Etchells categories. He currently campaigns a 10-metre catamaran, foiled, but more often than not, you'll find him on the weekends out on the water with clients – rigging and racing.

True testimony to his capabilities, Ridley has balanced a successful career and a young family. Ridley counts his two children, Kieran and Lara, amongst his many achievements.

www.hallspars.com

Obituary

NZ Marine acknowledges the sad passing of several key NZ Marine members this year:

Frank Simpson of Fi-Glass Boats and former South Island Regional Chairman

Nick Saull of Brin Wilson Boat Builders

Steve Harris of Auckland Engineering Supplies

NZ Marine acknowledges these members, along with renowned boat designer and boat builder **Max Carter**, for their great service and contribution to the NZ marine industry.

Superyacht welcome

NZ Marine host superyacht welcome

The 2016 annual Superyacht Welcome Function was held Friday 2 December at the Royal NZ Yacht Squadron, Westhaven, Auckland.

IT WAS A well attended event with 160 captains and crew from 21 superyachts, together with key marine industry sponsor representatives.

Ian Cook, Vice Commodore of the Squadron, together with Peter Busfield of NZ Marine welcomed the guests. The social evening was an opportunity for industry suppliers to show solidarity in welcoming the visiting yacht owners, captains and crew to New Zealand.



L-R Stuart Robinson, Robinson Interiors, Keith Drake, Babcock NZ, Peter Busfield, NZ Marine, with Mark, captain of SY *Atlantic*.

L-R Tim of MY *Vibrant Curiosity*, Amanda of MarineLogix, Jose of MY *Vibrant Curiosity*.



L-R Chris Gibbs, Prospeed, Rita of SY *Tawera*, Chris Dickson of SY *Tawera*, Nona Pedersen, Prospeed.



Over 160 yacht captains and crew and industry sponsors enjoyed the gathering.

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