



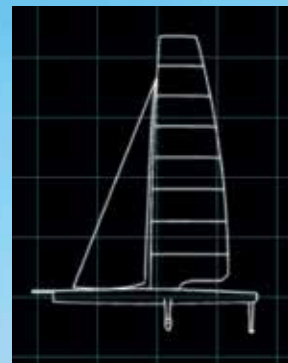
NZmarine
INDUSTRY ASSOCIATION

News

Summer 2017/18

What's inside

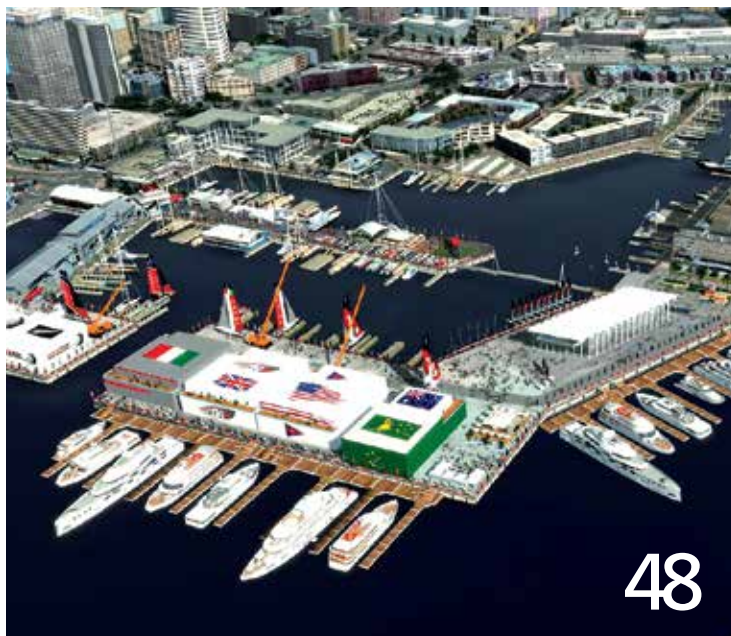
- America's Cup benefits NZ
- Apprenticeships vs degrees
- Good design is good business
- NZ Marine 2025 Strategic Plan



ETNZ unveil AC 75
concept for 2021

A winning formula

Contents



- 03 President's Report
- 04 Executive Director's Report
- 05 Peter Busfield celebrates 20 years
- 06 NZ Marine Strategic Plan
- 10 NZ Millennium Cup
- 13 Volvo Ocean Race Auckland Stopover
- 14 Export Group News
- 16 Fiji-New Zealand Day
- 17 NZ Marine Superyacht Welcome
- 18 Auckland On Water Boat Show
- 20 Marine Stalwarts function, 2017
- 22 Commercial Vessels Group new directory
- 24 Industry Training News
- 29 Member News
- 38 New Members
- 39 NZ Marina Operators Association News
- 40 Future Leaders: Tristram and Kingsley Fink
- 42 The benefits of NZ Marine membership
- 44 AC 75 yacht revealed
- 46 America's Cup to benefit all of New Zealand
- 48 The 36th America's Cup venue envisaged
- 50 Good design is good business

NZ Marine Industry Association INSURANCE PARTNER



North Island: Mark Mckinnon 09 820 9710 mark.mckinnon@icfrith.co.nz
South Island: Roger Hansen 03 366 0243 roger.hansen@icfrith.co.nz



NZ Marine Industry Association

85 Westhaven Drive, Westhaven, Auckland

PO Box 90488, Victoria Street West, Auckland

Phone: 09 360 0056 **Freephone:** 0800 600 242

Email: info@nzmarine.com **Web:** www.nzmarine.com

Editors: Caroline Gibson, NZ Marine

John Eichelsheim, Marine Media Ltd

Design: Debra Tunnicliffe, Marine Media Ltd

President's Report



Myles Fothergill
President
NZ Marine Industry
Association

The 36th America's Cup – opportunities for all New Zealanders!

IF SAN FRANCISCO 2013 was 'the comeback of the century' for Oracle Team USA, then Bermuda 2017 must be 'the annihilation of the century' for Emirates Team New Zealand – a team that has surely redefined the word 'comeback'. A team, a great team, led by a great Kiwi and a great leader – Grant Dalton.

Whilst public recognition of Grant Dalton's leadership qualities has only become apparent recently, he certainly did not become a great leader because of the victory. It took a great leader with foresight to get there.

Grant's leadership of ETNZ over the last decade, through thick and thin, high and (incredible) low, the team at times barely solvent, has produced truly amazing results. This against a foe with unlimited resources and funding. Grant made it happen.

Grant and the board surrounded themselves with great people, empowered them and took the sport to the next level. That level is now the 36th Americas Cup [AC36] in 2021.

The immediate challenge, however, is keeping the Cup in NZ, in Auckland for 2021, but more on that later...

I first want to talk about our team, Team NZ Marine, a team that epitomises everything the industry represents – training, events, lobbying, support, legislation, compliance, collaboration, export, sailing and much, much more.

I am extremely proud to be a part of the NZ marine industry. I'm proud to be part of a team that makes a difference. That team, NZ Marine, has its own great leader – our very own Executive Director, Peter Busfield, with whom we celebrated two decades of service a couple of weeks ago.

I've known Peter for all of that time, and obviously over the past few years working with him as his President/Chairman, I've come to know him very well. I describe Peter as a great leader. Apart from his tireless efforts in every aspect of his work, what I admire most about Peter is the relationships he has established with every aspect of the industry, from central government to local councils, small businesses to the very largest players, national, international, offshore and onshore. We are an incredibly well respected industry substantially supported by those relationships.

On behalf of the NZ Marine Industry I'd like to sincerely thank and congratulate Peter for 20 years of outstanding service representing the association. I also extend my personal thanks to Peter for his support during my (almost) three-year tenure as president and chairman. Thank you, also, to Peter's wife Rachael for the sacrifices you have made in supporting Peter's time away from

family over the years – it is deeply appreciated.

NZ Marine is, of course, supported by a great number of other people – by great people, empowered people, doing great things. I to thank all of you (there are far too many to name here) on behalf of the industry.

To the Board of Management, the Executive, the Sector Groups, Regional Groups, NZ Marine Export Group, ITO Board, Boat Show Policy team, Chris van der Hor and the ITO team, Stacey Cook and the events team, the whole NZ Marine team, all the contractors, sub-contractors, consultants and others, many of whom selflessly give up their time to make this industry truly world class – thank you very much.

Right! Back to America's Cup 36 in 2021 – in Auckland New Zealand.

I attended a thank you function held by Emirates Team NZ on Tuesday evening at the Royal NZ Yacht Squadron where Grant Dalton firmly cemented that AC36 will be held in Auckland. He went on to talk of the relationship with Auckland Council and how they are working together and conveyed his confidence in making the cup an outstanding success. The nods of approval from two senior council leaders in the audience gave me the feeling that they are almost there.

Last week, Ministry of Business, Innovation and Employment announced AC36 will create 8300 jobs and bring in up to \$1.0 billion to our economy. This will be one of the biggest events our country has ever seen. This is our opportunity to showcase not only our industry, but our country, as a world class venue and destination. Indeed, we will have many of the world's leaders right here in 2021 for APEC Summit.

Auckland Council recently agreed on a recommended plan that has ETNZ and the marine industry support.

We hope the united relationship between central and local Government and ETNZ continues momentum to achieve promising plans for AC36 that we can all be proud of. As an industry and as individuals any support that you can provide in this direction will be beneficial not only for our industry but beneficial for all of New Zealand.

I wish you all the very best for a safe and happy festive season.

Myles Fothergill
President

Executive Director's Report



Peter Busfield
Executive Director
NZ Marine Industry
Association

Managing Change

THE NEW ZEALAND MARINE INDUSTRY, just like Emirates Team New Zealand over the years, has proven to be aspirational, determined, persistent, relentless, skilful, able to work as a team and to adapt quickly to market changes. This has allowed the industry to stay on top of its game, just like ETNZ, and provide great outcomes in 2017.

Each owner, manager and employee of the over 1000 marine industry companies in NZ should be proud of our industry's heritage, starting in 1870s with NZ's first ever manufactured export, a NZ-built yacht. Now we export \$800m worth of boats and marine equipment to over 100 countries worldwide. We haven't stopped there: we are now implementing plans to double our exports to \$1.6 billion by 2025. This is a testament to the entrepreneurial thinking of our industry, supported by an on-going supply of highly skilled tradespeople, most of whom are trained through our own NZ Marine and Composites Industry Training Organisation.

A major part of NZ Marine's role in supporting member companies is to inform and convince central and local governments of the value our marine industry companies provide regions and communities nationwide. This includes apprenticeships for young people and careers for life for the tens of thousands of people involved directly or indirectly in our marine industry, New Zealand's largest non-primary product manufacturing industry.

As you read through this 2017-18 summer issue of NZ Marine News you will get a sense of the close collaboration of our industry where competitors often work together as exemplified by our industry developed ITO training programmes, joint international promotions, domestic boat shows and audited boatbuilding quality assurance programmes.

None of the above would be possible if it were not for the past and present members volunteering their time in leadership positions on the many committees and boards that form the basis of NZ Marine.

We now have a job of conveying the value the marine industry has to New Zealand to our new Government and regional/local governments throughout the country – many already get it, but some don't. NZ Marine is currently very actively working to ensure Auckland hosts the 36th America's Cup and maximises the opportunities for New Zealand from hosting it.

To our members, families and customers (if you are reading this, our industry magazine), do have an enjoyable Christmas break and we all look forward to a prosperous new year!

Peter Busfield
Executive Director

2017 Graduates of the NZ Marine and Composites Industry Training Organisation apprenticeship programme celebrate their achievements with their employers, families and industry representatives at the Royal New Zealand Yacht Squadron, 7 December 2017.



Peter Busfield – 20 years

Peter Busfield, pictured with Myles Fothergill, was honoured at a function to mark 20 years as Executive Director of the NZ Marine Industry Association.



20 years at the helm

New Zealand's marine industry has much to celebrate, having more than trebled annual turnover to \$1.7 billion over the last two decades.

AS EXECUTIVE DIRECTOR of the NZ Marine Industry Association for the last 20 years, Peter Busfield, with his unflagging drive and passion played, – and has played an important part in the marine industry's success.

During his time at the helm, the NZ Marine Industry Association has grown in tandem with the marine industry, offering more and better support to its members and implementing many important initiatives, including the now well established Auckland On Water Boat Show.

Peter has overseen the evolution of NZ Marine, and the development of the NZ Marine Export Group, NZ Marine Industry Association and NZ Marine and Composites Industry Training Organisation (NZMAC ITO) now all under the branding of NZ Marine.

Each sector of the organisation undertakes important work on behalf of

the association's members, but Peter is particularly proud of the association's industry training work, which has boosted the number of marine industry trainees more than six-fold since he became executive director.

“These are the foundations of a robust industry – and I’m confident that it’s going to get even better.”

Peter says the marine industry can afford to pat itself on the back.

“We’ve come through some incredibly tough times – the 2008 GFC in particular – but it says much for the industry’s depth and resilience that we are where we are today. It’s particularly interesting when you drill

down into the data.”

In 1997, for example, New Zealand had 260,000 boats. The country now has more than 700,000. Where the industry boasted 250 marine members, it now has 460. Where exports totalled \$100 million, they’re now at \$800 million. Only 70 apprentices were in training in 1997: there are now 450. Where the Auckland On Water Boat Show attracted 42 exhibitors in 1999, this year there were 198.

“It’s an excellent story,” says Peter, “but for me there are a number of less obvious but perhaps even more important advances. We have much better succession plans in place, for example. The people running our companies today are 30 and 40-year-olds.

“There is also very close collaboration between the industry’s various sector groups and strategic planning seven years out. These are the foundations of a robust industry – and I’m confident that it’s going to get even better.”

NZ Marine industry strategic plan

Building towards 2025 and the America's Cup

In setting its strategic plan, the industry has visualised how and what the economy and the New Zealand marine industry is likely to look like in 2025.

THE HOSTING OF the 36th America's Cup in 2021 and also hopefully in 2025 will provide huge growth opportunities for the marine and related composite industries.

By 2025, the global economy is expected to be steady, having experienced modest level of growth (2-3% per annum) in the previous ten years. New Zealand is expected to have done slightly better than the international average with a projected growth of approximately 2-4% per annum to 2025. As e-commerce plays a greater role, it will minimise the disadvantages of New Zealand being geographically distant from its main export markets. Politically, New Zealand will have remained stable.

New Zealand's population will be 5 million, of which one-third will live in Auckland. The New Zealand dollar is likely to remain in the US\$0.65 to US\$0.75 range.

All sectors of the NZ marine industry including design, build of boats, manufacture of components, sales, storage and servicing of recreational boats and commercial vessels will be well resourced with good capability and sustainable national and international sales.

Key geographical marine precincts will be well recognised nationally and internationally for refit, repairs and maintenance of both recreational (white boat) and commercial boats (grey/black boats).

The NZ Marine Industry Association will have over 500 members reflecting a broad and changing spectrum of industry sector groups.



Boosted by hosting of the 36th America's Cup, the high number of baby boomer retirees and new immigrants, recreational boating will be popular in New Zealand in 2025, providing a sustained-market for the NZ marine industry.

Opportunities will exist by new relationships formed with special interest or minority groups not previously informed about our industry.

The public will perceive NZ Marine as the industry's representative body and also a responsible promoter of boating as a safe and enjoyable pastime. This will be evidenced in part through strong boat show attendance and safe enjoyable on water activity. They will see NZ Marine as an effective lobby group on regulatory and other issues supporting the boating public and the marine industry.

Total industry sales (local and export)

2017			
SECTOR	LOCAL SALES	EXPORT SALES	Est. 2017 Total (\$m)
*Boat Building	\$284m	\$280m	\$564m
Commercial Vessels	\$182m	\$138m	\$320m
Refits and Maintenance	\$226m	\$174m	\$400m
Equipment and Other	\$285m	\$195m	\$480m
Total Marine Sector	\$977m	\$787m	\$1.764b

2025		
LOCAL SALES	EXPORT SALES	GOAL 2025 Total (\$m)
\$398m	\$560m	\$958m
\$254m	\$276m	\$530m
\$316m	\$435m	\$751m
\$399m	\$390m	\$789m
\$1.367b	\$1.661b	\$3.028b

Local sales increase 2017 to 2025 = 40% Export sales increase 2017 to 2025 = 111%

*BREAK DOWN ON THE BOAT BUILDING SECTOR

2017			
BOAT BUILDING SECTOR	LOCAL SALES	EXPORT SALES	Est. 2017 Total (\$m)
Trailer Power Boats	\$114m	\$66m	\$180m
Yachts and Launches	\$140m	\$40m	\$180m
Superyachts	\$5m	\$100m	\$105m
Racing Yachts	\$7m	\$27m	\$34m
Rigid Hull Inflatable boats	\$15m	\$40m	\$55m
Kayaks, Dinghies and PWC's	\$3m	\$7m	\$10m
Total	\$284m	\$280m	\$564m

Commercial Vessels	\$182m	\$138m	\$320m
--------------------	--------	--------	--------

2025		
LOCAL SALES	EXPORT SALES	GOAL 2025 Total (\$m)
\$143m	\$132m	\$275m
\$179m	\$80m	\$259m
\$20m	\$200m	\$220m
\$30m	\$54m	\$84m
\$21m	\$80m	\$101m
\$5m	\$14m	\$19m
\$398m	\$560m	\$958m

\$254m	\$276m	\$530m
--------	--------	--------

To maximise the growth potential of the NZ Marine Industry and achieve the goals set for

Summary of NZ Marine Industry Association Goals:

GOAL ONE

Membership Services

NZ Marine Industry will have increased range of services highly valued by members, increase in membership and in membership participation.

This will be achieved by:

- Effective Industry specific communication through Fastmail, NZ Marine News, Website, Directories and Calendar of Events.
- Clear demonstration of value for money using cost effective services such as generic documentation for members to use and Codes of Good Practice.
- Up-to-date national and international statistics and trends available for Member Company's use in their own planning.
- Sector Groups represented by active committees for each major Sector of the Industry.
- Achieving targeted initiatives set by various NZ Marine Sector Groups.

GOAL TWO

Collaboration and Cooperation for Economies of Scale

NZ Marine Industry will have strong and influential Sector Groups representing major Sectors of the Industry.

This will be achieved by:

- Planning and executing joint promotions, both in New Zealand and through the NZ Marine Export Group off-shore.
- Growing the Industry's willingness to share information and determination to work in Sector Groups to enhance NZ marine industry overall.
- NZ Marine Sector Groups will be well resourced to represent and promote the interests of the NZ marine industry and its member companies.

GOAL THREE

Marketing and Promotion

(As further described in the NZ Marine Export Group, NZ Marine Refit and NZ Marine Commercial Vessel Group Strategic Plans).

The NZ marine industry will be recognised nationally and internationally as world class suppliers of boats, equipment and services.

This will be achieved by NZ Marine Industry Association and its major sectors strategic and business plans including:

- Effective promotion of the NZ Marine Industry through websites, exhibiting at local boat shows, members directory, PR and other means.
- Promoting Sector Groups services and products within New Zealand and internationally.
- Promotion of member companies with joint NZ Marine members at international boat shows.
- Facilitating inwards and outwards trade missions of international journalists & international marine companies
- Actively promoting boating and related activity through Discover Boating and other initiatives to general public and targeted groups as an enjoyable and healthy lifestyle.
- Profiling the Industry through hosting major national and international events such as Yacht Vision and New Zealand Millennium Cup.
- Profiling the Industry through hosting major New Zealand boat shows such as Auckland On Water Boat Show.
- Member companies are responsive to the needs of their customers and market requirements. Because of this they hold a strong focus on research and development which has led to the production of innovative boats, products and services and more effective means of production and distribution.
- Including maximising potential benefits from NZ hosting the 36th Americas Cup.

GOAL FOUR

Promoting New Zealand as a Destination

(As further described in the NZ Marine Export Group and NZ Marine Refit Group Strategic Plans)

New Zealand will be recognised as a great cruising and boat repair/refit and new build destination internationally.

This will be achieved by:

- Promoting New Zealand as a beautiful cruising destination.
- Promoting New Zealand's expanding infrastructure and facilities within NZ and overseas.
- Promoting the capability of refit, repairs & maintenance of recreational and commercial boats in NZ.



2025, NZ Marine and its sector groups have specific strategies, goals and business plans.

GOAL FIVE

Representation and Lobbying

NZ Marine will continue to be the respected and recognised authority and will have a strong representative voice on behalf of the marine industry to central and local government.

This will be achieved by:

- Maintaining a close relationship with New Zealand Government, e.g. NZTE, TEC, Tourism NZ and regional development agencies.
- Maintaining a strong representative voice on behalf of members, their customers and the public with respect to lobbying government, regulatory and other organisations.
- Encourage growth of NZ Marine Industry through supporting boating as a safe and enjoyable sporting recreational activity and for commercial business development.
- Boating as an activity is supported by practical regulations and improved access to our water ways.

GOAL SIX

Industry Capability

NZ Marine Industry will have strong and influential Sector Groups representing major sectors of the Industry.

The NZ marine industry will support marine precincts in preferred locations nationwide and will gain the support of central and local government for rules and regulations that will permit the activity of boat building, boat maintenance, boat refit, boat storage and related trades at these precincts.

NZMAC ITO will be delivering excellence in training for the NZ Marine Industry.

NZMAC ITO Mission Statement:

"Providing leadership in the development of training excellence, resulting in ongoing supply of trained and qualified personnel to marine and composites industry"

This will be achieved by:

- Continuing developing new qualifications, state of the art training material, and ongoing management of training support, off-job training and development of E-Learning.
- Continue to upskill existing and new people to the workforce through initiatives such as Lean Marine Thinking, NZ Marine Industry Conferences, Boating After 5 networking functions, NZMAC ITO apprentice training programmes, and upskilling seminars.
- Continue to support the development of key marine precincts, which in turn, supports the refit market, boat sales, visiting cruising market and commissioning of new builds.

GOAL SEVEN

Marine Company Performance

Sustained growth of NZ Marine Industry member companies.

This will be achieved by:

- NZ Marine Industry assisting companies in human relations, productivity, quality standards, profitability and overall satisfaction.

GOAL EIGHT

Respected Industry Culture

The NZ marine industry will be highly respected for its ethical and professional business practices.

This will be achieved by:

- Successful achievement of the seven initiatives above and the comradery and friendships formed between NZ Marine members businesses.

GOAL NINE

Funding and Administration

NZ Marine Industry will be well resourced to enable it to deliver on its responsibilities.

This will be achieved by:

- NZ Marine having appropriate people resources through employees and contractors.
- NZ Marine has sustainable funding streams from surplus from boat shows and event ownership, administrative contracts, offshore licencing of our apprenticeship programmes, special publications and projects and through members' annual subscriptions and Sector Group membership fees.

GOAL TEN

Leadership

The best practice exemplified in business governance and operations

Achievement of these goals will be assisted by the leadership, collaboration and the strategies and goals of the following sector groups:

- New Zealand Marine and Composites Industry Training Organisation
- NZ Marine Export Group
- NZ Marina Operators Association of New Zealand
- NZ Marine: BoatBuilders and Refit Group
- CPC Manufacturers Group
- Boat Builders and Refit Group
- New Technologies and Equipment Group
- Commercial Vessels Group
- Royal Institution of Naval Architects
- South Pacific Superyachting Accord

NZ Millennium Cup



Interest surges in NZ Millennium Cup

A former America's Cup principal race officer heads up the Race Committee of the NZ Millennium Cup, as previous competitors encourage yachts heading south for the Pacific season to get involved in the world's most southerly superyacht regatta.

WITH LESS THAN TWO MONTHS to go until the 2018 superyacht regatta season begins, organisers of the NZ Millennium Cup are reporting increasing level of entries.

The entry of Oyster 825, *Enso* coincided with news Bucket Rating/ International Superyacht Rule creator Jim Teeters will travel to New Zealand to handicap the race onsite.

"We're seeing an increase in superyachts and industry figures wanting to travel to this part of the world," says organiser Stacey Cook. "New Zealand's America's Cup win has seen a resurgence of

*Ammonite is a first time entry for the January 2018 NZ Millennium Cup.
Photo: Jeff Brown.*





Harold Bennett will act as the Cup's officer of the day.
Photo: Jeff Brown.

"... Racing in the Bay of Islands, surrounded by a dolphin pod playing at the bow, is always a treat."

interest in cruising New Zealand, while the wider South Pacific is expected to experience a bumper 2018 season."

The regatta is raced in the Bay of Islands, one of the world's great natural playgrounds, and its reputation amongst owners has spread via word of mouth.

"We have raced the NZ Millennium Cup multiple times with *Silvertip* since its first edition in 2000, and won it twice. Racing in the Bay of Islands, surrounded by a dolphin pod playing at the bow, is always a treat. The organisation is flawless, the scenery second to none and the racing quite competitive. Any superyacht cruising in the Pacific should make a point of doing the NZ Millennium Cup," says the owner of *S/Y Silvertip*.

With the release of the Notice of Race, it has been announced that former America's Cup principal race officer, Harold Bennett will act as the Cup's officer of the day, bringing his extensive experience to bear to ensure competitive, exciting racing.

Fellow New Zealand sailing legend Peter Montgomery will be onsite, while Tom Schnackenberg and Olympians Matt Belcher and Will Ryan will make up some of the crew onboard the six entrants who have registered to date.

"Sailing is in New Zealanders' DNA," continues Cook. "The NZ Millennium Cup regatta is unique in that race crews are often made up from a mix of America's Cup and round-the-world sailors, which makes for skilled racing – they also enjoy showing off their home waters to superyacht owners. For the owners who come to this adventurous pocket of the world, the result is an incredible regatta that couldn't be recreated anywhere else."

2018's edition will be raced in New Zealand's subtropical playground of the Bay of Islands from 23-26 January, alongside New Zealand's largest keelboat regatta – the Bay of Islands Sailing Week which will see 100 or more yachts racing in the picturesque Bay of Islands.

With the next America's Cup series likely to be raced in Auckland, NZ Millennium Cup organisers are expecting to see a quick uptick in entries over the next four years as increasing numbers of yachts discover the delights of Pacific cruising.



THE MILLENNIUM CUP IS PROUDLY SPONSORED BY:

PLATINUM SPONSOR



GOLD SPONSORS



SILVER SPONSORS



MEDIA



FRIENDS Q-West • Robinson Interiors • Lancer • Holton Marine • Power Equipment • Oceanmax PropSpeed • Attest • Oceania Marine • JP Ribs

Bay of Islands Sailing Week



Ray Haslar

NZ Marine thanks Ray Haslar

FIFTEEN YEARS AFTER the first regatta in 2003, the Bay of Islands Sailing Week's popularity among sailors is unrivalled and it is now New Zealand's largest keel boat regatta with 100 yachts competing. Ray Haslar, who has stepped down from the organising committee after 15 years, has been instrumental in this regatta's ongoing success. NZ Marine extends its thanks to Ray Haslar for the commitment, drive and skills he brought to New Zealand's premier keel boat regatta. The 2018 Bay of Islands Sailing Week will be held 23 to 26 January.

Source: Yachting New Zealand



Penske Power Systems



Penske Power Systems is the New Zealand, Pacific and Australian distributor of MTU engines and generators. With power options from 350 to 13,410hp and a comprehensive parts and service capability, we have solutions for all leisure and commercial requirements including:

- MTU factory trained technicians
- New engine sales
- Remanufactured engines
- Engine rebuilds
- Genuine parts
- Hybrid solutions
- Repower options
- Engine installation and removal
- Scheduled maintenance planning

Supplying: pleasure craft, patrol craft, work boats, ferries, barges, trawlers & tugs



Keiran Russell
022 391 6710 krussell@penskeps.com
09 250 7800 | penskeps.co.nz



After 5

Boating After 5 at Waikawa Boating Club

LEFT TO RIGHT: Malcolm Jamieson of Seafarer Marine Engineering, Robert Neal of Seatech Marine, Steve McKeown and Anouk Euzeby of Port Marlborough and Peter Busfield, NZ Marine.



On November 1 NZ Marine co-hosted a Boating After 5 with Port Marlborough NZ at the Waikawa Boating Club.

ATTENDEES FROM MEMBER companies based at Waikawa Marine precinct joined with members visiting from around New Zealand to enjoy networking and refreshments. They received an update from Anouk Euzeby of Port Marlborough NZ and an address from Peter Busfield of NZ Marine detailing the latest marine industry developments.

RIGHT: L to R: Dave Cockell of Lees Group, Rebecca Hayter, Tim Porter of *Boating NZ*, Myles Fothergill of Q-West Boat Builders.



FAR RIGHT: Wayne Patten of Volpower, Dave Hopkins of Hamilton Jet, John Cowan of Naiad, Ross Williamson of South Pacific Diesel Systems.



Volvo Ocean Race



Volvo Ocean Race on its way

A non-stop programme of entertainment is planned for the Auckland stopover of the 2017-18 Volvo Ocean Race, from 24 February to 18 March.

DURING THE STOP OVER, the Race Village will be open twelve hours a day with organisers expecting more than the 325,000 visitors came down to the Viaduct for the last edition of the race.

Visitors can sample a variety of entertainment, bars and eateries, Volvo Ocean Race Activations, Try Sailing and Boatyards, as well as getting close and personal with the race fleet of Volvo 65s and their crews.

The Auckland Stopover Race Village will open its doors on 24 February 2018, as crowds eagerly await the arrival of the fleet at the end of Leg Four of the 2017-18 Volvo Ocean Race.

www.volvoceanrace.com

Export Group News

The NZ Marine Export Group is the group representing marine companies specialising in exporting. It has 59 members. We are proud to be able to provide support to our large contingent of marine equipment manufacturers, rigid hull manufacturers and superyacht companies at international events and at our own NZ Millennium Cup regatta.



ABOVE AND BELOW:
New Zealand marine businesses
were well represented at METS.

Marine Equipment Trade Show, 14-16 November 2017

NZ Marine Export Group were proud to support 19 companies who attended the largest marine trade show in Europe – the METS show, 14-16 November, in Amsterdam.

NZ MARINE EXPORT Group member companies at METS:

Connex Wire, Coppins Para Sea Anchors, C-Tech, Pacific Aerials, Ultralon, Fastmount, Tru Design, Oceanmax, Oceanz88, Fusion, ENL (WASSP), Marinaquip, Dixon Manufacturing, Stainless Downunder, Coppins Sea Anchor, C-Quip, Southern Spars, Doyle Sails and Events Clothing.

Feedback from the companies was very positive, with many noting increased interest and sales of New Zealand designed/ manufactured products.





"... a great show to be at if you are in the superyacht industry."

Monaco Yacht Show

NZ Marine Export Group was proud to support the companies who attended The Monaco Yacht Show.

MONACO 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.

NZ Marine Export Group member companies who attended the September 2017 Monaco Yacht Show: North Sails, Harken, Southern Spars, Doyle Sails, Magnus Marine, Events Clothing, Orams Marine, Robinson Interiors, Babcock NZ, Integrated Marine Group.



Johnson Yachts
INTERNATIONAL
PROJECT MANAGEMENT & CONSULTANCY SERVICES

www.johnsonyachts.co.nz
johnsonyachts@extra.co.nz

Graham Johnson: 027 277 3056 • Workshop: 09 536 6710

Unit 5a Pine Harbour Marina
Jack Lachlan Drive, Beachlands, Auckland 2147

EPIC
YACHTS
NEW ZEALAND LIMITED
LUXURY CUSTOM BOAT BUILDERS & REPAIRERS

Unit 5, Pine Harbour Marina,
Jack Lachlan Drive, Beachlands, Auckland 2018
E: info@epicyachts.co.nz
T: 09 536 6710 F: 536 6723

PREFERRED BOAT BUILDER FOR JOHNSON YACHTS INTERNATIONAL

Gurit

LEADING THE FLEET
WITH COMPOSITE MATERIALS



Over the past thirty-five years, Gurit has proven itself as a leading supplier of composite materials and solutions to the marine sector, from high-end race yachts to production launches and superyachts, sport fishing and patrol boats to home-build kits.

Gurit ensures the success of any project through its extensive experience across a variety of markets, combined with unrivalled engineering support and design services, the industry's best kit designs and production, and customer-focused local sales support.

Gurit (Asia Pacific) Ltd.

T +64 9 415 6262

E info-nz@gurit.com

www.gurit.com

Image: © Cheoy Lee Shipyards Ltd.

Fiji-NZ Day – July 2017

Pacific partnership brings benefits

During July NZ Marine hosted the second annual Fiji-NZ Marine Trade day at the Port Denarau Marina and Yacht Club.



FIFTEEN NEW ZEALAND exhibitors engaged with Fijian visitors, industry representatives, plus superyacht crew and owners of international cruising yachts. Presentations and displays highlighted the diverse range of NZ marine products services, refit and maintenance capabilities. The event also profiled New Zealand destinations and marina facilities.

Talking with media, New Zealand Marine Industry Association Executive Director, Peter Busfield said NZ marine companies enjoyed coming to Port Denarau Marina for the event as this was a major staging port for visiting international pleasure craft. "It's an opportunity for Fiji businesses involved in the marine industry and businesses from New Zealand to engage, to share knowledge and to

make new contacts. We were delighted that the marina was so full with around 15 superyachts and about 70 cruising yachts," Peter Busfield said.

Passage planning seminars presented by John Martin from the Island Cruising Association were well attended by yacht owners and crew.

Port Denarau Marina General Manager, Cynthia Rasch said the event was a great opportunity for industry partners, marine businesses, yachts and agents to network and discuss one-on-one the latest marine products and services with leading marine operators under one roof. "Following New Zealand's America's Cup success, we expect an increase in yacht arrivals through the South Pacific. The turnout has been fantastic

and it has given an opportunity for all present here to build relationships, expand networks and for NZ Marine and Fiji to work together as a cohesive unit to promote the South Pacific as a yachting destination," said Ms. Rasch.

Whangarei Marine Promotions Group representative, Brian Caulton, said it's crucial to have a good relationship with Fiji to direct some of the numerous cruising vessels Fiji receives each year on toward New Zealand. He stated about 700 yachts visited Fiji last year, and 500 reached New Zealand.

Captain Wishart of the 44m super-yacht *S/Y Encore* commented "it's great to see so many New Zealand companies together in the same location; everyone I need to see is here."



ABOVE: Superyacht crew at the opening. RIGHT: Cruising seminars were well attended.

Superyacht Welcome

New Zealand Marine host superyacht welcome



The 2017 annual Superyacht Welcome Function was held at the Royal NZ Yacht Squadron, Westhaven, Auckland on Saturday November 25th.

THE SOCIAL EVENING was well attended with 120 captains and crew from 21 superyachts, together with 100 key marine industry sponsor representatives. Also present were owners and crews from the Oyster World Rally currently on stopover in Auckland.

Ian Cook, Vice Commodore of the RNZYS, together with Peter Busfield Executive Director NZ Marine, welcomed the guests. Ian also invited guests to view the America's Cup which was on display in the Squadron. Peter thanked the crews for selecting New Zealand as a refit and cruising destination and the sponsors for making the evening such a success.

He added it was a social opportunity for industry suppliers to show solidarity in welcoming the visiting yacht owners, captains and crew to New Zealand.

"Ian also invited guests to view the America's Cup which was on display in the Squadron. "



CLOCKWISE FROM TOP RIGHT: A beautiful Auckland evening for the event; Alison Walker, IMG, Andrew Wills, North Sails, Gordon and Liz French, Oceania Interiors.

Keith Drake of Babcock NZ, Charles Winstone and Amaury Scaird of Lancer & John Matla Silo Marina.

Craig Park of Orams Marine, Eric of SY Tawera, Peter Busfield of NZ Marine & Charles of SY Tawera.

CLOCKWISE FROM TOP LEFT: Ian Cook addresses guests. Dan Fogarty of ENL, Logan and Jessica of Smuggler Marine. Nathan Tuke SY Sea Eagle, Angie Bradley, Charles Winstone, Lancer, Josh of Altex Coatings.

NZ Marine & supporting sponsors welcome Superyachts to New Zealand

37 South
Altex Coatings
ATTEST Ltd
Auckland Engineering Supplies
Babcock New Zealand
Bay of Islands Marina
Boat Cover Company
DM Marine Electronics
Doyle Sails

EAL Electric
Electronic Navigation
Events Clothing
Glengarry Wines
GoFuel
Harken NZ
Holton Marine
IMED
Integrated Marine Group

Lancer Industries
Lighthouse Marine Equipment
Liquid Automation
Marinelogix
North Sails
Oceania Marine
Orams Marine Services
Power Equipment
Oceanmax / Propspeed

Reid Yacht Services
Rig Pro
Robinson Interiors
Select NZ Tours
Sevenstar Yacht Transport
Silo & Viaduct Marina
Smuggler Marine
Vessel Works Tauranga
Yachting Developments

2017 Auckland On Water Boat Show



Exhibitors report increased sales

The Auckland On Water Boat Show was held 28 September to 1 October and exhibitors reported strong sales and a buoyant industry.

A DRAWCARD OF this year's show was the presence of the America's Cup and the Volvo Ocean Race trophy, with the upcoming events set to add an extra shot of impetus to the New Zealand Marine Industry.

"The feedback we got from exhibitors was that customers were positive and ready to buy, and that the America's Cup win had strengthened interest in sailing and getting out on the water," said Stacey Cook, boat show manager.

Repeat exhibitors reported increased sales figures when comparing their year-on-year sales.

"We received a record number of deposits for brand new Tristram packages at this year's boat show, for delivery in 2018. The weather was brilliant for the majority of the show, and boat show visitors enjoyed viewing the filming boats and chatting to the team from Big Angry Fish TV on the Tristram stand," said Kingsley Fink, Tristram Marine general manager.

Feedback from exhibitors at the 2017 show was overwhelmingly positive.



"I had to run around looking for a fire extinguisher, as sales and the positivity of customers were on fire!"

Whangaparaoa's Gulfland Marine was enthusiastic about the willingness of consumers in the New Zealand marine market to purchase goods.

"I had to run around looking for a fire extinguisher, as sales and the positivity of customers were on fire!" said general manager Craig Lewis.

Boats exhibited included a number of firsts.

Luxury brand Monte Carlo was seen in New Zealand for the first time, presented by 36 Degrees Brokers, who pinpoint the 16-metre range as the perfect large luxury cruiser that will fit into readily available New Zealand berths.

The 19th edition of the show included a number of seminars, a range of inboard and outboard engines, solar technology, electronics, navigation, safety devices, fishing equipment, kayaks and other water-sports equipment, alongside a huge array of motor and sailing vessels on the water.



Auckland On Water Boat Show 2018

Bookings for 2018 will be released on December 8 to priority one exhibitors (2017 exhibitors who are NZ Marine members) with booking forms and deposits due by February 2, 2018 to confirm your space.

Thank you and we look forward to hosting our 20th show in 2018!



2017 Marine Stalwarts function



Marine industry thanks icons

During the 2017 Auckland On Water Boat Show, NZ Marine hosted the fourth annual Marine Stalwarts event at the Viaduct Events Centre.

THIS HIGHLY SUCCESSFUL event was attended by over 60 marine industry icons, who were thanked for their part in shaping and developing the New Zealand marine industry, helping to make it what it is today. Past and present Executive members, along with partners, also attended.

This year's event was also attended by Sean Regan of Emirates Team New Zealand who gave attendees a fascinating insight into the challenges faced by the team and what it meant to them to win the 35th America's Cup in Bermuda. Along with NZ Marine friend and show ambassador Peter Montgomery, Sean Regan and Peter Busfield discussed the implications of the 36th America's Cup protocol which had been announced that very morning at the Royal New Zealand Yacht Squadron.



TOP: L-R Peter Busfield, Myles Fothergill, Sean Regan and Chris van der Hor with the Auld Mug.
ABOVE: NZ Marine Executive Director Peter Busfield and President Myles Fothergill address guests.



Sean Regan gave attendees a fascinating insight into the challenges faced by the team.



TOP: Sean Regan and Peter Montgomery.
RIGHT: L to R: Bob Salthouse and Sean Regan.
FAR RIGHT: L to R: Terry Gillespie, Penny Whiting, Aussie Malcolm.



ABOVE: L to R: Dave and Marilyn Hopkins, Vivienne and Keith Ingram.
LEFT: Trevor and Alison Geldard with Sean Regan.

Commercial Vessels Group

New Commercial Vessels Directory



New directory released at special industry and government briefing.

THE 2017-18 NZ MARINE Commercial Vessels Directory was officially released at a special NZ Marine Commercial Vessels Group and New Zealand Government briefing on Thursday August 10, 2017 at the Royal New Zealand Yacht Squadron, Auckland.

Attendees heard presentations from Bill Dobbie, Ministry of Foreign Affairs and Trade, Karen English, Ministry of Business, Innovation and Employment, Maurice O'Brien, NZ Customs and Peter Busfield, NZ Marine Executive Director presented the Commercial Vessels Group's strategic plan, including leverage opportunities from New Zealand defending the 36th America's Cup.

“Strategic plan includes leverage opportunities from New Zealand defending the 36th America's Cup.”

MFAT representative Bill Dobbie addresses attendees at the briefing on 10 August.



Selection of New Zealand design and build projects


[jlt](#) [cgreen](#) [cunha](#) [mact](#)

Selection of New Zealand design and build projects


[jlt](#) [cgreen](#) [cunha](#) [mact](#)

Selection of New Zealand design and build projects


[jlt](#) [cgreen](#) [cunha](#) [mact](#)

Capability statement



Members of the New Zealand Commercial Vessels Group provide products and services to a wide range of commercial vessel operators, including:

- Ferries – passenger & vehicular
- Search & rescue craft
- Work boats & tugs
- PIRGs & tenders
- Fishing vessels
- Harbour support craft
- Cruise ships
- Police, customs & patrol vessels
- Naval specialist surface craft
- Offshore support vessels
- Survey, seismic & research craft
- Eco-tourism vessels


[jlt](#) [cgreen](#) [cunha](#) [mact](#)

Government Procurement Agreement provides business opportunities

In line with the policy of holding committee meetings in the regions, the recent Commercial Vessel Group meeting was held in Picton on November 1, 2017. This was well attended by North and South Island committee members.



THE MEETING OPENED with a presentation from the CEO of Port Marlborough Ian McNabb covering the extensive port operations and future developments in the area.

A key agenda item discussed was the World Trade Organisation's (WTO) agreement on Government Procurement (GPA), which involves 43 partner countries. A key element of this agreement is non-discrimination, which means that parties must treat suppliers from other countries which are party to the agreement no less favourably than domestic suppliers.

In cooperation with Government Agencies the Commercial Vessel Group committee is working to maximise business opportunities for NZ Marine member companies to sell commercial vessels to these countries governments.

Industry Training Organisation



Chris van der Hor
GM Industry Training

"I am very appreciative of the good support we receive from our 200+ companies that are investing and training for the sector.."

Industry Training update

IT HAS BEEN another busy year for the NZMAC ITO team with the continued rise in training numbers as industry takes on more trainees/apprentices to meet demand for their products and services. Today we have over 440 trainees/apprentices (and growing) learning their craft.

In 2018 we will be introducing more of the new qualifications and training programmes after consultation with each industry sector to ensure these are relevant and meet industry needs for the next five years. On top of this, the NZ Marine and Composites ITO board has invested heavily into the development of the new learning packages which will feature on our new e-learning platform iQualify. This will provide trainees/apprentices a richer learning environment that encompasses all the advantages of a modern digital platform. These will start rolling out mid-2018.

This year we have had two satisfactory audits by NZQA where we were rated Confident in ITO performance and Self-Assessment and by TEC where no issues to record. We will however

continue to improve and strengthen our Quality Assurance processes to ensure we maintain our high status.

The Industry Training sector of 11 ITOs also supports moves from the Labour-led coalition Government to improve the affordability and accessibility of tertiary education, and welcomes the inclusion of apprenticeships and other work-based training in the proposed 'first year fees free' policy.

The ITOs through its Industry Training Federation (ITF) is providing input in how this can be applied to those entering apprenticeships in the workplace. Details of the policy are yet to be finalised.

I am very appreciative of the good support we receive from our 200+ companies that are investing and training for the sector, the NZ Marine and Composites ITO Board and the excellent teamwork provided by the NZMAC ITO staff.

Chris van der Hor
GM Industry Training

New Field Officer for NZ Marine and Composites ITO



NZ Marine and Composites ITO is delighted to welcome Robert Howatson as a new NZMACITO Field Officer, to cater for increasing numbers of trainees.

BORN IN SCOTLAND, Robert came to New Zealand in 2000 and has varied and extensive experience working in the New Zealand marine industry, particularly in the area of composites.

His career in the marine industry here has included stints at various composite companies, including Salthouse Marine, Cookson Boats and more recently at Southern Spars. He has been involved in three America's Cup campaign builds, including the 2017 campaign's winning AC50 for Emirates Team New Zealand, and was also team leader on two 90-metre mast builds.

Robert's extensive industry knowledge and experience will be a huge asset to the NZ Marine and Composites ITO.



NZMACITO graduate signs first new build in Italy

Nathan Kerry has forged a successful career for himself in Europe following his NZMACITO apprenticeship at Gulf Harbour's Brin Wilson Boats.

HAVING JUST SIGNED his first new build in Italy, we asked him for his reflections on the value of completing an apprenticeship, why New Zealand-qualified boat builders are considered so highly, and the key factors that helped him complete his apprenticeship.

NZMACITO: Tell us about when and where you completed your apprenticeship?

NK: I started at Brin Wilson Boats in 2007 and worked there for two years before going on to be an apprentice with them.

The support from the NZMACITO was great, with night school and visits from the assessors every six weeks or so. Field officer Mike Birdsall really helped me towards the end. I was struggling with dyslexia and he got support for me with my book work, as I could have finished sooner but the paperwork aspect was holding me back. He gave me really good advice that I still heed today: never stop learning.

NZMACITO: If you could tell people considering a boat building apprenticeship one thing, what would it be?

NK: Don't expect it to be easy – it will be long and hard but it will all be worth it! In my career now, I have people calling me up at 2am and sending a driver to collect me and take me to the airport to fly to exotic locations to work on amazing projects – and I get paid well for it too.

NZMACITO: What are some of the most exciting projects you've worked on?

NK: It's been almost five years since I finished, and I have worked on the two biggest superyachts in the world with leadership roles on both projects. I worked on S/Y A's rigs through Magma Structures and built the dino rigs for S/Y Black Pearl, which has just been launched by Oceanco in Holland.

Then I went on to work on the Red Bull Flying Without Wings offshore foiling cat project and worked for BAR building the first wings for its T4 America's Cup Boat. I now have my own company and have just signed my first boat to build in Italy.

NZMACITO: What were some of your favourite aspects of your apprenticeship?

NK: The most important things I learnt for my career were an all-round understanding of boats and laminating, installing systems and fittings, pricing and terminology.

The team at Brin Wilson Boats in Gulf Harbour, Auckland, never gave up on me and I will never forget the teachings of Bruce Dickie, Larn, Jonny, Bryan and, last but not least, the late Nick Saull. They all taught me and helped me understand why things were important – now it all makes sense and I'm very grateful. I can't thank them enough.

NZMAC ITO Careers Presentation

THE NZ MAC ITO TEAM hosted a careers presentation at the Westhaven office on Tuesday 21 November. The event showcased the industry to 25 careers teachers from across Auckland. It was an excellent opportunity for Peter Busfield to provide an overview of the Marine and Composites Industry while Chris van der Hor, Gail Porter, Joe Daw and Tracey Eaton discussed the exciting developments in Industry Training and the School to Work Programme.





A bit about us

We're the New Zealand Marine and Composites Industry Training Organisation, but you can call us NZMAC ITO.

AS OUR NAME suggests, we're the industry training organisation responsible for the marine, composites, and marina industries. That means that we set industry standards, write qualifications, assess, mentor apprentices and employers; and provide leadership on skills and training related matters.



Why train in the marine, composite, and marina industries?

New Zealand is highly regarded worldwide as a nation with boat builders producing high quality boats including sailing and motor super yachts, trailer boats, launches, and suppliers of marine related products and services.

NEW ZEALAND'S MARINE and composite industries played a major role in the 2017 America's Cup, constructing both Emirates Team New Zealand's and Oracle's boats. New Zealand also manufactured support boats for various teams. With New Zealand hosting the next America's Cup, and market reports indicating steady growth in these industries. Now is a great time to enter into an apprenticeship in a unique, cutting edge industry.

WHY TRAIN WITH US?

- Earn money while you learn - no hefty student loans
- Gain practical skills that you can use on the job from day one
- NZMAC ITO qualifications are nationally recognised
- The skills you will learn are in demand, valued, and transferable to other industries.
- Our Field Officers provide individual support with visits every 8 - 12 weeks, wherever you work in New Zealand

For further information contact: www.nzmacito.org.nz 0800 600 242



Online learning

Log on to a future career.

THE NZMAC ITO has an online Learning Management System (LMS) called RudderLive. Apprentices can log on anytime, download their programme material, and study at times convenient to them. This gives them control and responsibility for their learning.

RudderLive gives apprentices a platform to help them to 'steer their training to success'. Field Officers can use the system to manage the individual learning plans and to provide mentoring and other support services. RudderLive has a range of features designed to appeal to apprentices.

You can access RudderLive at rudderlive.nzmarine.com



Apprentices better off than university graduates

Get paid, get qualified and launch a highly-skilled career – without a student loan.

GOT A TRADE? GOT IT MADE!

If you're smart, consider an apprenticeship. It will set you up for financial success

There is an outdated belief that a university education is better than an apprenticeship, and that a degree will make a person financially better off through life. It is true, but the Government's decision to make the first year of tertiary learning free looks particularly attractive. But it is not that simple, and 'free year' could end up sending school-leavers down the wrong career path.

New Zealand has an overqualified army of office workers, but is desperately seeking workers to build and fix our homes, manage our farms, care for our most vulnerable and cook high quality meals and provide a great visitor experience for visiting tourists.

Instead of studying for a degree they may not use, apprentices become valued members of the workforce immediately and are financially better off than graduates for most of their lives. Berl, an independent provider of economic research, assessed the accumulated wealth and lifetime earnings of people who choose these different career paths. Their research disproves the commonly held belief about the financial superiority of a university education.

Instead of focusing on average income which previous studies have done, this research models the financial position of a graduate, versus an apprentice, versus a person who gains no qualifications after they leave school. Because an apprentice starts earning a full wage earlier, starts saving earlier, buys a house and pays off the mortgage earlier they are better off for most of their career. A graduate does not catch up until they are in their fifties. And by the time everyone is ready to retire,

there's nothing much in it between those who choose an apprenticeship and graduates. Graduates are only very slightly ahead.

Smart people take up apprenticeships, and for most of their working lives they will be better off. Workplaces make the best classrooms. Companies invest in apprentices and apprentices contribute to society from day one and are paid from day one. University students will not start contributing for three years, at least.

The Berl research was commissioned by the Industry Training Federation (ITF), to test the assumptions that:

- graduates earn considerably more over a lifetime than the average trades person
- studying for a degree is always the best option for school leavers.

Berl modeled the expected financial position an 'average' high school student could expect to achieve over their working life, given the choice between these three broad career paths:

- Securing an apprenticeship and using it as a platform to launch a career (using Department of Statistics data on people who obtained a level 3 or 4 NZQF certificate or diploma as a proxy for apprentices)
- Obtaining a university qualification and seeking employment in their desired field after completion (Department of Statistics data on people with Bachelor degrees)
- getting a job straight out of school without any further education or training.

gotatrade.co.nz

NEW RESEARCH BY Berl (Business and Economic Research Ltd) is questioning the widely held belief that a university education leads to a more successful career for a school-leaver than an apprenticeship – Apprentices are financially better off than university graduates throughout most of their careers.

“Apprentices contribute to the economy earlier, earn earlier, buy a house earlier and contribute to KiwiSaver earlier, and pay off their mortgage earlier” says Industry Training Federation Chief Executive Josh Williams who commissioned the research.

“An apprentice has a head start which results in them being ahead of their university counterparts throughout most of their working lives. In the middle of their careers they have paid off most of their mortgage and have no other debts. At the end of their working lives there is little to no difference between a university graduate and an apprentice.

“Workplaces make the best classrooms because you get paid, get qualified, and can launch a highly skilled, in demand, career without racking up a student loan.”

Media release from the Industry Training Federation: The Industry Training Federation is a voluntary membership organisation representing all of New Zealand's 39 Industry Training Organisations.

Ngai Tahu Tourism's jet boat mechanic apprentice chosen

Ngai Tahu Tourism's marine mechanic trainee has been selected.

WARENA JACOBS, FROM Nelson, has started his marine mechanic career at Shotover Jet in Queenstown.

The apprenticeship involves on-the-job training, guidance and support, while working towards a qualification from the NZ Marine and Composites Industry Training Organisation.

Eighteen-year-old Warena says he has always been interested in all things mechanical and tinkering with motors, so when he saw the apprenticeship he



Rikki Swete, left, senior mechanic, and Warena Jacobs of Ngai Tahu Tourism.

thought it would be a good opportunity to turn his hobby into a career.

As part of the application process, Warena visited Shotover Jet, got to meet the team and check out the workshop.

“It was awesome being around the twin engine motors of the jet boats,” he says. “I’m amped about the apprenticeship.”

Ngai Tahu Tourism Chief Executive Quinton Hall says the training programme was one way to encourage

more people to consider the tourism industry as a career option, particularly in the field of marine mechanics.

“It has been a challenge to recruit experienced jet boat mechanics, so it’s important for us to find ways to build this talent,” Mr Hall says.

Opening the opportunity to Ngai Tahu people was another way that Ngai Tahu Tourism could support the aspirations and development of the iwi, he says.

Member news



Since a change in ownership in October 2016, Blackdog Cat has taken a new direction and pursued a number of opportunities to expand its business.

THE WHANGAREI COMPANY started building four-metre aluminium power catamarans in 2009 and has since developed a full range of boats in a variety of configurations ranging in size from 4.1 to 6.3 metres.

Blackdog Cat has been developing their dealer network, with Rodney Marine in Warkworth, and Fleet Marine in Taupo becoming dealers in the past year. Two dealers in Australia (in Perth and Victoria) have also joined the network.

"Due to our increased presence and greater interest in Blackdog Cat boats,

we have been in a position to move into a bigger workshop. This move has also been necessary to create a better workflow for building our 6.3m boats, which we released at this year's Auckland On Water Boat Show," says Luke Ogle, the company's Operations Manager and one of the directors.

Blackdog Cat's new site in Kamo has twice the floor area of their previous workshop. Its dimensions allow a much more efficient use of space, which will enable the company to treble production over the coming months.

The new 6.3m hull has been a

popular addition to the Blackdog range; in the last year Blackdog has fielded a stream of enquiries from customers in New Zealand and Australia seeking a bigger Blackdog Cat.

Last winter was the perfect time to develop a new boat, especially since Sea Cleaners commissioned a 6-plus-metre workboat for their programme.

"The combination of space and free flow access to the bow made the 6.3 Walkthrough a great match for Sea Cleaners. Captain Hayden Smith, has been working closely with us during the build and sea-trialled his boat in November. This boat is truly customised to suit, with custom kayak racks, bin retainers, and lashing points galore," says Luke.

Since the 6.3 Walkthrough public release, it has generated a lot of interest in the whole Blackdog Cat range. The 6.3 is a head-turner and Blackdog Cat and its dealers enjoyed a great response at the recent Auckland On Water Boat Show.

www.blackdogcat.co.nz



Matakana composites boutique

Boutique composite company Solid Composites, owned by Aaron Hunter and Andrew Rhodes, was founded in 2014.

THE PAIR HAS built a modern, global business constructing high-performance composites out of an old, wooden farm shed surrounded by rolling hills and pastures in Matakana, a small town 45 minutes north of Auckland's CBD.

The location is as unique as some of the projects they have worked on over the past three-and-a-half years. These include the constructing lightweight components for both TP52 and America's Cup teams, artistic balustrades for the Waikowhai Coastal



The team at Solid Composites.

Walkway and removable bowsprit for the superyacht Farfalla.

They have also undertaken major refits of Cruise Whitsundays 85-foot catamaran and built luxury carbon fibre kayaks.

Their latest job is working on the superyacht Silvertip, which is undergoing a major refit including new teak decking and major bow modifications, as well as a removable bowsprit for racing.

Effective collaboration has been a key component to ensuring the success

of the project, with Solid Composites working closely with Captain Blair Macleod and Peter Lawson of Hauraki Design Consultancy in a three-way design and construction process.

Currently the group is working through the major bow modifications and installing the new carbon fibre structure that will withstand the high loads generated by the new bowsprit configuration.

www.solidcomposites.com

ATL makes a move

Auckland marine equipment supplier Advance Trident has moved to new premises.

OPERATIONS DIRECTOR BLAIR GELDARD says the move – from Kingsland to 173 Marua Road in Mt Wellington lays the foundation for a new phase of growth and development.

"We wanted to be able to offer clients a better overall experience – from a bigger, better showroom layout, more parking, through to more space to accommodate boats being fitted with equipment," says Geldard.

ATL services automotive and RV markets as well as marine and Mt Wellington is a lot closer to these other markets and the motorway.



Brett, left and Blair Geldard outside ATL's new premises. Photo: Grant Dixon

The core business remains marine, says Geldard.

"I like to think of our showroom as a 'gateway' to a vessel's bridge: navigation gear, electrical supply and management, bow and stern thrusters, stabilisers, boat trim systems and satellite communication – it's All Aboard Technology."

Geldard, who with his brother Brett has been involved in the company for more than 20 years, singles out his eight-man team's experience and knowledge as fundamental to the company's success.

The company's global brands include Simrad and Lowrance instruments and multi-function displays, Sidepower bow/stern thrusters and stabilisers, Intellion satellite TV systems, Cobra VHF radios, Lectratab and Zipwake trim tabs – and Multiflex steering systems.

Power products are represented by Xantrex inverters, Schumacher battery chargers and jump packs, as well as Enerdrive and Magnum inverters and battery chargers.

Advance Trident Ltd, 173 Marua Road, Mt Wellington, 09 845-5347.
www.atl.co.nz



Brian Firman with the first shipment of Buccaneers on the forecourt.

Firman's Marine a Buccaneer dealer

Buccaneer Boats has expanded its dealer network to include Firman's Marine in the Hawkes Bay.

BUCCANEER IS ONE of the most reputable manufacturers in New Zealand with a reputation earned over many decades for build quality, innovation and attention to detail," explains Brian Firman, owner of the Napier-based dealership.

Firman is particularly interested in Buccaneer's wide range of trailer boats, which at 17 models is unmatched by any other GRP boat manufacturer in New Zealand.

Buccaneer's models range from the 470 runabout to the big 735 hardtop and include bow riders and walk-around options.

"Buccaneer has models to suit saltwater and freshwater boaties, or both," says Firman. "As a dealer of both Mercury and Yamaha outboards, prospective Buccaneer buyers are spoiled for choice."

He predicts the Buccaneer range will be popular with customers who mix their boating activities, enjoying lake and sea fishing, skiing and general family fun.

Firman's Marine, established in 1971, is a founding member of the Boating & Outdoor Group, and the owners and manufacturers of the popular Profile Boats range.

www.firmansmarine.co.nz

"Buccaneer has models to suit saltwater and freshwater boaties, or both."

Te Ana
LYTTELTON MARINA

Knight Frank

UNIQUE WATERFRONT PRECINCT

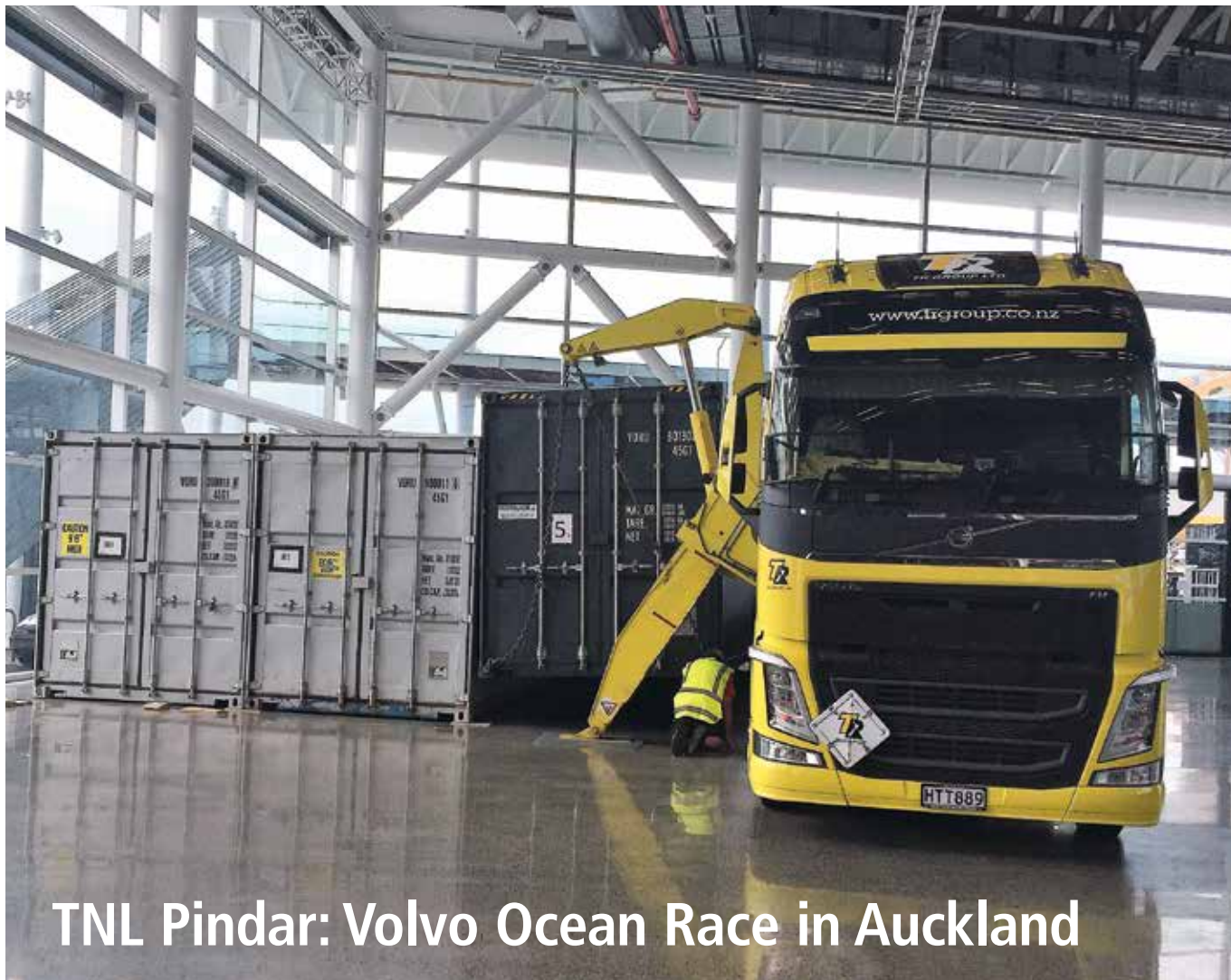
Hospitality and retail opportunities now available in this exciting new quayside development – Te Ana Marina in Lyttelton. This redeveloped dockside building's rustic character features will create a distinctive and appealing offering in this unique shoreline setting. Tenancy options from 80 (approx.) to 400 sqm with plentiful onsite car parking.

On completion in April 2018, Te Ana Marina will be Canterbury's only walk on marina and home to 170 boat owners, close to the eclectic township of Lyttelton.

www.KnightFrank.co.nz/teana

Craig Edwards 027 434 4245 **Andrew Patterson** 021 598 001





TNL Pindar: Volvo Ocean Race in Auckland

At the end of February 2018, the Volvo Ocean Race village will open to the public in anticipation of the arrival of the seven-boat fleet in this prestigious round the world race.

WHAT MOST OF the people walking through the gates will not realise is the huge amount of work that has gone into getting the race to Auckland and putting the stop-over together.

With a total of 120 40-foot shipping containers coming from Lisbon, Cape Town, Melbourne and Hong Kong, plus tonnes of airfreight from Hong Kong, it takes a lot of planning and co-ordination to bring together.

TNL Pindar, acting as agents for GAC Pindar, the official logistics provider for the race, have been planning the logistics since the beginning of 2017.

Richard Thorpe, TNL Pindar's Australasian Manager, said, "To be part of the GAC Pindar team invited

back for a second race is an honour and we know what is expected of us. We need to deliver all the containers, plus co-ordinate local logistics and material handling equipment in a short space of time to strict deadlines. It is a challenge, but one – along with the GAC Pindar travelling team – we know we can achieve."

Richard is travelling to Cape Town to assist New Zealand's Ministry of Primary Industries in the pre-clearance process and will also be in Melbourne, keeping an eye on the pit stop there.

Building the race village in Auckland will take 10 days and packing up needs to be achieved in five.

www.tnlpindar.com



ABOVE: Richard Thorpe.



Lady Stirling in Milford Sound

Named after the Stirling Waterfall in Milford Sound, *Lady Stirling* is a 17-metre passenger ferry built by Auckland shipyard McMullen & Wing to a design by Roger Hill Yacht Design for Southern Discoveries Limited.

LADY STIRLING IS purpose-designed and built to transport tourists to and from the Discovery Centre, an underwater observatory located approximately 2.5 kilometres from the Milford Sound ferry dock. Fitted with a hydraulic crane on the stern, *Lady Stirling* will load and unload all the supplies needed to operate the observatory, as

well as transporting sullage back for dockside disposal. When not serving the Discovery Centre, *Lady Stirling* will run longer tour services on Milford Sound.

The vessel uses a proven displacement power catamaran form, fabricated in marine-grade aluminium and powered by a pair of Yanmar diesel

engines. She is a consciously simple vessel, engineered for reliability and longevity in one of New Zealand's most remote operating environments. She has a total passenger capacity of 80 people, including 50 seated inside, with a top speed of 24 knots and an optimal cruising speed of 18 knots.

www.mcmullenandwing.com










The Go To Provider For Specialised Boat Shipping & Logistics Worldwide

Richard Thorpe - TNL Pindar Ltd
DDI: +64 9 256 2117 • Mobile: +64 21 289 7744
Email: richard@tnlpindar.co.nz
www.tnlpindar.co.nz



1. EU Recreational Craft Directive (RCD)
2013/53/EU-Recreational craft (boats)
between 2.5m and 24m in length
2. Marine Equipment Directive (MED)
2014/90/EU-Safety & communication
equipment carried by sea going vessels

CEproof NZ Ltd
newzealand@ceproof.com
 +64 9 478 8414
 +64 21 287 5877
 +64 21 108 8793
www.ceproof.com



Yachting Developments launches giant sportfisher



Yachting Developments recently launched their latest superyacht project, sportfisher Hull 1015.

THE 39.5M (129'6") yacht left Yachting Developments Hobsonville shed on a sunny day in Auckland on November 22, 2017 before safely launching at high tide the next day. Delivery is scheduled for December.

This yacht is the world's largest all-carbon sportfisher. Built for a highly experienced owner, who is a passionate fisherman, Hull 1015 combines luxury styling with exceptional performance and an impressive all-inclusive fishing setup.

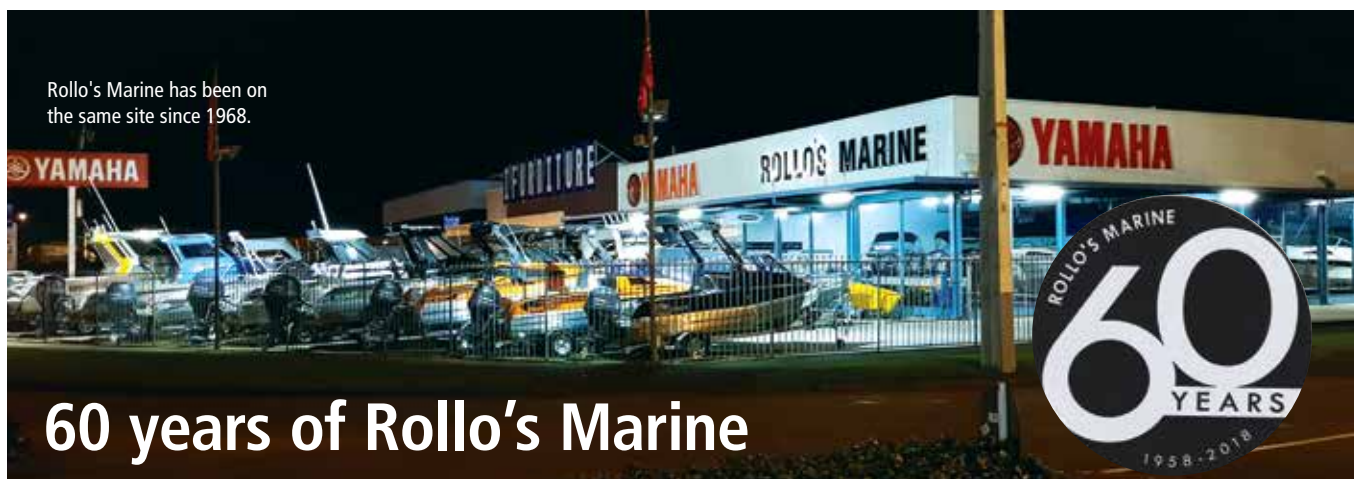
Hull 1015's naval architecture and exterior design is by Michael Peters Yacht Design, with a custom interior by the owners, together with Yachting Developments and Naylor Booth Associates.

Interior work, structural engineering and design is the work of the specialist team at Yachting Developments.

www.yachtingdevelopments.co.nz



Hull 1015 leaves the shed, top, and is craned into the Waitemata Harbour, above.



60 years of Rollo's Marine

The Dutton family has been dedicated to the New Zealand marine industry since 1958, when Rollo's Boats was founded by Roland 'Rollo' Dutton.

ROLLO'S STARTED OUT building pram dinghies, followed by wooden runabouts and cabin cruisers powered by marinised automotive engines from Chevrolet Corvettes, Ford Zephyrs and various Vauxhalls, Fords and Dodges.

One-hundred and eighty-two Rollo's plywood boats were produced, but by the late 1960s fibreglass had put an end to plywood boat building, so Rollo moved into marine retailing. He opened a showroom in 1968 on Te Rapa Road where Rollo's is still based today.

Rollo's sons, Gary and Greg, built up the Rollo's brand until it was one of the leading dealers in the country. Today, Rollo's Marine sell a range of top New Zealand trailer boat brands: Haines

Hunter, Fi-Glass, Senator, Stabicraft and Smartwave, along with Yamaha outboards and Yamaha WaveRunner PWCs.

Servicing is an important part of the business. Two Master Technicians, who have been with Rollo's for 27 and 18 years respectively, work in a first-class six-bay service centre with a large yard. Service Manager Dave Hanks has been with Rollo's for 35 years.

In 2018 Rollo's will be family owned and operated for 60 years. Gary Dutton has spent 48 years working and running Rollo's Marine, and the third Dutton generation, Mark and Jared, became shareholders in 2015. Gary was inducted into the NZ Boat

Show Hall of Fame in 2016.

During those 60 years, 46 of them at the current location, Rollo's Marine was an Evinrude and Johnson (OMC) dealer for 36 years, a Haines Hunter dealer for 36 years, became New Zealand's first Platinum Yamaha dealer and has attended Auckland boat shows for decades.

Rollo's Marine will celebrate 60 years in business in this summer, the Dutton family acknowledges and thanks all the personnel who helped the Rollo's brand reach this milestone. Family and staff are looking forward to the next 60 years.

www.rollosmarine.co.nz

Ray Bryant Marine turns 30

East Auckland's Ray Bryant Marine Limited is celebrating 30 years in business.

FOUNDED IN 1987 by ex Miller-Moyes mechanic Ray Bryant just one month before Black Friday and the Global Financial Crisis, Ray Bryant Marine hung tough and managed to come through the other side in one piece.

"With that start I figured things couldn't get any harder," says Ray, and he was right: Ray Bryant Marine has gone on to be a successful and highly regarded marine business.

A Mercury dealer for 25 years Ray Bryant was heavily involved in power-

boat racing for 10 years, with many of the boats he raced and worked on powered by Mercury outboards.

These days Ray Bryant Marine repairs and provides all makes and models of outboard and inboard marine engines, but specialises in Mercury and Mercruiser brands.

Ray Bryant Marine is still located beside the water at its original Argo Drive, Half Moon Bay site, now with five experienced and knowledgeable staff, plus Ray.

Ray is feeling good about the marine industry at the moment citing plenty of positivity, but noting that the boat buyer has changed in the 30



years he's been in business.

"It's not so much families these days. It's more likely to be professional guys with a bit of cash to throw around or else tradies buying boats to go fishing."

www.mercuryoutboard.co.nz



Concrete being poured.

Hardstand poured at Vessel Works

Tauranga City Council has spearheaded development of the Tauranga Marine Precinct, to be known as Vessel Works.

THE PROJECT REACHED a major milestone when they began pouring concrete for the hardstand's heavy pavement (see photo).

Delegates to the NZ Marine Industry Annual Conference visited the site earlier this year, but construction has continued through the winter, focussing on leading infrastructure such as underground services and all-important

drainage for the hardstand area.

The new Italian-built, heavy-duty travel-lift is being prepared for shipping to Tauranga, timed to coincide with the completion of the heavy pavement. When it arrives it will be assembled on-site.

The marine precinct project is moving forward at pace, says Project Director Phil Wardale, who is currently holding meetings with Marine Industry

Association members exploring opportunities the precinct will provide with a view to bringing vessels to Tauranga.

"Marine industry businesses who've bought the various lots around the hardstand perimeter are proceeding with their individual building development plans. Along with the existing tenants, they are preparing for the precinct's opening in 2018," says Wardale.

www.vesselworks.co.nz

Marsden Cove hardstand and haul-out

NEW VESSEL HAUL-OUT and hardstand facilities are complete at Northland's premier marina at Marsden Cove.

Operating six days per week, the haul-out ramp can accommodate vessels up to 12 metres wide, and the custom built Roodberg HBC80-VEL hydraulic slipway trailer can carry vessels weighing up to 80 tonnes, to a maximum length of 35 metres.

The one-hectare hardstand facility has heavy-duty surface, video surveillance and secure fencing. A dedicated washdown area is available for vessels

requiring a quick 'lift and wash'. For longer stays, certified weight-rated stands and cradles ensure vessels are properly balanced and secure.

Service provision includes marine diesel engineering, canvas making and upholstery, painting, sail-making and rigging.

The marina's owner, Marsden Maritime Holdings Ltd, is keen for additional services to be provided at the hardstand, and with virtually unlimited affordable land for lease, there is plenty of scope for future expansion.

www.marsdencovemarina.co.nz





High-performance luxury yacht ready to launch

The pairing of a world renowned naval architect with a builder whose name is synonymous with some of the fastest and most illustrious racing yachts on the globe is an exciting prospect.

THE PAST 18 months has seen the team at Kit Carlier Design work from concept phase to installation on the interior fit-out of a 57-foot carbon, electric propulsion, high-performance cruiser, with the legendary German (Mani) Frers and innovative McConaghy Boats, Australia.

The ultimate combination of experience, a need for speed and an eye for

detail, meant the team were the ideal trio for the project, which was commissioned by a client who 'knew his stuff' and expected the best.

"The McConaghy/Frers 57' performance cruiser was guided by the clients' principle that a cruising yacht shouldn't have to compromise on performance," says Kit Carlier, Kit Carlier Design.

"Every aspect of the interior design was carefully considered to ensure weight was kept to an absolute minimum. If we couldn't find off-the-shelf solutions, we commissioned bespoke products to fit the brief."

The goal was to allow the cruiser to perform at its best, while still retaining the comforts of a superyacht, but at a fraction of the size.

"Bringing together artful design innovation and practicality is our niche, and we made sure we understood exactly how the client would spend time on their yacht."

With an open-plan layout a sense of spaciousness was achieved. The open plan saloon converts into an additional cabin with an ensuite when guests are aboard. The owners can change the configuration of the interior as desired.

This super-fast cruiser accommodates two electric sail-drives with hydro-regeneration capacity, solar panels on the coach roof, and a waste treatment system.

Expected launch date is in January 2018.

www.kitcarlierdesign.com

"Bringing together artful design innovation and practicality is our niche..."





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 7732 or caroline@nzmarine.com

 Abel Marine Ltd Brent Henderson 021 329 474 www.abelmarinenelson.co.nz	 Alexcraft Boats Ltd Wayne Cooper 03 489 6040 www.alexcraft.co.nz	 Balex Marine South Pacific Ltd Daniel Given 0800 225 3962 www.balexmarine.com	 Coppins Sea Anchors Ryan Coppins 03 528 7296 www.paraseaanchor.com
 DM Marine Electronics Ltd David Minor 021 635 038 www.dmmarineelectronics.com	 Elite Boat Builders and Refinishing Ltd Vaughan Hall 03 573 8448 sarah@eliterefinishing.co.nz	 Hesketh Henry Simon Cartwright 09 375 8700 www.heskkethhenry.co.nz	 Johnson Yachts International Graham Johnson 09 536 6710 www.johnsonyachts.co.nz
 Manta Marine Stainless Ltd Steve Pribecivich 09 620 7102 www.mantamarine.co.nz	 Marine Electrics NZ 2017 Ltd Josh Newman 09 413 5274 www.marineelectrics.co.nz	 OC Tenders Russell Carlyon 09 974 6745 www.octenders.co.nz	 Redhot Marine Simon Guard 04 568 3181 www.redhotmarine.co.nz
 Sea Marine Ltd Stuart Clough 07 308 0043 www.seamarine.co.nz	 Solid Composites Ltd Andrew Rhodes 021 338 502 www.solidcomposites.com	 Steve Gooding Marine Ltd Steve Gooding 03 214 2426 www.goodingmarine.co.nz	 Tory Channel Contracting Ltd Sam Edwards 03 573 7975 www.tccboats.com
	 Ultimate Boats Mark Presnall 021 1380 870 www.ultimateboats.co.nz	 BUY FROM A NZmarine MEMBER	



New Zealand Marina Operators Association

Positive year for marina operators

2017 WAS ANOTHER exciting year for the marina industry with a variety of significant activity, most of it very positive, and growth in demand for facilities throughout the country, but especially in Auckland and Northland.

The New Zealand Marina Operators Association's (NZMOA) AGM was held in September in Christchurch with 85 members attending. Delegates were able to visit the site of the new Lyttelton Marina development.

At the meeting Darryl Smith resigned from his position of Chairman of NZMOA after three years of strong leadership and support. He was thanked by the membership and will be missed.

Investment in new marinas and extensions is strong. A new marina has opened recently in Taupo and extensions were made to Bay of Islands Marina in Opuia. There have also been investments in improved water space utilisation within existing marinas and boatyards.

Marsden Cove has opened a new hardstand facility with an 80-tonne trailer operation and the marine precinct at Tauranga Port has also moved ahead with capital works well underway. Several marinas are in the process of consenting

new developments and refurbishment planning is now a common activity for marina managers.

The international cruiser market is looking good with numbers on par with previous years. There is increasing competition in this space from our South Pacific partners and especially from Australia. New Zealand businesses are actively promoting New Zealand as a maritime destination with quality services and facilities.

Seven Northland marinas have appealed to the Environment Court elements of the Northland Regional Council's Marine Pest Pathways Plan and have also taken action on the methodology used in levying biosecurity charges to marina structure owners.

Training of industry staff remains a focus of the Executive and work with NZ Marine and Composites ITO is progressing well.

Another big year of activity is being forecast and the America's Cup has certainly boosted confidence amongst members.

Chris Galbraith
CMM Chairman NZMOA

Chris Galbraith is new chairman



Chris Galbraith
CMM Chairman NZMOA

CHRIS GALBRAITH WAS recently elected Chairman of the New Zealand Marina Operators Association. Chris has been on the Executive Board of NZMOA since 2007 and has been Treasurer for the past eight years.

Chris has been GM of Far North Holdings Ltd and the Bay of Islands Marina since 2006 and has been a certified marina manager under the Global Marinas Institute since 2015.

Chris says he is keen to see the association continue to grow and develop. Supported by an enthusiastic executive committee and with a lot of work and a number of challenges, Chris sees exciting times ahead for the marina industry.



Darryl Smith

NZ Marine thanks outgoing NZMOA Chairman Darryl Smith of Whitianga Marina for his contribution over the past few years representing the NZ Marina Operators Association on the NZ Marine Executive board.

The New Zealand Marina Operators Association Inc is a non-profit, volunteer organisation composed of most coastal and waterway marinas around New Zealand, as well as a number of boatyards and commercial members whose firms supply products and services to marinas. www.nzmoa.com

Future leaders



Tristram, left, and Kingsley Fink.

Brothers in arms

Tristram and Kingsley Fink are not only in the business of creating high-quality boats, they're also in the business of creating memories.

"AT TRISTRAM MARINE we strive to design, build and sell quality Tristram boats so our customers enjoy the sort of experiences on the water that create great memories for their families," explains Tristram Fink. "We bring families together in a quality product."

Over the last few years, Tristram and Kingsley have progressively taken responsibility for running Tristram Marine, a Hamilton boat manufacturer started by their parents Lance and Bronwyn Fink. From very modest beginnings Lance and Bronwyn grew the business to become one of New Zealand's premier GRP boat builders and retailers.

The senior Finks still take active roles at Tristram Marine, but their

sons now hold the reins, Tristram as Chief Financial Officer and Kingsley as General Manager. Both are extremely proud to be a part of the company their parents built.

Although their roles are quite different, Tristram and Kingsley are brothers in arms with different and diverse, but ultimately complementary, skills that benefit the business.

Tristram, a chartered accountant who worked eight years for Deloitte, is passionate about growing businesses by implementing robust and effective systems. Kingsley, on the other hand, is "the people pleaser," says Tristram, whose interests are developing new models, building the best boats possible and selling them to happy customers.

Both men grew up living and breathing boats at Tristram Marine, helping their parents, attending every boat show and function and being exposed to customers from an early age.

Tristram jokes that Kingsley spent his youngest years in a cradle under the reception desk at the Tristram Boats factory.

This long association with the marine industry means both young men understand it well, including the changing needs and wants of their customers.

"We're willing to make changes to meet our customers' needs. I see that as one of our biggest strengths," says Kingsley.

Tristram agrees: "We are looking to the future, gearing up the business, not just for today's customers, but for tomorrow's as well."

www.tristramboats.com

Complete Power Solutions

- **Superyachts • Recreational boats •**
- **Commercial applications •**



NORTHERN LIGHTS



JOHN DEERE



TORQUEEDO
STARNBERG.GERMANY



**Gori
propeller**

2 & 3 blade folding or
racing options available.

Experience the difference

mase
GENERATORS



**The Leaders
in Electric
Propulsion**

- Ultralight – 1HP
- Travel – 1.5-3HP*
- Cruise – 5-20HP*
- Cruise Pod Drive – 5-20HP*

*Equivalent

YANMAR

Purpose built marine engines
for all boats

- Sailing series 9 – 125mph
- Power boats 160 – 530mph
- Commercial 13.2 – 1822mph
- Sail, stern or shaft drive available



**Power
equipment**
Est. 1990

Contact us
for your
nearest Dealer

New Zealand:
+64 9 358 7478
sales@powerequipment.co.nz
www.powerequipment.co.nz

Benefits of **NZmarine** membership

INDUSTRY ASSOCIATION

Our mission: To encourage development of the New Zealand Marine Industry and help our members build successful businesses.

NZ MARINE PROVIDES effective support and assistance to member companies and promotes the growth of the industry as a whole. Companies join NZ Marine to be formally part of a dynamic and high profile industry and membership provides access to information, services, guidance, training, networking opportunities, event participation and market statistics at a highly competitive cost. We are pleased to provide the following benefits to our member companies.

Representation and lobbying/Government liaison

NZ Marine maintains a close working relationship with a wide range of governmental and industry management organisations and at a local level we work closely with regulatory authorities to protect and advance the interests of our members.

Boat shows

NZ Marine owns and runs the Auckland On Water Boat Show, held in September each year, which is a major promotional tool for many of our members and promotes boating as a leisure and commercial activity. NZ Marine member exhibitors receive substantial discounts for exhibiting at this show and also receive discounted exhibitor fees at the Hutchwilco New Zealand Boat Show.

Website

The NZ Marine website www.nzmarine.com is visited by an average of 18,000 unique visitors per month, around 50% of whom are from outside New Zealand. All NZ Marine members are listed on the site in their appropriate categories with a listing that includes contact details, company logo and direct links to the member's website and email.

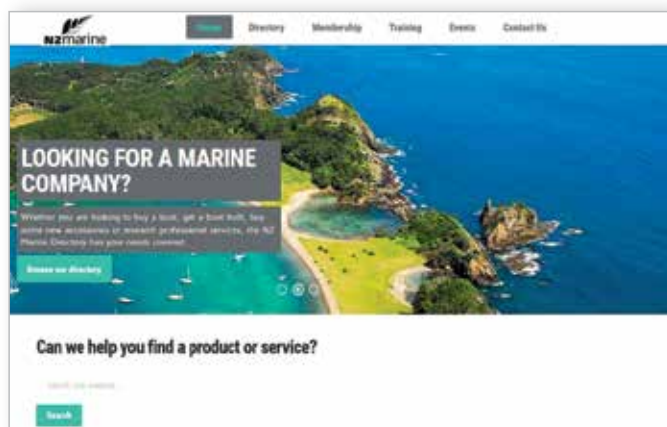


Networking/Up-skilling events

NZ Marine regularly arranges events, functions and seminars providing valuable up-skilling and networking opportunities for our members. Our industry conference held biennially in locations throughout NZ provide members with the chance to work on their business and learn from a wide range of top national and international speakers.

Documentation

NZ Marine Industry Association has compiled a large database of documentation and forms for exclusive use by member companies. The complete endorsed document register consists of more than 40 items, including forms, agreement templates for boat builders, boat brokers, boat dealers.





NZ Marine office and meeting room facilities

Our NZ Marine office function and meeting rooms are available for use by member companies at reduced rates. The Seminar Room can house 120 people for a stand up function or 80 people seated, and has a comprehensive audio/visual installation and great views of the city, Westhaven Marina and Harbour Bridge. The board room is ideal for smaller meetings of up to 20 people. Abundant free parking is available.

Sector groups

NZ Marine is involved in the administrations, facilitating and supporting a number of specialised sector groups including:

- NZ Marine Export Group Inc
- New Technologies and Equipment Group
- Commercial Vessel and Big Engine Group
- Boat Dealers Group
- Boatbuilders and Refit Group
- Boat Brokers Group
- CPC Manufacturers Group

NZ Marine also enjoys a close working relationship with the Composites Association of NZ, Royal Institution of Naval Architects and NZ Marina Operators Association.

Publications and communications

NZ Marine provides up-to-date information to its members in a number of ways, the three most frequent being the weekly "Fastmail" email newsletters, the twice yearly "NZ Marine News" magazine and the NZ Marine website.



NZ Marine and Composites Industry Training

Organisation (NZMAC ITO) is run by NZ Marine and is responsible for ensuring that there is an ongoing and balanced supply of qualified personnel for the New Zealand marine and composite industries. The ITO administers and controls the training of over 400 apprentices, provides management training and promotes the New Zealand Marine and Composites Industries as a unique career path.

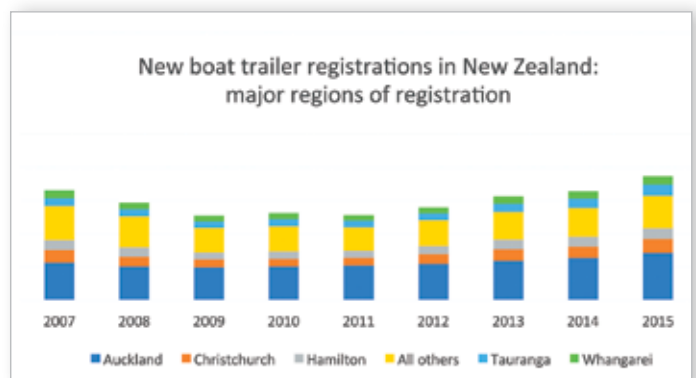
Some highlights of the ITO calendar are the Marine Trades Challenge held in April and the annual Graduation Dinner held in December. NZ Marine members receive a discount on their trainee administration fees.

Information service

NZ Marine regularly receives enquiries asking for specific information, such as domestic and international boat show dates, country specific taxes and duties, NZ law interpretation, general marine industry and company enquiries.

Statistics

NZ Marine regularly provides its members with comprehensive statistical information on the domestic and international markets, including boat trailer registration numbers, outboard motor imports, the Market Economics industry report and the ICOMIA Recreational Boating industry statistics publication, on the various sectors business activity in New Zealand and worldwide.



AC 75 protocol



The new design promises fast and exciting match racing.

America's Cup AC75 yacht revealed

An exciting new era in America's Cup racing was unveiled when the concept for the AC75, the class of boat to be sailed in the 36th America's Cup was released on November 21, illustrating a bold and modern vision for high performance, fully foiling monohull racing yachts.

THE EMIRATES TEAM NEW ZEALAND and Luna Rossa design teams spent four months evaluating a wide range of monohull concepts. Their goals were to design a class that will be challenging and demanding to sail, rewarding the top level of skill for the crews; this concept could become the future of racing and even cruising

monohulls beyond the America's Cup.

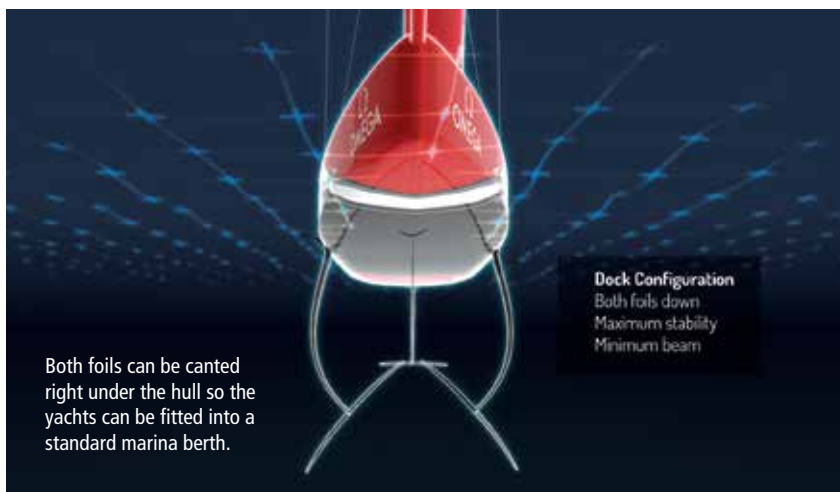
The AC75 combines extremely high-performance sailing and great match racing with the safety of a boat that can right itself in the event of a capsize. The ground-breaking concept is achieved through the use of twin canting T-foils, ballasted to provide righting-moment when sailing, and

roll stability at low speed.

The normal sailing mode sees the leeward foil lowered to provide lift and enable foiling, with the windward foil raised out of the water to maximise the lever-arm of the ballast and reduce drag. In pre-starts and through manoeuvres, both foils can be lowered to provide extra lift and roll control, also useful in rougher sea conditions and providing a wider window for racing.

Although racing performance has been the cornerstone of the design, consideration has had to be focused on the more practical aspects of the boat in the shed and at the dock, where both foils are canted right under the hull in order to provide natural roll stability and to allow the yacht to fit into a standard marina berth.

An underlying principle has been to provide affordable and sustainable technology 'trickle down' to other sailing classes and yachts. Whilst recent America's Cup multihulls have



Deck Configuration
Both foils down
Maximum stability
Minimum beam

Both foils can be canted right under the hull so the yachts can be fitted into a standard marina berth.



benefitted from the power and control of rigid wing sails, there has been no transfer of this technology to the rigs of other sailing classes.

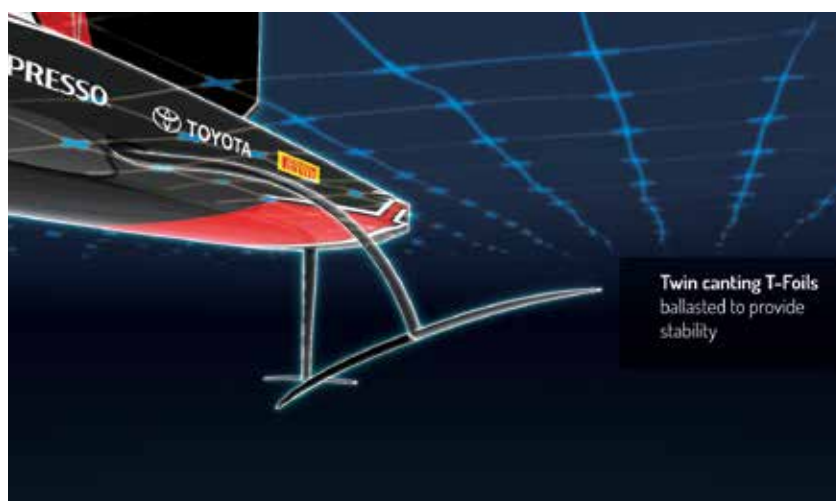
In tandem with the innovations of the foiling system, Emirates Team New Zealand and Luna Rossa are investigating a number of possible innovations for the AC75's rig, with the requirement that the rig need not be craned in and out each day. This research work is ongoing as different concepts are evaluated, and details will be released with the AC75 Class Rule before March 31st, 2018.

The America's Cup is a match race and creating a class that will provide challenging match racing has been the goal from the start. The AC75 will foil-tack and foil-

gybe with only small manoeuvring losses, and given the speed and the ease at which the boats can turn the classic pre-starts of the America's Cup are set to make an exciting comeback. Sail handling will also become important, with cross-overs to code zero sails in light wind conditions.

A huge number of ideas have been considered in the quest to define a class that will be extremely exciting to sail and provide great match racing, but the final decision was an easy one: the concept being announced was a clear winner, and both teams are eager to be introducing the AC75 for the 36th America's Cup in 2021.

The AC75 class rule will be published by March 31st 2018.



WHAT THEY SAID

GRANT DALTON,
CEO Emirates Team New Zealand:

"We are really proud to present the concept of the AC75 today. It has been a phenomenal effort by Dan and the guys together with Luna Rossa design team and there is a lot of excitement building around the boat in the development and getting to this point. Our analysis of the performance of the foiling monohulls tells us that once the boat is up and foiling, the boat has the potential to be faster than an AC50 both upwind and downwind. Auckland is in for a highly competitive summer of racing in 2020 / 2021."

DAN BERNASCONI, Design Coordinator
Emirates Team New Zealand:

"This design process has been new territory for the team, starting with a clean sheet to develop a class - and we've loved it. We wanted to see how far we could push the performance of monohull yachts to create a foiling boat that would be challenging to sail and thrilling to match race. We're really excited about the concept and can't wait to see it on the water. We think we have achieved these goals - thanks also to the constructive co-operation of Luna Rossa design team - as well as the more practical detail to consider in terms of cost management and logistics of running the boats."

PATRIZIO BERTELLI,
Chairman of Luna Rossa Challenge:

"The choice of a monohull was a fundamental condition for us to be involved again in the America's Cup. This is not a return to the past, but rather a step towards the future: the concept of the new AC 75 Class, which Emirates Team New Zealand and Luna Rossa design teams have developed together, will open new horizons for racing yachts, which, in the future, may also extend to cruising. It is a modern concept, at the high end of technology and challenging from a sporting point of view, which will deliver competitive and exciting match racing. I would like to thank both design teams for their commitment in achieving, in just four months, the goal which we had established when we challenged".

MAX SIRENA,
Team Director of Luna Rossa Challenge:

"As a sailor I am very pleased of the concept jointly developed by both design teams: the AC 75 will be an extremely high-performance yacht, challenging to sail, who will require an athletic and very talented crew. Every crew member will have a key role both in the manoeuvres and in racing the boat; the tight crossings and the circling in the pre-starts - which are part of the America's Cup tradition - will be back on show, but at significant higher speeds. It is a new concept, and I am sure that its development will bring interesting surprises".

Economic benefits of America's Cup

AC36 to benefit regions and apprentices nationwide

The effect of the 36th America's Cup on marine industry employment and apprenticeships across all regions of the country would be enormous.

SO SAYS NZ MARINE, and along with its training arm, the NZMarine and Composites Industry Training Organisation, it is encouraging decision-makers to make the most of this opportunity for New Zealanders.

The foiling monohull design released by ETNZ and Luna Rossa presents New Zealand's marine industry with an opportunity to lead the international technology race in building the world's fastest 75ft monohull yacht to defend the America's Cup on Auckland's Hauraki Gulf.

That means more skilled workers required, greater employment and a larger number of apprentices coming through the ranks of the NZ Marine Industry.

A new report shows the predicted economic gain from superyacht visitors alone to be \$436million. Add increasing interest domestically in sailing, which is already happening, the predicted widespread global media coverage of New Zealand as a destination, and the international tourists expected as spectators and benefits to the whole country become apparent.

"We need to be smart about cost effective infrastructure, but make sure we cater for a successful event," says NZMarine executive director, Peter Busfield.

"Discussions to date have been about what syndicates will bring to the economy and that's only a small part of the story. Our message is that benefits go well beyond Auckland

and well beyond the marine industry with the America's Cup providing tangible gain across New Zealand."

Subject to Auckland hosting the Cup, 160 superyachts are expected to visit in 2021, and with an average spend of \$2.7million each, they'll provide \$436million of foreign exchange earnings to New Zealand.

Large private yachts spend on a wide range of items – from refit and repair, to berthage, hospitality and tourism throughout the regions.

"New Zealand has an enormous opportunity to capitalise on large yacht refit projects. If we prepare well, we can capture a large swathe of vessels' scheduled maintenance spend as superyachts flock to the South Pacific for the America's Cup," says Busfield.

Harbourmasters and yacht agents are already fielding requests for berths in 2021, while yacht clubs have seen a boost in memberships as domestic interest in sailing grows.

The Market Economic report shows the 30th and 31st America's Cup generated a combined additional \$1 billion of added value to New Zealand over the 1999-2003 period, which wouldn't have otherwise occurred.

NZ Marine and Composites Industry Training Organisation General Manager Chris Van Der Hor says, "We have no guilt in taking these visitors' money and putting it in the hands of our many small sized employers and

America's Cup bases

LEFT: Council's proposed Wynyard Basin clustered option.

RIGHT: Emirates Team New Zealand's exciting vision for the 36th America's Cup event venue.





their apprentices in return for craftsmanship equal to the best in the world. It is a bit like an export market floating to our shores – and the more that come – the more jobs and apprentices can be supported nationwide.

“The opportunity to service, maintain, and refit and also to supply new support boats such as tenders to many visiting superyachts to New Zealand, complemented by our internationally recognised industry apprenticeship training model, gives our young people an opportunity to acquire world-class skills and knowledge and a career for life.

“We are ‘tooling up’ for a 50% increase in apprentice numbers to over 600 to assist the industry service the additional business from the 36th America’s Cup and beyond. The government’s new free apprenticeship fees for two years will assist employers and apprentices fill these apprentice positions quickly.”



Regions to benefit

Regions endorse the 36th America’s Cup to be hosted in Auckland

Stark Brokers Ltd
11 Cove Walkway Quay
PO Box 144
Lyttelton 8541
New Zealand

Phone: 04 3328 8550
Fax: 04 3328 8781
Email: info@starkbrokers.co.nz
Website: www.starkbrokers.co.nz

8/11/2017

NZ Marine
85 Westhaven Drive
Westhaven
Auckland

Attention: Peter Busfield
Executive Director.

Hi Peter,

Re: America's Cup – benefits to Lyttelton

As discussed we see huge benefits to the NZ Economy from the 36th America's Cup defence being held in Auckland in 2021.

While Lyttelton is arguably a long way from Auckland, we would also expect to see tangible benefits arising, particularly from increased visits of Super Yachts to the Lyttelton Dry Dock for maintenance and servicing.

As you are aware many of these yachts are already familiar and increased with the NZ Boat Building and Repair Facilities – an America's Cup defence will enhance this reputation and also spike the numbers of yachts visiting, therefore the work available.

A significant advantage is that these yacht visits fall not only over the Cup defence period but over the years before and for many years thereafter, also bringing many fan loving and big spending owners, guests, and indeed the yacht crews.

While the majority of the Super Yacht builders and repairers are in Auckland, we work closely with all of the main players and our dry dock facility is directly suited for the underwater works, particularly on the larger, over 50 metre long super yachts – both motor and sail.

We have come from earlier years initially as super yacht Yachts has a commercial.

Please find enclosed Commercial.

We encourage in NZ to bar who will with guests and i

Your faithful
Andrew Sta
Chief Execu
Ref: nzma

14 Auckland Street, P.O. Box 471, P.O. Box 1700, New Zealand
Telephone: 03 325 1000
Facsimile: 03 325 1001
www.portmarlborough.co.nz

Executive Director
NZ Marine Industry Association
85 Westhaven Drive
Auckland

10th November 2017

Dear Peter

Thank you for your letter inviting us to comment on the benefits we see accruing to the Marlborough region in the event that the 36th America's Cup is staged in Auckland.

The Marlborough region and the Marlborough Sounds in particular are probably the largest "boating" region outside of Auckland. Our company operates three marinas in the area, accommodating over 1300 boats in these facilities.

Over the summer period these marinas were constantly with visiting boats from all over the country and internationally.

Recreational events held in Auckland (including previous America's Cup events) have had a flow on effect down the country and we have experienced a significant increase of visiting vessels during these times.

Coupled with the prominence of Marlborough being NZ's premier wine region we don't see this trend changing during the 2021 America's Cup challenge. In fact we would anticipate an increase in visiting vessels and tourists.

We fully support the NZ Marine Industry Association in their endeavours to ensure that the 2021 America's Cup Challenge is held in Auckland.

9 November 2017

To Whom It May Concern

36th America's Cup – Auckland Hosting

Northland Inc is the regional development agency for Northland region. Our role is to strengthen, diversify and grow the Northland Economy. In carrying out our role, we work with industry sectors and actively promote opportunities which will stimulate our region's economy.

A major opportunity on the horizon for Northland and our burgeoning marine sector is the likelihood that New Zealand and specifically Auckland will host the 36th America's Cup Regatta.

Given Northland's immediate proximity to Auckland and being the northernmost region where most visiting America's Cup event. Hosting the 36th America's Cup in Auckland will bring additional visiting yachts, superyachts and commercial vessels into New Zealand and into Northland. Our marine servicing sector in both Whangarei and in the Bay of Islands will capture significant benefits from those visiting vessels who choose to repair and refit while here.

Northland also expects to attract many additional visitors over this time, especially international visitors here to see the event in Auckland. Many of the owners, crew and media associated with these visiting vessels will also visit Northland, to cruise the coastal waters here and to visit Northland's land-based attractions.

Exposing the high net worth visitors associated with the America's Cup event to investment opportunities in Northland will be an additional part of our focus over the America's Cup period, further extending the ongoing economic benefit the event can bring to our region.

We also expect to gain wide media exposure by being the closest yachting region next to Auckland, as visiting international media cover the event, placing Northland firmly in the spotlight as a yachting and marine servicing destination to yachting audiences around the world.

The New Zealand Marine Industry Association expect that on the back of the America's Cup being hosted in New Zealand there will be growth in boatbuilding activity in Northland. Also, through their industry apprenticeships for people and companies in Northland.

We are excited about the leverage potential for Northland from the 36th America's Cup being held in Auckland, and strongly support the NZMA's efforts to ensure this extremely valuable event is secured for Auckland.

I am happy to make further comment or provide further information if required.

David Wilson
Chief Executive

The first America's Cup AC75's will be flying around the Hauraki Gulf from April 2019, providing business opportunities throughout New Zealand for a period of over three years.

Exciting vision for the 36th America's Cup event venue



THE VISION

Concept for a first-class event venue

- A centralised village spanning 700 metres across Auckland Viaduct basin and Wynyard Wharf.
- Clustered team bases with public access to view the daily operations or launching and retrieving the spectacular AC75 race yachts.
- A legacy Emirates Team New Zealand base and public interactive innovation space.
- A centralised media and broadcast centre in the Viaduct Event Centre, where media and imagery will be distributed around the world showcasing Auckland and New Zealand at its best.
- Sprawling public space with big screen race viewing and interactive attractions to bring the race action to life.
- Bars, restaurants and cafes spread across the event village.
- A world class super yacht berthing facility in Wynyard Wharf and on Site 18 maximising economic return for the economy and marine industry.
- A established family and kids play ground in the Silo park.



OnFire Design

Good Design is Good Business

What's all this stuff about design being good for the bottom line? Just another catch phrase?

IN FACT, IT'S nothing new. Jim Watson Jnr, CEO of a little company called IBM, outlined its importance and coined this phrase more than 40 years ago*. Whatever you sell, whether you employ two or 2000 people, good design is just as important today.

Being design driven means acknowledging its power to positively influence every corner of a business, even those parts that don't outwardly appear to have anything to do with design.

For example: how your recruitment communications work; how you communicate your growth vision to your people; how you decide where valuable capital investment will be allocated; how you improve your offering as well as your margins; and how you improve your customer experience in ways they will remember.

In other words, design touches everything, culture, brand, research, products, sales, promotions and customer experience.

That's why it's vital to have strategic partners that appreciate and demonstrate the value of quality design in their enterprises, a role that Onfire Design performs for a number of design-led manufacturers.

International research shows that



Maven fishing rods are now sought after worldwide.

design-driven businesses out-perform the Standard & Poors average over a 10-year period by 228%¹.

This statistic is just as significant for New Zealand and recently conducted research proves design is a quiet but impressive achiever within the New Zealand economy, with design representing 4.2% of GDP. (That's larger than agriculture as a sector!)

It's no secret that design adds value. Manufacturing as a market vertical contributes \$2,691 million (27%) to national GDP and the marine sector makes a healthy contribution to that total. It follows that design is in a good position as a profession and a discipline to help grow this sector.

For example, Onfire Design client Maven Fishing is a small but signifi-

cant business in the New Zealand marine sector. After 10 years, having embraced the importance of design in every aspect of its business, Maven fishing rods are now sought after worldwide and the company's ability to grow on its own terms is clear.

A bigger homegrown design story that's gone on to international fame is Emirates Team New Zealand. However, all too often the words 'engineering' and 'innovation' are substituted for the important role 'design' played in the success of this team.

The myth that good design costs too much has thankfully been disproven.

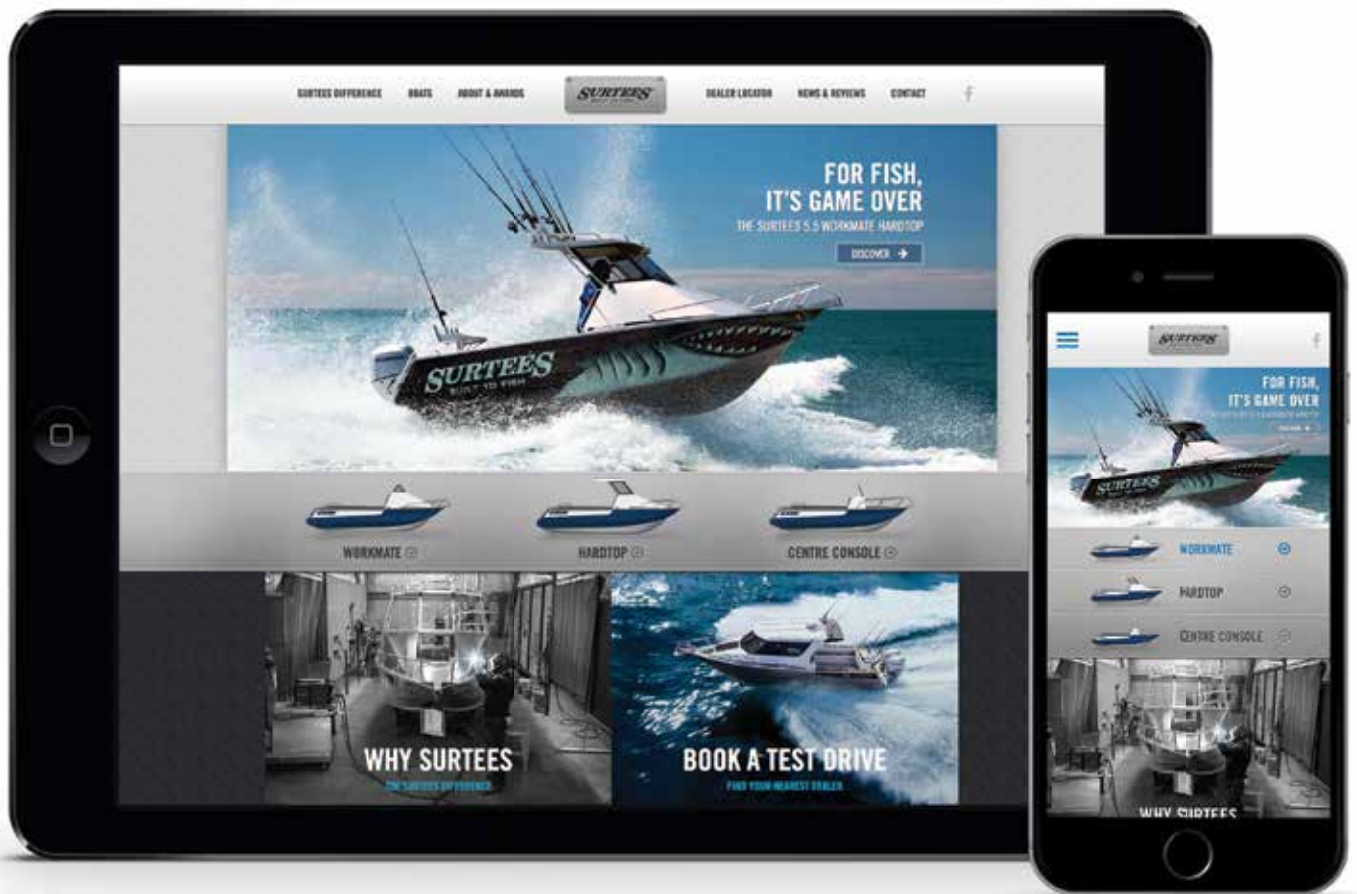
Perhaps the Emirates Team New Zealand design success story could be used by the marine sector to create a step change in the 'attitude to design'? A design-driven company needs to be led from the front with owners and directors having the power to make any necessary changes. It can be small steps as long as the big picture commitment is understood at the outset.

**Grant Alexander, Design Coach,
Onfire Design
www.dmi.org
www.designco.org.nz**



To read about New Zealand companies who are successfully employing design across their businesses, visit: <https://www.betterbydesign.org.nz/case-studies>

Are you a manufacturer?



Onfire Design specialise in working with people that make stuff (like Surtees)

If you're looking for design and marketing that can put the heat on your competitors,
call Managing Director Sam Allan on 09 480 2036.



www.weareonfire.co.nz

BUYING A BOAT?

**MAKE SURE THE BOAT YOU BUY
CARRIES THE **NEW ZEALAND
AUDITED BOAT BUILDING
STANDARD.****

**Companies that are approved
to build boats to CPC certified
standards are:**

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



**Current New Zealand Audited Boat Building
Standard CPC Programme provides:**

- Approved materials & structural design
 - Built safer & stronger
- 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)
- Two year structural guarantee
- Coastguard NZ endorsement
- Designed & built for NZ conditions
- Recommended horsepower rating
- Recommended people loading rating
- Higher resale value
- Making for safer boating



APPROVED