



NZmarine
INDUSTRY ASSOCIATION

News

Winter 2017

What's inside

- Tristram turns 30
- Perfect foils for ETNZ
- Stabicraft turns 30
- Industry Statistics

Photo: Ricardo Pinto



**The America's Cup is
New Zealand's Cup again!**

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President's Report



Myles Fothergill
President
NZ Marine Industry
Association

All about people...

ALONG WITH ANOTHER KIWI, a good friend of mine from Whanganui (Earl Bamber) has just triumphed in the most prestigious motor race in the world (his second win there) – the 24 Hours of Le Mans sports-car race in the LMP1 Porsche #2. Bruce McLaren and F1 World champion Chris Amon won this race in 1966.

In Bermuda I have witnessed a bunch of Kiwis holding the Americas Cup aloft after smashing Oracle Team USA in the most prestigious on-water race series in the world in a New Zealand designed and built boat that, without question, would rival the Porsche in (relative) speed, power, and technology. Kiwis doing great – it's a history thing.

A quote from an AC commentator as ETNZ gap Oracle by more than a minute during Race Four of the Cup finals really sums it up: "That the Kiwis are a 'slick operation' is the understatement of the century..."

Huge congratulations to Emirates Team New Zealand.

We also 'own' the rugby fields, cycle tracks and rowing/canoeing lanes and many other aspects of sport at the very top, international level. Our wines and dairy and tourism are second to none. Our own marine industry performance continues to pitch itself well above our offshore counterparts, which ensures that our small island nation remains highly visible on the world map.

So how do we do it?

Well... with people, that's how. We do it with great people doing great things. I am so proud to be part of it.

In my third term as president, I find myself reflecting on the past two years and focusing on the next. The role is not an easy one – indeed from time to time it can be quite 'challenging'. It is, however, a role made easier by the people I have around me and it is very satisfying to work with the various boards, sector groups, managers and staff within our organisation.

"Hope is not a great strategy..."

America's Cup commentator taking about Oracle trailing ETNZ by 500 metres in Race Four of the AC finals.

I want to acknowledge and thank all of you involved in the running of NZ Marine – you are what makes us great. There are a few people I want to personally thank, who have stood out for me over the past two years.

Thank you, Caroline Gibson, for your excellent service over 20 years – simply outstanding! Thank you Phil Wardale – more than a decade in the treasurer's role and a Board of Management board member. Thank you Lloyd Stevenson – Vice President for many years, ITO Chair, Board of Management board member and ITO board member. And thank you Peter Busfield – Executive Director of NZ Marine and CEO of NZ Marine Export Group, and Board of Management board member.

I am humbled to be working in such a dynamic and focused industry with truly talented people. Thank you all for the respective parts you play in whatever roles you fill – it is you people that make this a truly great industry.

Myles Fothergill
President

Executive Director's Report



Peter Busfield
Executive Director
NZ Marine Industry
Association

Executive Director's Report

BOATING PARTICIPATION GROWS as a pastime – but is this translating to new boat sales?

The 'take outs' from meeting 26 other marine industry association CEOs at the recent International Council of Marine Industry Associations congress, held in Australia in May, included reports of an increase in boating participation worldwide in 2016, particularly in the USA. And while this does not translate immediately into increased boat sales, it's certainly a good start!

Research indicates that the purchasing habits of 'millennials' (15 to 30-year-olds) buying big ticket items is (and will continue to be) different to those of previous generations. Millennials are getting married, starting families, purchasing a house and other large ticket items such as boats seven years later than previous generations.

They are more likely to rent a house or an apartment and charter, time-share or borrow a boat.

The big question is, can we look forward to them buying a boat later in their lives? If they do, then we are currently experiencing a delayed effect and in five to 10 years' time we will have this market to sell to.

This could explain why in the USA, of the 250,000 new boats sold in 2016, only 33% were to first-time boat buyers, compared to 42% in previous years. It is evident, however, that baby-boomers and older generation (55 to 75-year-olds) have the most disposable income and wealth, which is why it is the largest population segment purchasing new boats worldwide.

As described in our own NZ statistics on pages 18-19, we enjoyed an average 9% increase in boat sales in 2016 over 2015. The volume of sales in the first six months of 2017 is indicated by steady manufacturing figures for CPC plated boats, steady imports of outboard motors and an increase in NZ Marine and Composite ITO apprentice numbers as boat manufacturers seek additional skilled staff to increase production.

The global refit and maintenance market is growing and now the refit business in the superyacht sector equals new superyacht building in value, with US\$5 billion spent on refits worldwide in 2016. The superyacht industry in Australia provides a A\$1.9 billion contribution to their economy

per year, according to a comprehensive survey by the Australian Marine Export and Superyacht Group.

With Australia and NZ each hosting 60 foreign-flagged superyachts per annum, there is significant room for growth as this represents only 2% of the world superyacht fleet of 6000, or 10% of the 1200 superyachts capable of reaching Australia and NZ on their own hulls. See page 23 to read how we are working with Australia, Fiji and Tahiti to further increase visits to the South Pacific by superyachts and cruising yachts (10-24m).

Finally, another take out from the ICOMIA meetings was the age of the recreational boat fleet. A survey in Holland found that 40% of their boats are over 50 years old. I expect the figure for NZ is not quite that high, but 40% of our fleet is likely to be over 30 years old.

Both Holland and NZ make quality boats and the dilemma for us is that these boats keep on floating and being used. I am guilty here, as my wife Rachael and I own a 1964 classic wooden launch and a 1958 Zephyr yacht! At least we are contributing to the refit and maintenance market!

We have just witnessed a most fascinating Louis Vuitton and America's Cup Series and we as an industry can be proud that Emirates Team NZ, Oracle Team USA and Soft Bank Team Japan syndicates' boats were entirely, or had substantial components, built here in NZ.

We thank these syndicates for using NZ marine industry boat builders and related companies.

Emirates Team New Zealand's success in bringing the Cup back to New Zealand provides not only the New Zealand marine industry with international business opportunities, but with the right planning and investment by central and local government, gives New Zealand the opportunity to make a significant point of difference to New Zealand as a country.

ETNZ showed an innovative and disruptive approach to design, engineering and boat building during their campaign. Combine that with the world's best sailors, and they have done the almost impossible, and we at NZ Marine would like to express our absolute admiration for ETNZ winning the 35th America's Cup.

Congratulations Emirates Team New Zealand!

Peter Busfield
Executive Director



ABOVE: Prime Minister Rt Hon Bill English and NZ Marine Executive Director Peter Busfield discussing future opportunities for the New Zealand marine industry at a function to celebrate 20 years of business for Kiely/Thompson/Caisley in June this year.

Congratulations Emirates Team NZ

Photo: Ricardo Pinto



LEFT: RNZYS Commodore Steve Mair (left) with Rear Commodore Aaron Young in Bermuda.

The NZ Marine Industry congratulates Emirates Team NZ

NZ Marine salutes Matteo de Nora, Tina Symmans, Bob Field, Greg Horton, Sir Stephen Tindall, Grant Dalton, Kevin Shoebridge, Peter Burling, Glen Ashby, Blair Tuke, the crew and all of Emirates Team New Zealand on winning the 35th America's Cup.

ETNZ SHOWED AN innovative and disruptive approach to design, engineering and boat building during their campaign. Combine that with the world's best sailors, and they have done the almost impossible, and we at NZ Marine would like to express our absolute admiration for ETNZ winning the 35th America's Cup.

The New Zealand marine industry built both finalists' vessels - Oracle Team USA by Core Builders of Warkworth, and ETNZ by Southern Spars of Avondale. Key suppliers to both teams have shown once again the capability of the New Zealand marine industry; New Zealand's largest manufacturing sector outside of the primary sector.

One of the key competitive advantages our marine companies have

is an industry training organisation which is the world's leading boat building apprenticeship programme. This programme continues to supply the New Zealand boat building industry with the most respected boatbuilders world wide.

Emirates Team New Zealand's success in bringing the Cup back to New Zealand provides not only the New Zealand marine industry with international business opportunities, but with the right planning and investment by central and local government, gives New Zealand the opportunity to make a significant point of difference to New Zealand as a country.

"Winning the Cup in 1995 gave Auckland a new 'front door', with the building of the Viaduct Harbour. We must take this opportunity to think

"Bringing the America's Cup home to New Zealand is an outstanding result for Emirates Team New Zealand, the Royal New Zealand Yacht Squadron and for the entire nation. It will be a huge boost for the Squadron, Auckland and for the sport of sailing in New Zealand. Very exciting times ahead!"

- RNZYS Commodore Steve Mair

in an innovative way to make New Zealand an even more attractive country for our international visitors, as well as those of us who call it home," says Peter Busfield, executive director of NZ Marine.

"Thank you so much Emirates Team New Zealand - congratulations!"

From Bermuda, NZ Marine Executive Director, Peter Busfield.

NZ Marine member companies who have contributed to the defender and challengers of the 35th America's Cup include:

Adhesive Technologies
Auckland On Water Boat Show
Boat Haulage
C-Quip International/Advanced Aerospace
Cookson Boats Ltd
Core Builders Composites Ltd
C-Tech Ltd
Dixon Manufacturing
Events Clothing
Garmin

Gurit (Asia Pacific) Ltd
Hall Spars
Harken New Zealand
Jackson Industries
Lancer Industries
Manson Marine & Engineering Ltd
Mulcahy Engineering Ltd
North Sails
Nuplex/Allnex
NZ Composites

NZ Marine
Oceanbridge Shipping Ltd
Orams Marine Services Ltd
Panuku Development Auckland
Propspeed
Rayglass Boats
Salthouse Boatbuilders
Southern Spars
Touch of Gloss
Yamaha New Zealand

Conference report

NZ Marine heads to the Bay of Plenty for 2017 Conference



Peter Montgomery addresses delegates

The 2017 NZ Marine Industry Conference was held at the stunning Trinity Wharf Hotel in Tauranga from 22nd to 24th March.

DELEGATES WERE INFORMED and inspired by a wide range of business and upskilling speakers, including Alistair Murray, Chairman of Ronstan, Megan Borrie of The Icehouse, marine ecologist Dr Phil Ross and Andy Blackburn of NZ Innovation Council, facilitating our Young Leaders panel. The conference closed with a high-energy, motivational address from Jeremy Suisted of Creativate, who encouraged delegates to jump out of their comfort zones.

As always, the conference provided excellent networking opportunities with delegates enjoying the poolside Welcome Function at Trinity Wharf

FROM LEFT TO RIGHT:
The conference welcome cocktails were held poolside at the Trinity Wharf Hotel.
Driftkarting champions! Conference delegates in session.
Lisa Grant, Jodi Collings and Peter Busfield.
Post-conference activity – driftkarting at Papamoa.





CLOCKWISE FROM TOP LEFT:
Keynote speaker Alistair Murray.
Delegates enjoy the conference dinner
at Classic Flyers Aviation Museum.
Conference opening speaker Doug Leeder, Chair-
man of Bay of Plenty Regional Council, presents
a cheque to Paul Davidson CFO for Tauranga City
Council as the first payment towards the develop-
ment of the Tauranga Harbour Marine Precinct.
Brian Caulton, Darryl Smith and Clive Bennett
enjoy the poolside welcome function.

“As always, the
conference provided
excellent networking
opportunities...”

Hotel and the conference dinner set
amongst Skyhawks, Spitfires, a Catalina
flying boat and Harvard aircraft at the
fascinating Classic Flyers Aviation
Museum in Mt Maunganui. We welcome
members' ideas on destination, venue
and speaker suggestions for our next
conference to be held in 2019.

We thank the following Sponsors for
their support of our 2017 Conference:



The Icehouse business coaching

Creating the space to grow

In March 2017 I had the privilege of meeting many NZ Marine members at the NZ Marine Industry Conference on business growth.

WORKING ALONGSIDE KIWI growth businesses, I have learnt that growth is personal: it starts with you as the business owner – you set the tone.

Businesses that engage The Icehouse grow 2.5 times faster than the average Kiwi business, and their leaders have one factor in common: the owner understands that it all starts with them and their growth. Once they can picture the goal, results start to happen fast.

Growth businesses appreciate the value in creating the space to grow, stepping outside their comfort zones, understanding that to win they must choose to do some things and not some others. Growth really kicks in when leaders are single-minded, with the courage to be niche, knowing where they play and how they play, and then communicating this to build a team around them that's equally committed to the goal.

Success is determined by owners who have created the space to work on the business, where they can step away from the day-to-day operation for at least two days a week. This space allows them to be visionary and pioneering, see possibilities where others don't, and continually search for new opportunities and challenges.

Successful leaders learn to create urgency in their team by bringing the outside in, and learning from the fringe, looking past their current industry or market for inspiration. They continue to position the business for growth by looking for opportunities to defend and extend the core, and come



Megan Borrie.

“Success is determined by owners who have created the space to work on the business...”

up with innovative business models, processes and delivery, not just transforming the offer or product itself.

And the key to sustainable growth?

It's all in bringing the team with you. It's about leadership and communication. The greatest motivator for people is simply knowing where they are going. Businesses in which everyone has a clear understanding of the Vision, Values, Goals and Measures enjoy a 29% greater bottom line return

than others. This is a significant figure.

Having a clear vision, knowing where you want to go, how you want to get there and communicating and measuring how you stack up are vital steps to realising growth.

How do you want to shape your life? How do you want to shape the lives of those around you? What do you want your business to look like in the future?

If you have the answers, throw the questions to your team and see if their responses match yours.

It's a good place to start.

The Icehouse coach: Megan Borrie
Contact: www.theicehouse.co.nz/businesses/

Future leaders



Ash Weeks, left, and Logan Pringle.

Smuggler Marine looks to the future

Young guns Logan Pringle and Ash Weeks are increasingly taking a leadership role within Smuggler Marine, a boatbuilder based in West Auckland producing Smuggler trailer boats, RIBs and super yacht tenders.

LOGAN IS THE SON of David and Pauline Pringle, Smuggler Marine's principals. Around boats and boatbuilding all of his life, including helping out at the factory and at boat shows in a sales role, 26-year-old Logan served his apprenticeship in the building trade before joining Smuggler Marine full time six months ago.

Logan and Ash are quick to point out that Smuggler Marine is a small company with an extremely flexible management structure where everyone pitches in to get things done. However, Logan is mostly involved in production and sales, especially fit-up and finishing, taking a start to finish approach with each job. He works hard at maintaining relationships with customers right through a project.

Thirty-year-old Ash Weeks has been building boats since 2005, serving his apprenticeship with Yachting Developments. He came to Smuggler Marine after a stint

running his own boatbuilding and repair business and a couple of years overseas working on superyachts.

Like Logan, Ash had been around Smuggler Boats for years, working for Pauline and Dave on and off. He recently joined the company full time, taking a project management role and working closely with Logan.

Both young men love the New Zealand marine industry and appreciate the support and co-operation of colleagues and industry groups.

"Compared to the situation in the US which is dog eat dog, in New Zealand the industry is far more likely to pull together," said Ash.

Both young men are involved in charting the future direction for Smuggler Marine's business and driving its growth.

www.smuggler.co.nz

On Water Boat Show Preview

Let the show begin...



With the 19th edition of the Auckland On Water Boat Show nearly sold out there is a lot of excitement around the show this year, 28 Sept – 1st October 2017, in the Viaduct Harbour.

AUCKLAND'S ONLY ON WATER BOAT SHOW showcases the New Zealand marine industry incredibly well, with everything from engines, transmissions to sailing yachts, equipment, luxury launches, trailer power boats and our exclusive "Top of the Line" Fishing area where only the best of the best will be on show.

Tickets will go on sale 1st July through the i-ticket website where online purchases



A huge range of vessels will be on display at this year's show.

"Auckland's only on water boat show showcases the New Zealand marine industry incredibly well..."

are \$18 (gate sales \$25 per person) for a one-day pass.

This year our marketing campaign promoting exhibitors and the New Zealand marine industry will be targeted towards our traditional boating market and also different ways of reaching new audiences including promotion in Australia.

Our marketing will also focus on "Get your tickets early" and getting the quality buyers through the gates. You will see our advertising and editorial in *Boating New Zealand*, *Professional Skipper*, *Alloy Boats*, *Pacific PowerBoat*, *Fishing News*, *Ocean Magazine* and you will also see and hear us with our planned TV advertisements, radio ads and digital marketing.

This is your show – as a member of NZ Marine we look forward to providing you with two complimentary tickets to the show and we hope you will attend and enjoy!

Stacey Cook
Boat Show Manager
NZ Marine

www.auckland-boatshow.com
www.iticket.co.nz



The show is not just about big boats. Trailer boats will be well represented with leading fibreglass and aluminium brands exhibiting their latest models.



WHAT: The On Water Boat Show **WHEN:** 28th September - 1st October 2017 **WHERE:** Viaduct Harbour, Auckland

NZ Millennium Cup



On the rail.

Yachts and sponsors lining up for super yacht regatta

Following on from a spectacular 2017 event in January, which marked the start of the regatta season, the NZ Marine Export Group has committed to run the NZ Millennium Cup annually for at least three more years.



THE NINTH EDITION of the Cup was held from 24 to 27 January 2017 and continued to display the increased momentum that we've seen in the regatta's recent years.

Owners and crew gave strong feedback about the Bay of Islands setting, describing the courses as scenic and challenging, and NZ Marine Export Group were pleased to see the Cup appearing in a spread of major superyacht and luxury industry media titles. Magazines including *Boat International*, *Asia Pacific Boating*, *Ocean Magazine* and many more covered the regatta, with some magazines running up to eight stories through the year as they continued their support of the event.

2017's regatta also saw greater support from the wider industry, with



Silvertip.

charter brokers adding it to their international events calendars and encouraging their clients to attend. The Cup's social media channels have continued to perform strongly with the NZ Millennium Cup's channels gathering 38 percent more followers than the Superyacht Cup Palma, for example.

NZ Marine Export Group was also thrilled to welcome industry luminaries like designer Ron Holland, the legendary America's Cup yacht designer, Tom Schnackenberg, and the voice of yachting, Peter Montgomery, to the regatta.

A fleet of eight superyachts lined up for 2017's regatta. In the Millennium Cup Division, 28-metre *Tawera*, 33.8-metre *Silvertip*, 39.7-metre *Janice of Wyoming*, 37-metre

The fleet enjoys spectacular Bay of Islands scenery.





Farfalla.

Pumula, 31-metre *Farfalla* and 43-metre *Cavallo* took up the campaign for the Cup. By Day Three, *Tawera* had emerged a clear winner, but with plenty of competition from the fleet.

In the Pacific Division, New Zealand legend *Steinlager 2* once again took on *Antaeus*, with *Antaeus* beating her rival to take first place for the series.

Many of 2017's competitors have already indicated they'll be back to compete in next year's event.

Cup defender *Tawera* will return to defend her title when 2018's racing begins on January 23, with a host of other yachts ready to add this unique regatta to their itineraries.

"The Cup has a lovely balance of beautiful scenery and interesting courses. It's very similar to Sardinia in its topography but the event is more like one of the earlier superyacht regattas in that it's cosy and familiar and fun. It's hard not to come away with good memories – the close community of

people who put this event on are very passionate about it and that shows," said Captain Richard Chadburn of 2017 entry, *S/Y Farfalla*.

Sponsors have been quick to return to the regatta, with the majority of 2017's sponsors already onboard for 2018, including Orams Marine, which has signed up as the regatta's platinum sponsor for another two years. A notable new addition to the sponsor line-up is Boat International Media, which comes onboard as one of the event's media partners alongside Ocean Media.

Central Auckland shipyard, Orams Marine enjoyed a busy season, including preparing competitors for 2017's regatta, and is anticipating more of the same in the year to come.

"We're seeing larger yachts undertaking more technically demanding work, a trend which is increasing as the regatta and other attraction initiatives take effect," says Orams Marine's Craig Park.

Long-time supporter of the regatta, Smuggler Marine, has also returned for 2018 as a gold sponsor, alongside Doyle Sails New Zealand and Bay of Islands Marina. They're joined by silver sponsors Onfire Design, Breed Media, and COAST New Zealand.

The NZ Millennium Cup features some of the fleet's most adventurous superyachts racing in one of the world's great natural playgrounds, the Bay of Islands. Headed by the NZ Marine Export Group and a dedicated committee, the event always supplies a wealth of exciting racing and is becoming well-known as a 'must attend' regatta for yacht owners who like to get off the beaten track.

The regatta is designed to highlight the importance of the superyacht sector to New Zealand's marine industry, as well as showcase some of the country's most visually striking cruising grounds in a truly unique manner.

www.millenniumcup.com

PLATINUM SPONSOR



GOLD SPONSORS



SILVER SPONSORS



FRIENDS Q-West • Robinson • Lancer • McMullen & Wing • Holton • Power Equipment • Prospeed

Industry Training Organisation

Apprenticeship is the best preparation

28-year-old Simon Bird qualified as a Marine Systems Engineer whilst working at Alloy Yachts under Ross Clapham, now one of our NZ Marine and Composites ITO field officers. Simon is now a hydraulic technician with Emirates Team New Zealand.

IN HIS OWN WORDS:

After Alloy Yachts, I wanted to get my Class 3 foreign-going engineering ticket, so I managed to get a training position aboard an anchor handling and support vessel servicing the oil rigs down in New Plymouth.

I needed nine months sea time and then had to go the NZ Maritime School to do the theory side and sit the exams. After getting my engineering ticket, I got a job back down there and have worked as the third engineering officer for three years.

I started at ETNZ nine months ago and my role is hydraulic technician. It involves the fit-out and maintenance of the systems on the yacht and also

monitoring and inspecting the systems while the yacht is on the water.

One of the most interesting and challenging parts of being involved in ETNZ is that we are constantly making changes, both large or small, overnight to make the yacht faster or perform better in different wind conditions. But you must do your job perfectly because there is no second chance. One bolt not torqued correctly, a new hose not crimped or swaged properly or a line not tensioned perfectly can cause a breakdown and lose you a race – as we have seen already with some of the other teams.

One of the best bits of advice I got was from this 70-year-old chief engineer: "If you want to be a ship's



Simon Bird.

engineer, go build one first."

Basically, he was saying that the skills you learn as an apprentice give you the best practical foundation for any other engineering studies you want to do later in life.

A woman's touch at Auckland Marine Centre

Leisha Burrows always wanted to get her hands on the tools.

THE SLIGHT YOUNG AUCKLAND

woman thought about a career in the automotive industry, but was discouraged by the amount of physical strength required. Instead, she convinced Gary Hatton at Auckland Marine Centre to take her on in the dealership's busy workshop. The trial went well and after a few more



Leisha with Gary Hatton, right, and Andrew Hillier.

months, Gary decided to offer her a marine technician's apprenticeship.

Leisha is thriving, showing real initiative and a willingness to learn, says Andrew Hillier, the senior marine technician at Auckland Marine under whose guidance she is working.

Leisha is now well into the swing of her apprenticeship, working closely with NZMAC ITO.

New qualification under development for outboard motor sector

THE NEW ZEALAND CERTIFICATE in Trailer Boat Rigging and Servicing (Level 4) programme is a new NZMAC ITO developed qualification endorsed by the marine industry.

The Motor Industry Training Organisation has transferred standard setting responsibility for trailer boat systems to the New Zealand Marine and Composites ITO (NZMAC ITO), finalised prior to Christmas 2016 by Steven Joyce, TEC, and NZQA.

The details of the transfer have not yet been finalised

between MITO and NZMAC ITO. New resources need to be developed by NZMAC ITO to ensure they are fit for purpose, technically correct, and relevant to the industry and it is expected that the development will be complete late 2017 or early 2018.

For more information please contact NZMACITO on Tel 09 360 0056 or contact your ITO Field Officer.

Fijian boat builders training in New Zealand

With assistance from government funding, NZMAC ITO and Skills International Limited have given four Fijian apprentice boat builders an incredible opportunity to further their training with an off-job training course and short tour of some New Zealand marine companies.

THE OFF-JOB TRAINING course is designed to supplement skills already learnt in the workplace, and expose learners to skills and experience that they may not otherwise

"Our trip here is one that we believe will not only benefit our company, but also give us an opportunity to raise the standards..."

have access to. Vi, Ryan, Tony, and Tex have spent two weeks at the Scale Drawing and Lofting course with NZMAC ITO providers North Tec at their Whangarei campus.



ABOVE: Meeting lofting course tutor, Rodger Rhodes who is explaining how lofting works.

BELOW LEFT: Visiting Blackdog Steelworks Ltd to meet owner/director Luke Ogle (orange vest).

BELOW RIGHT: Arriving at North Tec, Friday, May 5.

The NZMAC ITO team arranged site visits to Blackdog Steelworks Ltd, Circa Marine Industrial Ltd, and Tangaroa Marine Fabrication Ltd, so the apprentices could gain an appreciation of how New Zealand companies operate in the production boat building sector.

The Fijian apprentices are all employees of Cobra Boats and Marine Services Limited based in Nadi, Fiji. Cobra Boats and Marine Services Limited produce a wide range of alloy boats, including long boats, barges,

catamarans, boat trailers, jet-ski trailers, and the odd tourist submarine.

Comments from Tony on behalf of the team:

"Our trip here is one that we believe will not only benefit our company, but also give us an opportunity to raise the standards of building alloy boats in the South Pacific, similar to what we have seen here on our site visits to some of the best well-known boat building companies."

www.nzmacito.org.nz



School to work

As an employer, do you have trouble recruiting employees?
NZMAC ITO may be able to help.

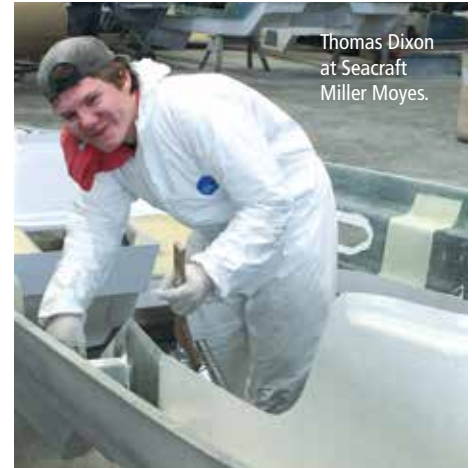
A NEW INITIATIVE, introduced in 2016 by the Ministry of Education and TEC, is helping employers recruit employees for the marine, composite, and marina businesses in Auckland, Hamilton, and Whangarei.

The School to Work concept is a simple one. Through recommendations from careers personnel, presentations to technology classes and Careers Expos, the NZMAC ITO School to Work Transition Advisor is matching talented and suitable students with employers. Students are introduced to a workplace, usually for one or two days per week, while they continue studying at school. Students earn credits towards a nationally recognised Level 4 qualification and NCEA level 2 or 3. This programme gives students a chance to sample industry training while acquiring valuable skills and authentic work place experiences. The placement gives employers time to see how the students work and whether they are a good fit for their company and progression into apprenticeship training.

Students who have traditionally been advised into building, plumbing, and electrical trades are being exposed to NZMAC ITO training pathways in boat building, marine systems engineering, composites, cabinet making, and marina operations.

One student who has now transitioned from a two-day School to Work placement at Seacraft Miller Moyes into full-time employment is 18-year-old Thomas Dixon. Formerly a student at Michael Park School, Thomas knew he was keen to learn a trade, but was uncertain about what career path to explore. Practically capable, working on carpentry and electrical projects at home, Thomas jumped at the chance to learn new skills outside of the classroom and gain a valuable insight into an industry he had not otherwise considered.

Thomas finds the diversity of work stimulating and enjoys the team environment at Seacraft Miller Moyes. Workmates have commented on his problem-solving skills and his ability to think outside the square.



Thomas Dixon
at Seacraft
Miller Moyes.

"One of the things I really like about the programme," reports Melanie Bray, careers advisor at Thomas's school, "is that it allowed Thomas to take a mini-step into the industry without having to make the hard decision to leave school totally."

The School to Work initiative allowed Thomas to be introduced to a whole new world supported by NZMAC ITO.

Thomas now has set his goals firmly on an apprenticeship in Production Composite Trailer Boat Building and is chuffed that School to Work gave him the knowledge and confidence to choose an exciting career in the marine industry.

For further information contact:
Tracey Eaton, NZMAC ITO Schools
Transition Advisor tracey@nzmarine.com



Conrad holding Drew's half model which is designed by grandfather Chris.

Drew Robertson - Robertson Boats

IT'S THE HANDS that give it away, hands shaped by generations of hard work. Conrad Robertson's sizeable mitts have been shaping boats or propelling them through the water since he was born. They are capable of crafting the finest joinery or grasping an Olympic rowing oar that blasted our coxless quad to gold at the Los Angeles games.

Conrad's father Chris is revered as a wooden boat builder and designer. He started his apprenticeship during World War 11 in Freeman's Bay and helped build the famous Fairmile launches that supplemented our navy's fleet. His

company Robertson Boats relocated to Warkworth shortly after the boat tax decimated our industry in the late 1980's. Located on the river it continues to qualify apprentices.

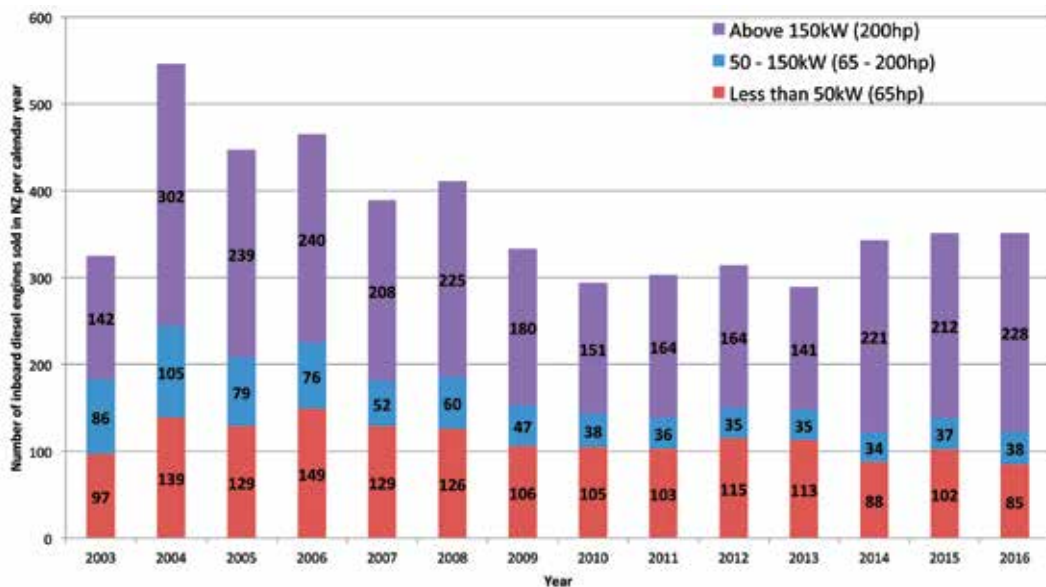
Drew is the third generation boat builder from this family. Currently enjoying a well-earned break in Europe, Drew recently completed his Wooden and Composite Boatbuilding apprenticeship. Visiting yards throughout Europe and the USA, Drew is gaining additional knowledge that will allow him to continue this family's long-standing reputation of quality boat building.

Industry Statistics

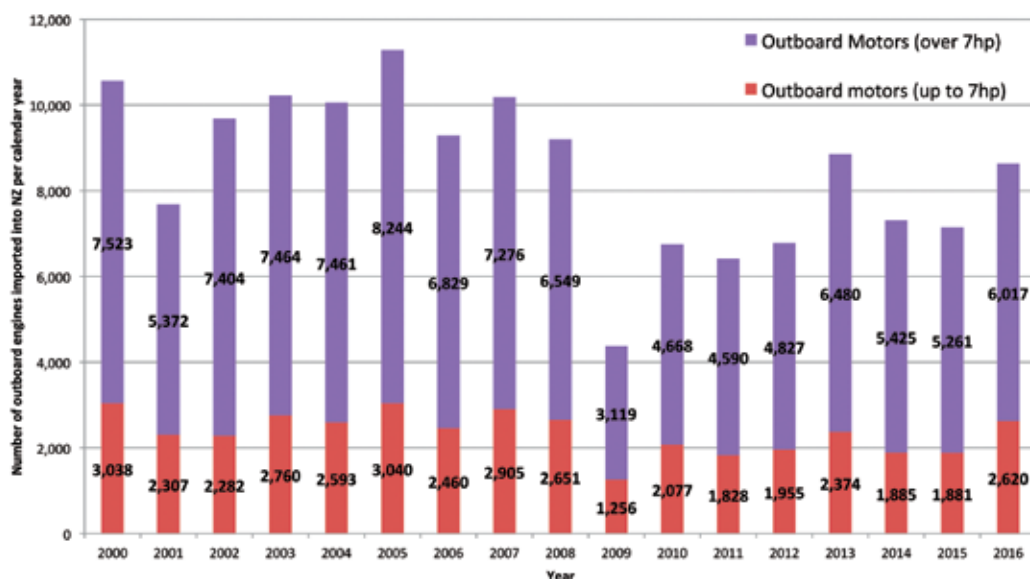
Domestic economy showing steady sales

Trailer boat, inboard engines and outboard motor sales increasing again.

Inboard diesel engine sales in NZ, 2003 - 2016 per year



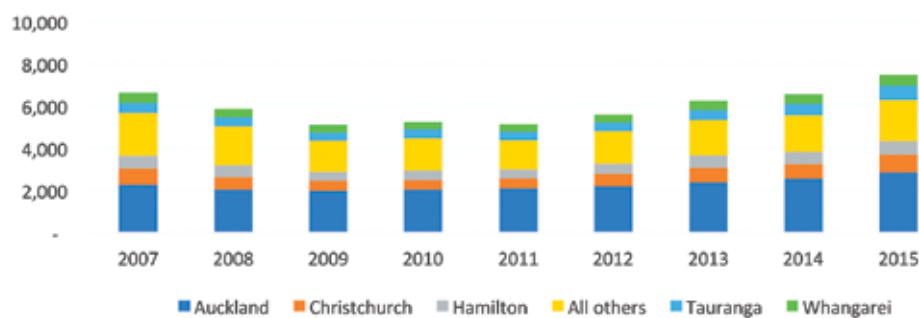
Outboard motor imports into NZ (petrol), 2000 - 2016, per year





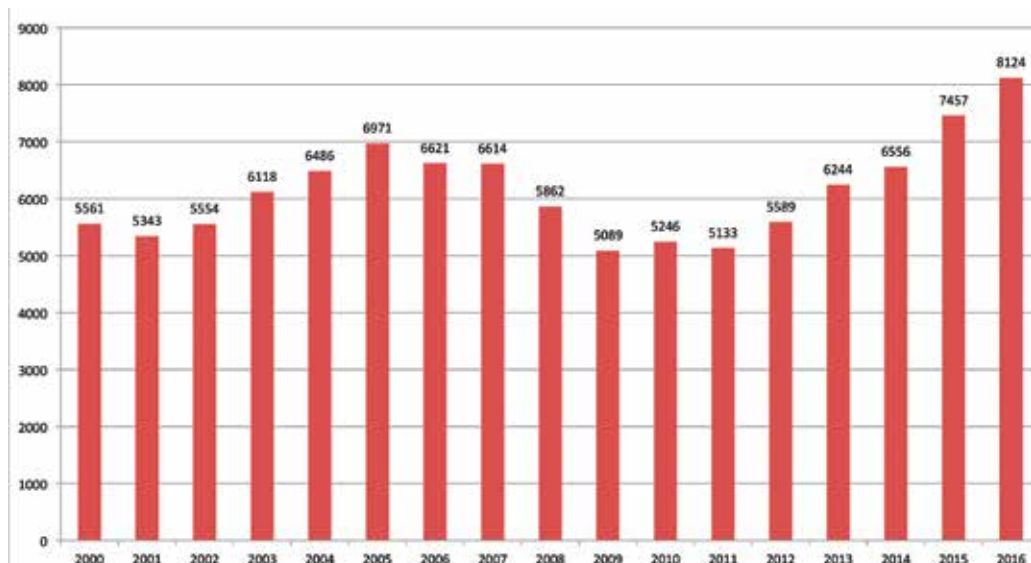
Over 100,000 new boat trailers since the year 2000.

New boat trailer registrations in New Zealand: major regions of registration



New boat trailers 2000 - 2016 per year

(includes first-time registrations for brand-new trailers and re-certification of existing de-registered trailers)



Fiji-NZ Day – 28 July 2017



Denarau Marina.

Pacific partnership

The second Fiji-NZ Open Day will be staged at Port Denarau Marina and Denarau Yacht Club on Friday 28 July.

LEADING NEW ZEALAND marine companies will meet with Fijian industry representatives, plus superyacht captains and owners of international cruising yachts, for this Fiji-NZ collaboration.

Companies present will display the diverse range of refit services and maintenance capabilities in New Zealand, together with destinations and marinas. Vessel owners and local marine representatives engaged one-on-one, discussing options and facilities including marine products, support equipment and vessel agency services.

The event will promote collaboration between businesses in Fiji and in New Zealand, and in conjunction with the Island Cruising Association, there will also be a range of seminars covering passage planning between Fiji and New Zealand, destinations in New Zealand, weather patterns, Customs clearance and biosecurity requirements.



ABOVE: IMED MD David Chalmers talks with visitors at the 2016 event.

BELOW: John Martin of Island Cruising Association will again run a series of seminars.



New Zealand companies attending this year include:

Akzonobel
Auckland On Water Boat Show
Babcock NZ
Bay of Islands Marina
Bluefix Boatworks
Destination NZ
Hibiscus Marine Coatings
Hutchwilco NZ Ltd
IMED
Lancer Industries
Lusty & Blundell
North Sails
Norsand Boatyard
NZ Boatbuilding Apprenticeships
Orams Marine
Penske Power Systems
Power Equipment
Robinson Interiors
Volpower
WhisperPower Pacific



Commercial Vessels Group

2017-18 NZ Marine Commercial Vessels Directory

This updated publication profiles New Zealand's capability of commercial boat building, design, engineering, ship repair, maintenance and marine equipment supply and services. It will be available in both hard copy and electronic format, as well as on USB drive.


THE DIRECTORY WILL be promoted and available for download on the NZ Marine website nzmarine.com and the Commercial Vessels website nzmarinevessels.com.


Marketing includes distribution targeting the World Trade Organisation Agreement (WTO) on Government Procurement (GPA), to maximise new business opportunities through this inter-Government initiative with partner countries.

Additionally, it will be sent to local organisations such as Port Authorities, vessel operators and offshore contacts involved with purchasing vessels and marine equipment or services. Copies will also be distributed to New Zealand Trade and Enterprise offices worldwide, together with promotion through NZ Marine member companies.

A media release will be distributed to international publications involved with the Commercial Vessels sector. We look forward to this directory being an important tool in promoting the capability of New Zealand's commercial marine sector.





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Export Group News

Shanghai Boat Show

NZ Marine companies exhibiting on the NZ stand, supported by NZ Trade and Enterprise, included Fusion, Hamilton Jet, Naiad, Navico, Hella Marine, Pacific Aerials, BEP/Power Products, Sealegs and Vetus-Maxwell.



Peter Busfield pictured with Damon Pauling and Catherine Liu of NZTE Shanghai on the New Zealand stand at the Shanghai International Boat Show in May.



Monaco Yacht Show

We are pleased to continue with the New Zealand area at the Monaco Yacht Show.

Exhibiting at this year's show will be Southern Spars, Harken, North Sails, Doyle Sails, Magnus Marine and Events Clothing.

METS 2017
TRADE
14-15-16 NOVEMBER
RAI AMSTERDAM
THE NETHERLANDS

METS

The Marine Equipment Trade Show, 14-16 November, is one of the top business-to-business trade shows in the world and a key if you are wishing to get your product into the European market.

This year the following companies are exhibiting in the New Zealand Pavilion in Hall 2: Connex Wire, ENL, C-Tech, Pacific Aerials, Ultraloon Products, Fastmount, Tru Design Plastics, Oceanmax, Oceanz88, Fusion and Stainless Downunder in the Superyacht Pavilion.

There are exhibiting spaces available if you are interested in taking a whole stand or sharing. Please contact NZ Marine if you are interested.

ASMEX

The Australian Superyacht, Marine Export and Commercial Marine Industry Conference (ASMEX), held in June, was attended by NZ Marine President Myles Fothergill, Executive Director Peter Busfield and Export Group Manager Stacey Cook.



MYLES FOTHERGILL ADDRESSED conference attendees and Peter Busfield was a member of the South Pacific Superyacht Industry panel formed on stage to drive discussion on how the region can collaborate to grow the South Pacific as the number-one cruising ground for the global superyacht fleet.

The room voted to form a group of industry representatives from Fiji, Tahiti, New Zealand and Australia to devise a five-year strategic plan for collaborative marketing of the region, working with partners to increase the traffic to all destinations in the South Pacific.

Maryanne Edwards CEO Superyacht Australia, Peter Busfield CEO NZ Marine and Manoa Ray from Tahiti Tourism wholeheartedly supported this direction and will work together to establish the representative group and first meeting.



ABOVE: NZ Marine President and Managing Director of Q-West Boat Builders, Myles Fothergill meets his Australian competitor Alan Steber of Stebercraft at the recent Australian Superyacht, Marine Export and Commercial Marine Conference held at Sanctuary Cove.

Fastmount deck upholstery clip

FOLLOWING THE RELEASE of the TC-06 clip set from the Textile Range in 2016, Fastmount has responded to market feedback by designing a surface-mount clip to attach cushions to superyacht decks – the TC-SM6.

The male TC-SM6 joins the TC-F6 and TC-M6 as part of the Fastmount Textile Range, which was designed to enhance the process of precise cushion placement and removal on superyachts. The new clip can be used in conjunction with the female TC-F6.

While the original TC-06 clip set was met with enthusiasm from European boatyards, market feedback determined the requirement for a male clip that would not need screwing into the deck substrate. Fastmount quickly set to work, developing the TC-SM6, a translucent, UV-stabilised surface-mount clip which attaches to the substrate with an extremely strong, clear adhesive tape on the wide base of the clip.

Its translucent nature ensures the clip blends into the deck once the cushions have been removed.

Compared to traditional upholstery fixings, such as hook

and loop tape or rope tracks, the TC-SM6 has two key advantages: its adhesive backing, which ensures both quick installation and zero holes in the deck; and its transparent nature, allowing it to adapt to its environment, taking on the colour of the substrate.

The TC-06 clip set was nominated for a DAME award in 2016, and awarded the John 'Walkabout' Sisson Innovation Award in March 2017. The new TC-SM6 is available as a part of the Textile Range from authorised Fastmount distributors worldwide. www.fastmount.com.



Member news

Fishing competition celebrates long service

A lot of staff come and go during 31 years in business, so when Lloyd Stevenson Boatbuilders' longest serving staff member hit 20 years of continuous service, it was worth celebrating.

GAVIN OSBORNE SERVED HIS

apprenticeship with Lloyd Stevenson Boatbuilders, finishing in 1988 and returning for good in 1996, just in time to start work on the first of 21 Upfold Elite motor yachts.

In 2006, Gavin shifted his focus to engineering: he has engineered every Elite built at LSB since then.

Proud of his fishing prowess and with plenty of tall tales to support it, a fishing contest seemed the most fitting way to celebrate Gavin's contribution: "something all the boys could enjoy."

On February 24, more than 40 LSB staff stepped aboard five Elite motor yachts, belonging to Rob Basset, Ken Stevenson, Bill Burrell, Bill and Christine Upfold, and Graeme and Margaret Spooner, and headed out into the Waitemata for a half-day of intense competition and banter.

Weigh-in was at 17:00 in West Bay, Rakino Island, followed by a BBQ and prizegiving, with prizes donated by The Powertool Centre, Waterford's and Wyatt Machine Tools, among other suppliers. Sylvia Fitzli hand-

crafted some superb trophies.

"The day was a huge success - a real celebration not only of Gavin, but also the fine tradition of long service and custom boat building in New Zealand," said Lloyd Stevenson.

www.lloydstevensonyachts.co.nz

RESULTS

Heaviest snapper – Gareth Curd
Heaviest kahawai – Jeremy Anderson
Average weight snapper – Matthew Geck
Widest scallop – Luke Hill
Largest other species – Christine Upfold



Gavin Osborne.

Designer Dibley's top award

New Zealand-based yacht designer, Kevin Dibley, was named the 2017 Yacht Designer of the Year at the Asian Marine and Boating Awards.

THE EVENT WAS held during the recent China International Boat Show in Shanghai.

Alistair Skinner, Judges Coordinator for the Awards says he has followed Kevin's work for some time, especially the boats he has drawn for Asian builders, and has always noted the fairness of the lines.

"Perhaps he is not yet as recognised quite as much as some of the previous Award winners, but I am sure that is only a matter of time especially as the Asian arena is one of the growth hot-spots in the global leisure marine market."

Dibley says he is truly honoured to have received the award. "Though it was awarded in my name, all the people contributing to the Dibley Design Team share this win as the synergy each team member brings is crucial to our projects.

"Our Asian clients have become a very important part of our design success of late and we thank those who have put faith in our work over there. Whether it is racing yachts, cruising yachts or powerboats, our diverse portfolio and clientele have kept the team busy and on their toes, and we look forward to many more years of success in the Asian market."

Dibley is the first New Zealander to win the award. Previous winners include the late Ed Dubois, UK-based Bill Dixon, Irish-based designer Mark Mills, Italian superyacht designer Horacio Bozzo and Dutch superyacht designer Cor D'Rover.

www.dibleymarine.com



TOP: Kiwi yacht designer Kevin Dibley. ABOVE: Kevin Dibley, with trophy (right) alongside NZ Marine's Peter Busfield.



New tourist cat for Kaikoura

CATAMARANS INTERNATIONAL recently launched the 16m semi-displacement catamaran *Moana Nui* for a Kaikoura-based tourism company Encounter Kaikoura.

The vessel will be used predominantly for swimming with dolphins/dolphin watching.

Unique features include: hull form engineered for trailer haul-out daily; dual helm with excellent visibility optimised for swimmer safety; large below waterline swimsteps for easy water entry/exit.

Moana Nui is surveyed for 49 passengers. She has a service cruise speed of 20 knots with a maximum of 28 knots.

www.catamaransinternational.com

Mercury chief visits NZ

John Pfeifer, president of Mercury Marine, visited New Zealand in late May, talking to Mercury dealers and taking in the final day of the Hutchwilco New Zealand Boat Show in Auckland.

PFEIFER WAS HAPPY to talk with *Boating NZ* and *NZ Marine News* about Mercury Marine's business and the importance of the New Zealand market.

The USA makes up around 50% of the global market for marine engines and market conditions there are improving, said Pfeifer, after a downturn in the wake of the GFA. Recovery has been slower in Europe and Oceania (which includes New Zealand and Australia), but those markets are also improving and Mercury is gaining market share globally, according to Pfeifer.

The manufacture and distribution of marine engines, including Mercury outboards and Mercruiser inboards, is slightly less than half of Mercury Marine's global business with parts and accessories making up the balance. In recent years Mercury Marine has concentrated on acquisitions to drive growth, gain market share and become a more reliable supplier. Mercury's relatively recent acquisition



John Pfeifer, left, talks with *Boating NZ* magazine publisher Tim Porter at the Hutchwilco NZ Boat Show.

of BLA is a good example of this strategy, says Pfeifer.

Pfeifer also noted the continuing swing away from two-stroke outboards.

"As four-strokes have become lighter, more reliable and easier to service the argument for buying two-stroke outboards has become increasingly less convincing," explained Pfeifer.

Even in markets like New Zealand without strict emissions regulations, four-strokes are forging ahead of two-strokes due to superior fuel economy, better NVH (noise, vibration and harshness) ratings and improved torque characteristics.

Pfeifer commented that Mercury Marine pays close attention to New

Zealand, which the company considers has a unique boating culture.

"New Zealand has perhaps the highest per capita boat ownership in the world and I'm struck by the sheer number of boat manufacturers here, as well as the quality of the boats they produce. New Zealand boat builders are innovative and passionate – Mercury Marine monitor what they are doing with interest," said Pfeifer.

Mercury Marine's US headquarters are at Fond du Lac, Wisconsin, where they have a 1,000,000 square-metre manufacturing and administration complex. The company has 80 facilities in 22 countries and employs more than 6000 people worldwide.

North Technology Group acquires Hall Spars

HALL SPARS GROUP was founded 37 years ago by Eric Hall in Bristol, Rhode Island, and expanded to facilities in Auckland, New Zealand, and Breskens, Netherlands.

In early 2017 the US parent company announced that it would be closing its doors.

North Technology Group's (NTG) recent acquisition ensures Hall Spars' activities in Auckland and Breskens will continue, with a re-establishment of Hall's service presence in Rhode Island.

"Hall Spars has long been highly regarded in the mast business. The financial challenges the company faced earlier this year were very saddening, but reflect just how

tough the marketplace has become," said Richard Lott, CEO of North Technology Group.

"We see the addition of Hall Spars as a further strengthening of the group's mast making skills," said Sam Watson, CEO of NTG's mast businesses. "It broadens our reach with the addition of the male mandrel mast building technology. This balances Southern's typically female-moulded approach, enabling us to serve every customer's needs."

North Technology Group was founded in 1957 as North Sails and includes Edgewater Power Boats, North Thin Ply Technology, Southern Spars and now Hall Spars.

www.northsails.com www.hallspars.com



Clint Jones, left, seals the deal with Andy Yeomans.

UK distributor for Propspeed

Auckland-based Oceanmax International Ltd has officially named Grapefruit Graphics as sole UK distributor of Propspeed anti-foul products.

CLINT JONES, MANAGING DIRECTOR of Oceanmax, is enthusiastic for the future.

"Propspeed's largest measure of its market leading performance is the thousands of smart boat owners who use it year after year: clean running gear equals 'More Speed, Less Fuel'.

Grapefruit Graphics Director, Andy Yeomans, confirmed the synergy between the two companies.

"Oceanmax's range of Propspeed products align perfectly with our new foul-release film MacGlide. We can now provide a complete solution for protecting the hull and appendages under the waterline. This removes the need for boat owners to hoist their vessels on an annual basis, as shaft anodes can be replaced by divers while the boat's in the water,

eliminating unnecessary costs and saving valuable time.

"As a company, Oceanmax has an excellent brand presence within the marine market place with Propspeed and an even stronger reputation. We are thrilled to be their sole UK distributor."

Stuart Gladwin has joined the Grapefruit Graphics team as Marine Coatings Sales Manager. Stuart has a wealth of experience in the marine painting industry.

"Oceanmax is very proud to be able to support Grapefruit Graphics, a leading-edge UK company, to service the UK market and grow the enormous potential we see there. We will support Andy, Stuart and their team in-market and with their customers," says Jones.

"Later in the year we will introduce industry changing data to the market to support what thousands of recreational and commercial boat owners worldwide already know about the value and cost savings Propspeed brings to their marine journey."

The two companies are proud to offer these alternatives to conventional anti-foul paints: neither Propspeed nor MacGlide contain harmful toxins or chemicals.

With the strong possibility biocide substance use will soon be restricted by the British Coating Federation, these products provide a viable alternative that will meet potential legal restrictions on antifouling in the future.

www.propspeed.com

www.grapefruitgraphics.co.uk

MRX Yachting – 2017 NZ Marine Industry Challenge

A number of marine industry figures sailed the fleet of identical 10.2-metre Farr MRX racing yachts in May for the 2017 NZ Marine Industry Challenge. The teams enjoyed two races in fresh conditions on the Waitemata Harbour.

THE TEAM FROM Brin Wilson Boatbuilders presented the magnificent Nick Saull Memorial Trophy for the first-placed yacht helmed by the entering company in the first race. Jan Saull presented it on the night at the moving prize-giving held after the racing at the Royal New Zealand



The North Sails team and Jan Saull with both trophies.

Yacht Squadron.

Congratulations to Andrew Wills and his team from North Sails on winning both the Nick Saull Memorial Trophy and the trophy for the best results over the two races.

Profab mussel harvester launched



Profab Engineering recently launched a new mussel harvesting vessel at the Foxton Beach boat ramp.

AIR BAGS WERE utilised during the launch, the third time Profab has launched newly built vessels using this method.

The aluminium vessel is the latest boat for the Clearwater Mussels fleet and will be used to seed and harvest mussel lines in the Golden Bay-Marlborough Sounds area. She is 27



metres long with a beam of 8 metres and draws just 1.5 metres. Maximum speed for the 54-tonne vessel is 16 knots.

Main engines are a pair of Scania 550hp diesels and there's another, smaller Scania diesel to run the vessel's hydraulics.

The mussel harvester has berths for six.
www.profab.co.nz

MARSDEN COVE MARINA

— WHANGAREI HARBOUR —

Northland's newest vessel haul-out and hardstand under construction at Marsden Cove Marina will be operational later this year. Marsden Cove Marina is a modern premier class facility with an adjoining retail and commercial complex poised for expansion.

Opportunity exists for marine service providers to establish premises. Enquiries welcome.

Haul-out – Custom-built Roodberg hydraulic marine trailer
– Carries vessels up to 80 tonnes, max length 35 metres, max beam 12 metres

Hardstand – 1 hectare hardstand with heavy duty surface
– Secure fencing and monitored video surveillance



Contact Marina Manager Brent Wilson

Ph: (09) 432 7740 or 021 540 888

E: info@marsdencovemarina.co.nz

W: www.marsdencovemarina.co.nz

Marsden Cove expansion



Construction has begun on new haul-out and hardstand facilities at Northland's Marsden Cove Marina.

MARINA MANAGER BRENT WILSON

said the project is a big development that will complement the marina's existing facilities and benefit the wider Northland boating community. The new facilities are expected to be operational later this year.

Marsden Cove is located just inside the entrance to Whanagarei Harbour and is proving increasingly popular with visiting overseas vessels as well as locals.

The haul-out facility will feature a Dutch-built Roodberg hydraulic lifting trailer capable of lifting vessels up to 80 tonnes in weight with a maximum length of 35 metres and a beam of 12 metres. It will operate on a custom built submersible ramp inside the sheltered waters of the marina.

The new hardstand facility nearby will include 1 ha of sealed surface with secure fencing.

Marsden Cove Marina currently

offers 230 berths from 10.5 metres through to 40 metres, available for long or short-term lease/rent. A designated catamaran pier can accommodate multi-hull vessels up to 25-metres long.

An adjacent commercial complex offers entertainment and services, including shore-based vehicle refuelling and a Customs office for overseas arrivals and departures.

www.marsdencovemarina.co.nz



LEFT: The new hardstand facility will include one hectare of sealed surface.
RIGHT: Marsden Cove currently offers 230 berths.



GMS appointed Scania service dealer

General Marine Services (GMS) has been appointed an official Scania service dealer for the greater Auckland area south of the Harbour Bridge.

KEY ENGINEERING STAFF in GMS's service division (GMS Service) have received technical training to carry out routine maintenance and service work, plus fault-finding, repairs and full engine rebuilds if required.

From June 1, GMS's retail and trade shop (GMS Store), will stock

"The Scania-powered fleet is expanding..."

all service related parts and progressively expand its inventory to include all commonly requested spares. Less often requested parts will be sourced from the national

distribution network overnight, or within 7-11 days from the global distribution centre in Belgium.

Ross Williamson, Managing Director of South Pacific Diesel Systems, the national distributor for Scania marine and industrial engines, says over 500 large capacity marine engines are in service in demanding roles.

"The Scania-powered fleet is expanding, not just because the engines are reliable and fuel efficient, but also because we strive to provide total support. The end-user, our customer, is everything. We appointed GMS to ensure our customers

continue to receive the best possible support as the Scania fleet expands."

www.generalmarine.co.nz



Hull 1015 superstructure being craned out of the shed.
Photo: Paige Cook.

Giant sportfisher nears completion

Commissioned in 2015, Hull 1015, the 38.7m sportfisher in build at Yachting Developments, is now entering its final stages of construction.

THIS HUGE MOTOR YACHT, in build for a passionate fisherman and experienced yacht owner, will be the largest all-carbon sportfisher in the world on her delivery. She will be powered by a pair of MTU 3140hp diesels.

Naval architecture and exterior design is by Michael Peters Yacht Design, with interior styling by the owners and the yard team. Interior work is being produced by Yachting Developments' specialist in-house interiors team, with

structural engineering and design also by Yachting Developments.

"It is always gratifying to see a project start coming together and this transformational stage of the build of Hull 1015 is a tangible reminder of what a unique and exciting project this is," said Ian Cook, Managing Director of Yachting Developments.

Delivery is set for the third quarter of 2017.

www.yachtingdevelopments.co.nz

Major refit for *Lion New Zealand* at Yachting Developments



The 80ft maxi yacht *Lion New Zealand* will undergo a top to bottom refit at Yachting Developments' yard.

NOW 32 YEARS old, this iconic Ron Holland-designed yacht was built for Sir Peter Blake's fourth attempt at the Whitbread Round The World Race in 1985-1986.

Owned since 2008 by the NZ Sailing Trust, *Lion New Zealand* maintains Blake's legacy by providing youth sailing experiences to young New Zealanders.

During her time with the Trust, thousands have sailed aboard the yacht, which has covered more than 200,000nm. A comprehensive

restoration and refit will allow the Trust to continue their work.

This project is the perfect fit for Yachting Developments – in 2014 the yard undertook a major refit on *Steinlager 2*, also owned by the Trust. *Lion New Zealand's* refit has personal significance for the yard, as Managing Director Ian Cook was part of the original build team in 1985.

Lion New Zealand's planned refit will include a new mast, boom and keel, new rigging, deck winches and elec-

tronics, a full paint job in the yacht's original colours and new antifouling.

The interior will also receive new accommodation and a reconfigured galley and forward area, new electronics, lighting and navigation systems, and new plumbing.

Engineering work will include a new propeller shaft, engine and propeller.

All work will be sympathetically undertaken to maintain *Lion New Zealand's* history and original design.

www.yachtingdevelopments.co.nz



Kiwi clothing for Team ETNZ

Auckland uniform company, Events Clothing, has become the official team uniform supplier to Emirates Team New Zealand for the 35th America's Cup in Bermuda.

ETNZ CHIEF EXECUTIVE Grant Dalton had experience with Events Clothing and knew of their ability and performance. According to an ETNZ spokesman, "We needed a supplier who understood what the yachting industry required – someone we could rely on to turn things around quickly and have the uniforms ready in time for Bermuda."

Based on the original team uniform look, Events Clothing developed a lightweight marine clothing option for the weather conditions found in Bermuda, suitable for the whole team, whether on the water or inside the boat shed.

"To secure this partnership, the uniforms needed to be designed, manufactured and delivered to



Events Clothing developed a lightweight marine clothing option for conditions in Bermuda.

"We needed a supplier who understood what the yachting industry required..."

Bermuda in less than six weeks. To achieve this, Events Clothing conducted garment fitting assessments

with the crew and then flew Design and QC staff to China to oversee production," said Events Clothing Director, Owen Rutter.

Emirates Team New Zealand are said to be delighted with their new uniforms and impressed by Events Clothing's efficiency and performance.

www.eventsclothing.co.nz





Rayglass Boats has now won 33 Boat of the Show Awards.

Rayglass Boats continues winning streak

Auckland boat manufacturer Rayglass Boats has continued its amazing winning streak at the Hutchwilco New Zealand Boat Show's Boat of the Show Awards.

AT THIS YEAR'S show in May, the company won All Purpose Family Boat Up To 8 Metres, for the Rayglass Legend 2500, and All Purpose Family Boat Open, for the Rayglass Legend 2800.

Rayglass Boats has now won 33 Boat of the Show Awards. That's at least one Boat of the Show Award each year since the awards in their current format were introduced in 2000, including Boat of the Show: Overall Winner (now Supreme Winner) six times.

Rayglass's hugely popular Legend 2500 has won seven Boat of the Show Awards since its launch 11 years ago, making it the most awarded boat in Awards' history.

The Rayglass Legend 2800, until recently the flagship of the Rayglass Legend fleet, has been just as successful, with six awards since its first appearance in 2007.

In addition to its multi award-winning series of GRP powerboats,

Rayglass also manufactures the Protector range of patrol, work and pleasure RIBs and the highly innovative Pro Jet (the world's first commercially manufactured PWC-powered RIB).

The company has also just released their new flagship, the much-anticipated Rayglass 3500, which is set to be one of New Zealand's most popular production launches.

www.rayglass.co.nz



IN THAT TIME, Family Boats has grown to be one of New Zealand's largest and most important boat dealerships, dealing in a diverse range of new and used New Zealand-built and imported boats from leading brand boat manufacturers.

New and used boats, as well as a

huge range of boating accessories and water sports equipment, are displayed on site at Family Boats' sprawling Pakuranga premises, which includes large, modern showrooms.

Family Boats is a Yamaha marine dealer, including Yamaha Waverunner personal watercraft.

Family Boats turns 25

This year Family Boats, in Ti Rakau Drive, Auckland, is celebrating 25 years of service to boating in New Zealand.

The dealership's well equipped workshop staffed by highly trained, experienced technicians offers boat fit-out, re-power, engine repair and servicing for all types of outboards and personal watercraft.

Family Boats will be waving the '25-year' banner, so look out for it. www.familyboats.co.nz

Auckland turns it on for Volvo Ocean Race

Organisers are planning a non-stop programme of entertainment for the Auckland Stopover of the 2017-18 Volvo Ocean Race, from February 24 to March 18, 2018.

THE RACE VILLAGE will be open twelve hours per day during the stop-over. In 2015, more than 325,000 visitors came down to the Viaduct to sample a variety of entertainment, bars and eateries, Volvo Ocean Race Activations, Try Sailing and Boatyards – and let's not forget seeing the Volvo 65s in all their glory!

The Auckland Stopover Race Village will open its doors on 24



Danfeng Racing Team during the last Volvo Ocean Race.

February 2018, as crowds eagerly await the arrival the fleet race into Auckland at the end of Leg Four of the 2017-18 Volvo Ocean Race.

For this edition, the Volvo 65s *Team AkzoNobel*, *Dongfeng Race Team*, newly announced *Vestas* and *MAPFRE* will race down from Hong Kong to the City of Sails, where they can expect a spectacular welcome.

"No other city does it like Auckland,"

says Port Director Tom Mayo. "Kiwis embrace the Volvo Ocean Race in a unique way. No matter where the sailors are from, they feel like they're coming home when they sail into the Waitemata Harbour."

Plans for the 2018 Auckland Stopover will be announced over the coming months. Watch this space!

www.volvooceanrace.com



"Whilst Auckland has been an iconic stop for The Volvo Ocean Race in recent editions, it also serves as one of the most important from a maintenance point of view. At approximately halfway through the race, Auckland is the ideal place for teams and The Boatyard to perform the necessary maintenance to endure one of the most famous Volvo Ocean Race legs - The Southern Ocean.

Given the depth of the marine industry in Auckland, the race and the teams know they can rely upon the top end skills of the Kiwis to get things done."

– Grant Calder, Director, Volvo Ocean Race, Auckland stopover.

Sea Rescue Sled launched

New NZ Marine member Lloyd Valentine believes his Sea Rescue Sled will increase the odds of successful MOB retrievals and help save lives.

LIFTING A FATIGUED person from the water is one of the most challenging aspects of sea rescues, particularly if the vessel is short-handed.

Lloyd Valentine had been toying with the idea of a winchable rescue sled for years but decided to get serious in 2013, after a yachtsman friend was swept overboard and could not be retrieved.

"Our waters are so cold it doesn't take long for hypothermia to set in, so people often can't do much to help themselves," he says.

Lloyd's self-inflating Sea Rescue Sled has no transom, so an injured or fatigued MOB can simply float on and be pulled to the lee side of the vessel.

Onboard crew can then lift the sled horizontally, using a winch or 4:1 block and tackle pulley system from the main halyard. As the sled rises, it supports the MOB securely to prevent falls.



"Our waters are so cold it doesn't take long for hypothermia to set in..."

The sled can also be lifted vertically, enabling an able-bodied MOB to climb back on board using its in-built ladder.

Although designed with yachts in mind, Lloyd says the Sea Rescue Sled could also be adapted for use on large ships.

www.searescuesled.com



Crew can lift the Sea Rescue Sled horizontally using a winch or block and tackle.





"For the ultimate fishing platform I couldn't find better than a Surtees Pro Fisher."

LEFT: Al Brown, right, with Surtees Boats' Adam Dyck and Al's brother Jeremy after the award was presented. BELOW LEFT: Surtees displayed 11 models at this year's Hutchwilco NZ Boat Show. BELOW RIGHT: Scott and Mig pull the crowds at the Surtees stand.

Surtees' winning stand

A Surtees 575 Pro Fisher Centre Console custom built for renowned chef Al Brown won best 'Specialist Fishing Boat Up To 6m' at the Hutchwilco New Zealand Boat Show in May.

BROWN'S CRAFT IS a serious fishing machine with walk-around decks, heaps of fishing space and all-round casting. It is fitted with an optional casting platform and low-profile everything, including cleats and other fittings, to avoid snagging his fly line while Al is casting at and hooking big fish.

Al Brown commented, "For the

ultimate fishing platform I couldn't find better than a Surtees Pro Fisher."

Surtees Boats displayed 11 boat models on their stand this year, making it their biggest showing to date. As well as a range of boats, Surtees' stand hosted demonstrations by Scott and Mig from the *Fishing and Adventure* television series and vinyl boat wrapping,

completed live over two days.

Surtees also supplied the \$150,000 Surtees-Yamaha grand prize package, drawn under Police supervision and won by the Irfaaz family from Auckland

A record number of visitors attended this year's show with numbers up 5% on the previous year according to the organisers.

www.surteesboats.com



Caroline Gibson: 20 years

Caroline Gibson, NZ Marine's longest-serving employee, is celebrating 20 years with the organisation.

RESPONDING TO A TINY advert in the *NZ Herald* in 1997, she took a position as Office Administrator with a nascent Boating Industries Association, which at the time had just two staff.

"I talked to friends in the industry first about the job, and they said, 'Go for it!'" laughs Caroline.

"We worked out of a tiny little office in Westhaven Drive and I was pretty much the Girl Friday, washing the cups and taking the tea towels home in the weekends, in addition to my administration duties."

Caroline came to the role with impeccable marine credentials. With a naval family background and having always lived by the sea, she sought work that didn't involve sitting in an office. Several years spent in Greece and Turkey crewing on yacht flotillas and working for a bareboat charter company was followed by a stint working on super yachts, also in the Mediterranean.

"I met so many Kiwis in the Med I decided I had to go to New Zealand," said Caroline.



Caroline Gibson pictured with Peter Busfield at this year's NZ Marine Conference.

Once here, she did a stint as day-worker on the three-masted schooner *Adix* (formerly *XXXX*) and then spent two years as stewardess on *M/V Itasca* under Alan Jouning – "a great captain".

Caroline left *Itasca* in the Caribbean, but after a short spell back in the UK, she decided New Zealand was for her, returning in 1997 and after a few weeks taking the job with the Boating Industries Association. She's been there ever since and still loves it.

"It has been fantastic watching the marine industry grow and getting to know the people involved, many of whom are now friends.

The industry is so exciting, friendly and sociable, I can't imagine working anywhere else", jokes Caroline.

Over the years Caroline has been involved in organising many boat shows, conferences and other exciting events and played a key role in the production of publications, newsletters and websites, in addition to looking after the membership side of things.

"No two days are the same, and like the industry, NZ Marine has expanded, changed names and premises and added lots of staff. My role has evolved too, but it remains challenging and interesting. It's a great place to work."

John Deere for Power Equipment



JOHN DEERE POWER Systems (Saran) has appointed Power Equipment its new distributor for John Deere industrial and marine engines in Australia and New Zealand, effective from July 1, 2017. John Deere Power Systems manufactures reliable, fuel-efficient engines for agricultural, marine, forestry, construction and many OEM customers around the world.

John Deere provides support to customers via a global network of over 4,000 customer-focused dealerships offering quality sales advice, aftermarket support and parts backup. John Deere Power Systems is pleased to partner with Power Equipment in Australia and New Zealand.

www.powerequipment.co.nz

Busy year for Elliott Marine

Since the first Elliott 7 keelboat fleet was launched at the RNZYS in 2010, many yacht clubs have ordered these safe, exciting and extremely durable yachts.

DARWIN SAILING CLUB is the latest club in Australasia to purchase a fleet of Elliott 7 keelboats. The Darwin the yacht club is buzzing with enthusiastic first-time sailors, current and new members all wanting to sail the new yachts.

The new Elliott 7 fleet has lifted standards for adult learn-to-sail programmes and made sail education

training more accessible for sailors of all ages.

A matched fleet of Elliott 7 keelboats provides quality match racing and adds a new and exciting competition format to the club's sailing program. In July the club will hold their first international regatta -The Darwin International Youth Match Racing Regatta.

Elliott Marine recently assisted the Royal Port Nicholson Yacht Club to commission a new fleet of Elliott 6-metre keelboats. The yachts will be used to promote sailing and sail training for the Youth Development Programme at the club.

The fleet of Elliott 6Sports is the first fleet in New Zealand.
www.elliottmarine.co.nz



Elliott 7 keelboats at Darwin.

Hall Marine Design re-brands

HMD have been on a bit of a branding journey recently and are excited to finally reveal a new-look Hall Marine Design.

JARROD HALL SAYS they wanted the brand to reflect the way they design. The new look and 'pure freedom' message really capture the essence of what they're about. HMD believe boats are all about freedom – the freedom to go anywhere and do anything.

HMD's Kitset range also now has its own brand, called Purekraft.

Based in Mount Maunganui, the



HMD team are experienced fishermen, powerboat, and ocean enthusiasts who provide visionary design solutions that seamlessly merge form and function.



HMD have a growing range of powerboat designs, including notable custom and production trailer boats and luxury motor yachts. Hall Marine-designed recreational and commercial vessels operate in all corners of the globe, from USA and Europe to Asia, and of course, New Zealand.

www.hallmarinedesign.com



Perfect foils

Reaching speeds of up to 50 knots, the high-tech, foiling AC50s in the 35th iteration of the America's Cup put enormous loads on the foils, rudders and elevators.

TEAMS HAVE PUT HUGE R&D and precision engineering effort into the design and construction of these appendages. For nearly two years Auckland's Jackson Industries has collaborated closely with ETNZ's engineering and construction team to produce dozens of parts, including foils, rudders, elevators and other AC50 components.

The AC50's carbon fibre foils are built from hundreds of layers of 0.2mm Pre-Preg material, each foil taking around three months to build.

There are two critical processes to building a foil to the required accuracy, says the company's Project Manager, Paul Flett. "The first is producing the tooling – the female mould – and the second is machining the foil's upper surface."

The upper surface of the foil must be machined into the required geometry after curing. Jackson Industries' large, five-axis machining centres can tackle

the foils' complex geometry and the same high-end, ceramic-based tooling substrate favoured by the Formula 1 and aerospace industries is used.

"Each foil takes three months of intensive work. One stuff-up means you'd have to start all over again, and in context of ETNZ's campaign schedule, we didn't have that luxury," says Jackson's Project Manager Cameron Walker.

Flett and his crew also machined carbon fibre cross-arms and brackets for the very complex wing control system and ETNZ's radical pedal-power bikes, too, were created from Jackson-machined moulds.

Creating the 3D models for each mould is tackled with Solidworks, and translated into G-code for the machining centres with MasterCam.

Flett acknowledges the invaluable support of Callaghan Innovation throughout the project.

www.jackson.co.nz

"Jackson Industries has been yet another of the unsung heroes of this campaign. They have operated to a fantastic level of quality over two years under constant pressure to deliver what could turn out to be some of the most important components to helping us win the America's Cup."

GRANT DALTON:
CEO, Emirates
Team New Zealand

TOP: Jim Jackson and the Jackson Precision engineering team with the final ETNZ daggerboard to leave the Onewunga facility.

Thirty years, 11,000 boats

By John McFarlane

In 1986 two paua divers approached Paul Adams, a coachbuilder working for a marine engineering company in Bluff, asking for an alloy version of their rubber inflatable boat.

ADAMS DECLINED SO the divers had another engineering firm weld up a hull, but after looking at it Adams and fellow worker Bruce Dickens thought they could improve it and offered to build a better one.

Named *Ally Duck*, the 3.5m boat attracted half-a-dozen further orders and, realising the potential, Adams and Dickens formed Stabicraft Marine in May 1987.

Within 18 months of founding Stabicraft, Adams was exporting boats to Canada, an opportunity which began after exhibiting them at the Vancouver Boat Show. Since then Stabicraft has maintained a strong presence on the American continent, especially the Pacific NW and Alaska.

Good manufacturing begins with good design, says Adams. In the early days design was done by eye and the aluminium was cut by hand. These days the design team provide sheet nesting for accurate cutting straight from the CAD 3D Design software.

Stabicraft has been tweaking its hull shapes for 30 years. Initially



Paul Adams

“We sold heaps of those – a fantastic little boat”, the 630, which also sold well overseas, and the more recent 1550 Fisher.”

pontoons were round in profile, but that shape soon changed to D, which later became flattened on top. Various stepped chines – to aid dryness and better performance – have evolved into what Stabicraft calls its Arrow Pontoons.

Of the more than 11,000 boats he's built since 1987, Adams says the three most popular models have been the

open 430, “we sold heaps of those – a fantastic little boat”, the 630, which also sold well overseas, and the more recent 1550 Fisher. Of the current line-up, which ranges in length from 4.2m to 8.8m, the most consistent seller is the 1850 Supercab.

Stabicraft currently employs 80 people and takes a collaborative management team approach to design, management, building and marketing.

Besides dealers in Australia, New Caledonia, Tahiti and the US, Stabicraft has recently appointed a Scandinavian dealer to service Norway, Sweden and Denmark.

www.stabicraft.com





Tristram Marine turns 30

From small beginnings Tristram Marine have grown to be one of New Zealand's premier fibreglass trailer boat manufacturers and retailers.

This year Tristram Marine celebrates 30 years in the marine industry.

ESTABLISHED IN 1987 by Lance and Bronwyn Fink, just three months before the infamous sharemarket crash, the first few years in business were tough going, says Lance: "My bank manager told me: 'Just remember, I've got your house!'"

By the early 1990s the company had evolved from building one-off timber boats to producing production fibreglass trailer boats, starting with the New Year's Eve 1990 release of the Tristram 550, a boat Lance designed on his kitchen table.

The 550 and subsequent Tristram models quickly cemented Tristram Boats' place as a manufacturer of

premium quality fibreglass trailer boats.

Today Tristram Marine's large, modern and efficient production facility turns out 12 different models,

"My bank manager told me: 'Just remember, I've got your house!'"

including bowriders, cabin boats and offshore hardtops. The Hamilton facility boasts the largest indoor boat showroom in the country and Tristram Marine is New Zealand's only fibreglass trailer boat manufacturer using

CAD & CNC to develop every new boat.

These days the Finks' two sons, Kingsley and Tristram, have largely taken over day-to-day management of the company, though Lance and Bronwyn remain involved in the business.

In 30 years Tristram Marine has won numerous boat show Boat of the Year awards, has been recognised with a Deloitte Fast50 award as one of the country's fastest growing companies, and been named Waikato Westpac Business of the Year.

There are thousands of happy Tristram boat owners right around NZ.

www.tristramboats.com



Doyle: fast-forward to the future



LEFT: Richard Bouzaid, Robbie Doyle and Mike Sanderson.
BELOW: Robbie Doyle and Mike Sanderson.
Photos: Christophe Favreau

On June 21, Doyle, global leaders in high-performance sails with a reputation for innovation and new technology, announced a bold move to drive the Doyle business forward.

ROBBIE DOYLE FOUNDED Doyle Sails in 1982 and it has since grown to 80 lofts around the world.

The leadership team, headed by veteran international yachtsman Mike Sanderson and supported by David Duff and Richard Bouzaid from Doyle Sails New Zealand, formally announced ownership of Doyle International, as well as a controlling interest in the Doyle Salem loft and Doyle Sails Europe (UK), all effective from July 1, 2017.

"The time is right to branch out from Doyle Sails New Zealand to a more unified, global, one-brand approach," said Sanderson, CEO of Doyle International.

Sanderson and the team at Doyle Sails New Zealand have a common goal of global efficiency, to be achieved



"The time is right to branch out from Doyle Sails New Zealand to a more unified, global, one-brand approach."

without losing focus on local business.

Doyle Directors David Duff and Richard Bouzaid are looking forward to "singing off the same song sheet," to better take on global competitors and grow the Doyle brand across all markets.

Robbie Doyle will focus on managing superyacht and special projects, sharing his skills and experience to further grow Doyle's international business.

New roles were also announced for Jez Fanstone as Corporate Manager and Terry Nicholas as Business Development/Chief Financial Officer. Together they will manage the Doyle International brand.

www.doylesails.co.nz

Business booming at Evolution Sails

Evolution Sails NZ are settling in nicely to their new 19,000m² loft in Henderson, Auckland, which they moved into last year.

THE COMPANY CONTINUES to grow, with a Sales Office about to open in Singapore to cover the South-East Asia market and new staff being hired at the Auckland Loft. The new hires include a General Manager and a Designer who has a PHD in Mechanical Engineering from Auckland University. The appointment of a Designer allows customers to benefit from leading edge design expertise and ensures Evolution can provide tailor made solutions to their clients.

Evolution clients continue to enjoy success on the water with *Walk on the Wild Side*, an Inglis 57', recently winning the 2017 Fremantle-Bali and *CQS* a



Loft in Henderson
– with a 274 sqm
mainsail being made.

Bakewell-White Maxi 100' winning the ALANDIA Helsinki Surrsaari Race.

Director, Rodney Keenan, has just completed a successful sales trip to Europe and Asia including attending the Palma Superyacht Cup, the longest running superyacht regatta in Europe,



CQS - Bakewell-White Maxi 100'

at which he was able to secure a number of orders.

In a boost to Evolution's production capability, they are now sourcing membranes from a local manufacturer, EM2. EM2 recently commenced operations in Auckland and has quickly established a global reputation for producing quality NZ made sail cloth laminate.

There is a lot happening at Evolution Sails as the company continues to grow and focus on making quality sails and the sales process seamless for their customers.

www.evolutionsails.com

After 5



Bay of Islands Marina

A Boating After 5 was held on Thursday 16 March with Bay of Islands Marina at the Opua Cruising Club.

A SMALL GROUP of Northland members gathered to hear an update from Chris Galbraith on developments at Bay of Islands Marina. NZ Marine's Peter Busfield also gave members an industry update and attendees enjoyed refreshments provided by Bay of Islands Marina.



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

 Auckland Marine Systems Ltd Toby Hyman 0204 0878238 aucklandmarinesystems@gmail.com	 Boatsmart Marine Services Ltd Scott Richardson 021 048 8766 www.boatmarthq.com	 DSPA Oceania Murray Howell 09 274 2000 www.dspeaceania.com	 Epic Yachts NZ Ltd Chris Wilks 09 536 6710 www.epicyachts.co.nz
 Fish City Albany Michael Graham 09 476 4282 www.fishcityalbanynz.co.nz	 Gulf Harbour Covers and Marine Interiors Ltd Allan Rowell 09 424 1219 www.gulpharbourcovers.co.nz	 Hibiscus Marine Coatings Ltd Doug Dukeson 09 428 3906 www.hibiscusmarinecoatings.co.nz	 Jackson Industries Paul Flett 09 543 348 www.jackson.co.nz
 Marine Distributors Ltd - Evinrude Kevin Sharp 09 280 3999 www.evinrude.co.nz	 Marine Evolutions Ltd Daniel Dickinson 021 872 628 marineevolutions.co.nz	 Marine South (2017) Ltd Debbie Sinclair 03 218 2700 www.marinesouth.co.nz	 Maverick Marine Ltd David McLellan 04 979 4080 www.maverickmarine.co.nz
 MG Composites Matt Goddard 021 121 4151 matt@mgcomposites.co.nz	 Ngai Tahu Tourism Quinton Hall 03 371 2614 www.nttourism.co.nz	 Savwinch Paul Cuff +61 383618841 www.savwinch.com	 Scott Waterjet Gary McManaway 03 615 8851 www.scottwaterjet.com
 Sea Rescue Sled Ltd Lloyd Valentine 027 662 2626 www.searescuesled.com	 Seapower 2006 Ltd Bruce Fuller 09 402 8820 www.seapower.co.nz	 Total Yacht Care Ltd Mike Levings 021 217 6064 www.yachtcare.co.nz	 Transmarine Pro Ltd Cameron Murray 027 932 6815 www.transmarinepro.co.nz
 Whangarei Harbour Marina Management Trust Brian Caulton 09 438 2033 www.whangareimarina.com			

CPC programme - exciting new promotion

WE HAVE APPRECIATED Pacific PowerBoat Magazine continuing to promote the CPC Programme with our advertisement at no charge to the CPC Group. In recent discussion with Doug Dukeson and Barry Thompson, they have put together a special editorial and promotional package that we have agreed to contribute most of our advertising budget for the second half of 2017.

This promotion will see a 4 page feature on the benefits of a boat buyer purchasing a CPC plated boat and will run in both the printed and digital editions of Pacific PowerBoat Magazine September issue leading up to the Auckland on Water Boat Show. In addition a video will be made with Barry Thompson as the front man describing the benefits and fea-

tures of the CPC Program and manufacturers participating. This video will be live on BOATMAGS.com and on www.nzmarine.com.

In addition, the Pacific PowerBoat Magazine will run the CPC advertisements over the next 6 months free of charge. NZ Marine thanks Pacific Powerboat Magazine for their great support of the CPC programme.

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



Current New Zealand Audited Boat Building Standard CPC Programme provides:

- | | |
|---|---|
| <ul style="list-style-type: none"> • Approved materials & structural design <ul style="list-style-type: none"> - Built safer & stronger • Sets standards for: <ul style="list-style-type: none"> - 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) | <ul style="list-style-type: none"> • 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 |
|---|---|



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Hutchwilco Boat Show roundup



Extreme Boats took out the Supreme Winner Award in this year's New Zealand Hutchwilco Boat Show Boat of the Show Awards with their Extreme 745 Centre Console Legacy Series.

Boat show confirms Kiwis' love affair with boating

Over 32,000 passionate boaties checked out the latest boats, engines, electronics and fishing gear at this year's Hutchwilco New Zealand Boat Show.

SHOW ORGANISER DAVE GIBBS says he is delighted at the increased attendance and the success enjoyed by the exhibitors: "It is further proof that Kiwis' great love affair with boating is as strong as ever," he says.

The largest and most valuable prize ever given away at a boat show in Australasia, a Surtees-Yamaha Grand Prize Package worth an astonishing \$150,000, was won by Otahuhu man Mohammed Irfaaz.

Whakatane-based Extreme Boats took out the Supreme Winner Award in this year's New Zealand Hutchwilco Boat Show Boat of the Show Awards with their very impressive Extreme 745 Centre Console Legacy Series.

Electronic Navigation Ltd won the New Zealand Boat Show Most Innovative Local Product for the latest iteration of their WAASP Wireless.

Dave Moran, renowned diver,

magazine publisher and a key member of the team that created Kelly Tarlton's Underwater World was inducted into the New Zealand Boat Show Hall of Fame.

A full list of New Zealand Boat Show Awards is available online at www.boatshow.co.nz

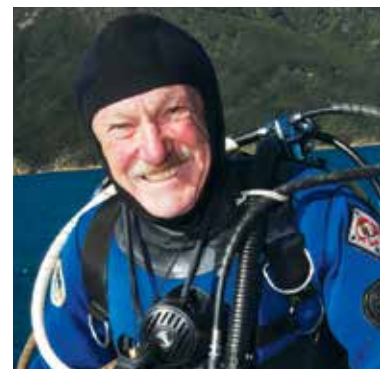
The 2018 Hutchwilco New Zealand Boat Show, which will be held at ASB Showgrounds in Greenlane Auckland on May 17-20.



Antique outboards

A fascinating feature of this year's show was an incredible display of antique outboards dating back to the 1920s. The display was set up by Monte Jones, Don Stewart, Malcolm Thorley, Rod Hill and Yaron Beck, three of whom are members of the Antique Outboard Motor Club Inc in the US.

The display included Monte's rare 1922 3hp Elto Ruddertwin which he has been working on from time to time for 40 years and demonstrated it in operation at the show. Monte's 14ft cabin cruiser *Polaris*, which he and his school friends Don Stewart and Keith Brown built whilst they were still at school in 1958/1959, was also a feature at the show.



New Zealand Boat Show Hall of Fame 2017 Inductee Dave Moran.

Meet some of the Boards

Introducing you to the industry leaders who give their time and effort to assist in setting the strategic plans and goals for NZ Marine, NZ Marine and Composites ITO and the NZ Marine Export Group.

NZ Marine Board of Management 2017/2018



Myles Fothergill
PRESIDENT



Richard Macalister
VICE PRESIDENT



Jason Dickey
VICE PRESIDENT

The NZ Marine Executive delegate their powers (except membership applications) to the Board of Management. The Board of Management meet two-monthly and work closely with NZ Marine Executive Director Peter Busfield for the overall governance of NZ Marine.



Dean Harris
MERCURY MARINE



Garry Lock
HARKEN NZ



Stuart Robinson
NZ MARINE EXPORT
GROUP CHAIRMAN



Peter Busfield
EXECUTIVE DIRECTOR
NZ MARINE

NZ Marine Export Group Executive 2017/2018



Stuart Robinson
NZ MARINE EXPORT
GROUP CHAIRMAN



Michael Eaglen
VICE CHAIRMAN



Colin McMurray
PACIFIC AERIALS



John Vitali
DIVERSE PROJECTS

The NZ Marine Export Group Executive sets the group's strategic direction to assist members focussed on the export market. This Board meets every two months.



Neven Barbour
ORAMS MARINE



Mark Donaldson
MARINELOGIX



Richard Thorpe
TNL GAC PINDAR



Myles Fothergill
NZ MARINE PRESIDENT



Peter Busfield
NZ MARINE
EXPORT GROUP CEO

NZ Marine and Composites Industry Training Organisation Board (NZMAC ITO) 2017/2018



Myles Fothergill
PRESIDENT
NZMACITO CHAIRMAN



Tom Warren
NZMACITO
VICE CHAIRMAN



David Pringle
SMUGGLER MARINE



Lloyd Stevenson
LLOYD STEVENSON
BOATBUILDERS

A sub-committee of the Board of Management, the ITO Board provides strategic direction to industry training. This Board meets every three months.



Richard Fogarty
ROBINSON INTERIORS



Steve Westoby
ENGINEERING, PRINTING,
MANUFACTURING UNION



Greg Simons
THE COMPOSITES GROUP



Chris van der Hor
NZ MARINE AND
COMPOSITES ITO GM



Peter Busfield
EXECUTIVE DIRECTOR
NZ MARINE

Services recognised



Lloyd Stevenson

ON WEDNESDAY 14 JUNE the NZ Marine Board and staff recognised Lloyd Stevenson's good service to the industry through his chairmanship of the NZ Marine and Composites Industry Training Organisation from 2009 to 2016. Lloyd continues on the ITO Board and is a strong advocate for training, with 10 trainees currently involved in the build of Elite Design launches at Lloyd Stevenson Boat Builders in East Tamaki.



Phil Wardale

THE BOARD AND STAFF also showed their appreciation of services of Phil Wardale in his role as NZ Marine Treasurer from 2008 to 2017. Phil also served as Vice President of NZ Marine from 2007 to 2010.

Phil is currently Project Director of the Tauranga Harbour Marine Precinct and NZ Marine looks forward to this new precinct increasing the capability of Tauranga for new builds and refits for commercial and white boats.

Health and Safety checklist

Health and safety check for your business

The Health and Safety Checklist below has been compiled as a service to NZ Marine members by All About People, the company who presented on Health and Safety to our NZ Marine Industry Conference in Tauranga in March.

THIS SURVEY WILL GIVE YOU A SNAPSHOT OF THE HEALTH AND SAFETY PROFILE OF YOUR BUSINESS		
QUESTION	YES	NO
Do you discuss health and safety at Board/Director Level?		
Do you have a Health and Safety Policy?		
Do you 'Audit' health and safety at least annually?		
Do you identify and assess the risk level of hazards/risks?		
Do you have suitable controls in place to manage your hazards/risks?		
Do you discuss the hazards/risks and their controls with Workers?		
Do you have a documented Health and Safety Induction/Training Programme for Workers?		
Are workers trained and competent to do their job safely?		
Do you engage proactively with Workers on health and safety matters?		
Do all your employees know that they are responsible also for their own safety and have a role in the overall health and safety of the organisation?		
Do you have a designated Health and Safety Coordinator/Administrator/Manager?		
Do you invest enough time and resources to help you manage Health and Safety?		
Do you report, record and investigate all Incidents and Near Misses in your workplace?		
Have you identified all the potential emergency situations in your business?		
Have you implemented Emergency Procedures and training for those situations?		
Do you have a Health and Safety Contractor Approval Process in place?		
Do you induct and monitor Contractors/Sub-Contractors in health and safety?		
Do you have the correct Personal Protective Equipment for your hazards?		
Do you have First Aiders and up to date First Aid Kits in your workplace?		
<i>If you answered YES to many of the above are you happy that systems etc are being used properly?</i>		
<i>If you answered NO to many of the above are you interested in a cloud based Safety Management system with professional support and an App?</i>		

For further information on All About People, and to see how they could help you with your Health and Safety requirements, please contact Michelle Macdonald on Tel 0800 023 789 or go to www.allaboutpeople.co.nz.

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Need parts machined for your P-class or superyacht?
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design and engineering, talk to Jackson Precision Machining
for a solution.

We have a comprehensive range of ten CNC routers with
various machining capabilities and cutting sizes.

Machine Type	Maximum Part Size
5-Axis Machining	10.0 x 4.0 x 2.5m
3-Axis Sheet Nesting	4.2 x 1.9m

- We machine plastics, MDF, plywood, carbon and glass fibre composites, foam and non-ferrous metals
- Composite part production and trimming
- Full design consultancy and 3D modelling service
- Specialists in composites tooling and large scale projects

We don't just work in Marine –
we work with New Zealand's
most innovative companies
in the following industries:

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- Film and Television
- Infrastructure
- Composites
- Engineering
- Automotive
- Aerospace



Jackson Divisions



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Hire &
Service



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Composite



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Boating
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www.auckland-boatshow.com

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