

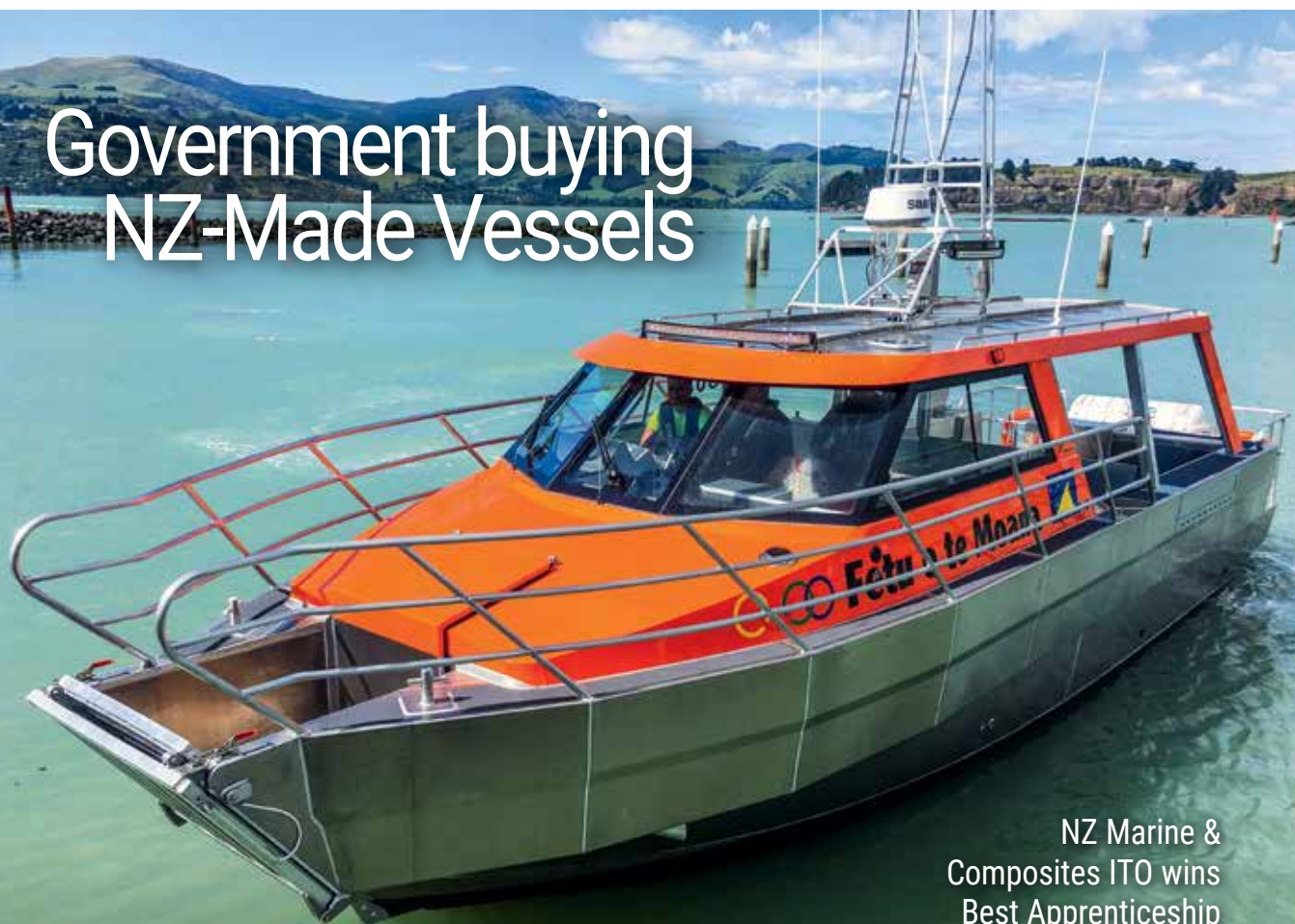


NZmarine
INDUSTRY ASSOCIATION

News

Summer 2018-2019

Government buying NZ-Made Vessels



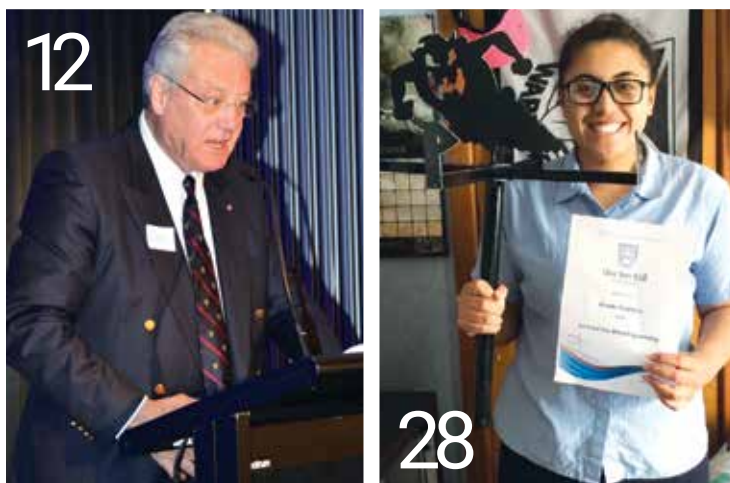
NZ Marine &
Composites ITO wins
Best Apprenticeship
Programme in the world!

What's inside

- 20th Auckland On Water Boat Show
- Members' success at DAME Awards
- Introducing Rudder2
- After 5s around NZ
- Marine industry welcomes superyachts



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President's Report



Richard Macalister
President
NZ Marine Industry
Association

Update from the President

THE BOARD OF MANAGEMENT have been very busy over the last few months embracing the challenges that face the organisation and trying to find solutions to allow us to provide better membership support in the areas that are most important to you.

The importance of having independent members on the board, bringing different skillsets, has been highlighted over the last few months by the huge amount of work they have done to ensure the board has independent advice on all aspects of the organisation, allowing it to make more informed decisions on behalf of the members.

In my last missive I mentioned that we had some significant challenges with regards to meeting a satisfactory financial outcome for 2018. However, the new board has dealt with these effectively and unless we have any extraordinary items over the next two months, we will report a satisfactory surplus for the 2018 year.

Whilst some may argue that NZ Marine should not make annual surpluses, it is the view of the board that we must continue to strengthen the balance sheet of the organisation to allow us to invest in areas that provide benefits to the members when those opportunities arise. Currently that demand is within the ITO where we are doing work that had been deferred after the GFC but must be done to ensure we deliver a world-class ITO programme.

It is important that the board understands the wants and needs of a very diverse group of members

and I am trying to make visits to members outside Auckland to understand what is important to all members, no matter the size or the segment in which they trade. Whilst we conducted a survey last month, we plan to undertake another survey in 2019 by an independent group, to ensure a more rigorous analysis, allowing us to benchmark in future years and ensure total independence.

A sub-committee of the Board of Management has been established. The Finance, Risk and Remuneration Committee is chaired by Robert Knox. Under his guidance we have far more checks and balances in the system. There is still much to be done, however. As President I am confident the information the Board of Management is provided is accurate and allows the board to make decisions with confidence.

On behalf of the Board and Management, we wish everyone a good summer season, which is so important to all our businesses, and I look forward to giving another update of progress in 2019.

Richard Macalister
President



The Joint Board meeting of NZ Marine Industry Association and NZ Marine Export Group was held 21 November at NZ Marine House.

Executive Director's Report



Peter Busfield
Executive Director
NZ Marine Industry
Association

IT HAS BEEN A POSITIVE YEAR for the marine industry worldwide. The USA, representing 45% of the world's recreational boating market, has seen new boat registrations up 4% and outboard motor sales up 6.5% in the 12 months to 30th November 2018. Interest rates remain low and in Europe you can borrow money to buy a boat at an interest rate of 1.7%! The NZ market has seen increased sales activity particularly in the last six months. This is evidenced with our own NZ Audited Boatbuilding Compliance program - CPC built trailer powerboats having the most boats built since 2007.

NZ Marine activities through our office and dedicated sector groups including Commercial Vessels, Boatbuilding and Refit, CPC, Young Professionals, Export and others have gained good business opportunities for member companies throughout 2018.

Some key ones that I note include:

- NZ Marine & Composites Industry Training Organisation releasing new qualifications and over 200 companies nationwide growing the number of apprentices and being awarded the 'World's best boatbuilding apprenticeship training scheme'.
- The development of Sulphur Point Tauranga for a dedicated marine industry precinct, complete with 11 marine companies purchasing plots of land and the Vessel Works 350 ton travel lift and related waterfront marine industry facilities opening in October.
- NZ Customs changing approach so that foreign-flagged visiting yachts to NZ, available for sale on the international market, can still enter NZ on a temporary import entry without having to pay duty and GST on the value of the yacht unless being sold in NZ.
- Facilitating Auckland having a new Customs/Biosecurity/Immigration point of entry for visiting foreign yachts at Westhaven Marina after the Ports of Auckland entry facilities were closed earlier this year.
- Assisting Emirates Team New Zealand in demonstrating to the NZ Government and Auckland Council the business and economic gain of Auckland hosting the 36th America's Cup.
- The start of building the infrastructure required for the 36th America's Cup.
- Emirates Team New Zealand commissioning NZ-made boats and related equipment where possible and along with various syndicates, the orders for boats and equipment are currently rolling in to NZ yards.
- Working with the Royal NZ Yacht Squadron in convincing the J Boats (America's Cup yachts of the 1930's era) to race as a fleet in NZ for the first time as part of the NZ Millennium Cup in the Bay of Islands and a RNZYS regatta in Auckland in 2021.
- Designation of Site 18 in Wynyard Quarter Auckland to be developed for a large vessel / 650 ton travel lift operation and superyacht rigging facilities by Orams Marine by 2021 and retaining Beaumont Street as a commercial access road.
- 20th edition of the Auckland On Water Boat Show and industry breakfast function on 28th September to celebrate this.
- Auckland Council and Viaduct Harbour Holdings support for the 2019 On Water Boat show being held in the Viaduct Harbour.
- Release of our new 'Destination & Cruising NZ' publication and related international promotions of Fiji/NZ day and with very good Government assistance promotion at the Superyacht Cup in Palma to attract yachts to visit NZ.
- Export Group's formation of a New Technology Group focusing on increasing equipment design/manufacturers exports, and expanded showcase of NZ equipment exporters at METS trade show in Amsterdam.
- The Government's new R&D tax incentive now easily available to small to medium size companies in response to our representations.
- After much representation by NZ Marine, NZ Government departments are now 'Buying NZ designed and made boats' - exemplified at the recent Boating After Five at Icon Boats in Rangiora where we viewed *Fetu o te Moana* (featured on the front cover), bound for Tokelau, their third vessel for the NZ Government for use in the Pacific Islands.

Thank you to our boards, committees and our dedicated staff team that continue to serve our industry so well.

We wish all members and stakeholders all the best for a great summer holiday and trading in 2019.

Peter Busfield
Executive Director



Pictured L to R: Ed Slack of IBI, James Ward of award sponsor Marine Resources, present award to Peter Busfield of NZ Marine.

Apprenticeship scheme named best in the world

At an awards evening held on Tuesday 13 November in Amsterdam, the NZ Marine and Composites Industry Training Organisation was named the best apprenticeship training programme in the world.

THE BOAT BUILDER AWARDS are the global marine industry's leading awards and are organised by METStrade – the world's largest business to business marine equipment show – and publishers of IBI Magazine, Boating Communications. The widely-recognised honour sees nominees acknowledged across ten categories of business achievement.

NZ Marine and Composites Industry Training Organisation (NZMACITO) won the top honour for Best Apprenticeship or Training Scheme, with NZ Marine executive director, Peter Busfield on hand in Amsterdam to collect the award.

"This prestigious award supports our vision in creating a world-class apprenticeship model through design and delivery, from a passionate and dedicated group of people," says NZMACITO's general manager, Chris van der Hor.

NZMAC ITO was appointed by the New Zealand government to develop professional qualifications and set standards for the marine and composites

industries. To accomplish this, it works with apprentices, employers and training providers to ensure high quality training.

Other nominees for the award included high profile companies and training organisations from a wide spread of countries.

This prestigious award supports our vision in creating a world-class apprenticeship model...

"This win is a huge positive for us with large international companies now enquiring about licensing options to use some of our apprenticeship training programmes," says Busfield.

"This award acknowledges the many New Zealand employers who contributed to the writing of the apprentice-

ship programme, and the more than 200 employers who have 450 apprentices in the NZMACITO programme between them."

There have been over 2000 graduates of the programme, of whom many are now running boatbuilding or marine service companies around the world.

"We're always looking to see how we can make the experience and outcomes better for our apprentices and employers, so we are already embarking on future developments in 2019," continues van der Hor.

"The real satisfaction lies in supporting our businesses to grow and watching our apprentices gain the skills and knowledge to lead successful lives."

The NZMACITO is part of the NZMarine Industry Association and aids apprentices in learning practical, transferable skills. It's already proven so successful that it's been licensed by other training providers around the world – something which is expected to increase with this award.

Export Group News

AGM

The NZ Marine Export Group AGM was held on September 6 and we are pleased to welcome new members on the board:

WE THANK outgoing board members John Vitali and Mark Donaldson for their good service to the group.

We also welcome **Boxfish Research** and **Enertec Marine** as new Export Group members.

NEW 2018-19 BOARD

Chairman – Stuart Robinson, Robinson Interiors
Deputy Chairman – Michael Eaglen, McMullen and Wing
Albear Montocchio – Hamilton Jet

Clint Jones – Oceanmax

Colin McMurray – Pacific Aerials

Glenn Orr – Fusion Entertainment

Neven Barbour – Orams Marine Services

Richard Thorpe – TNL Pindar

Richard Macalister – President, NZ Marine Industry Association



FUTURE REGATTA DATES:

January 30 to February 2, 2019

January 29 to February 1, 2020

February 2 to 5, 2021

NZ Millennium Cup

January 30 to February 2, 2019

WITH FIVE ENTRIES ALREADY CONFIRMED for 2019, and a further two or three expected, we are looking forward to a great event based at the Duke of Marlborough Hotel in Russell. Sponsors are steadily rolling in and we have changed the handicap system from ISYR to ORCs.

We have signed NZ Millennium Cup up to Clean Regattas, which is a very popular international organisation supporting the sustainability of events and low impact of plastic etc and have put processes in place to achieve Gold level participation.

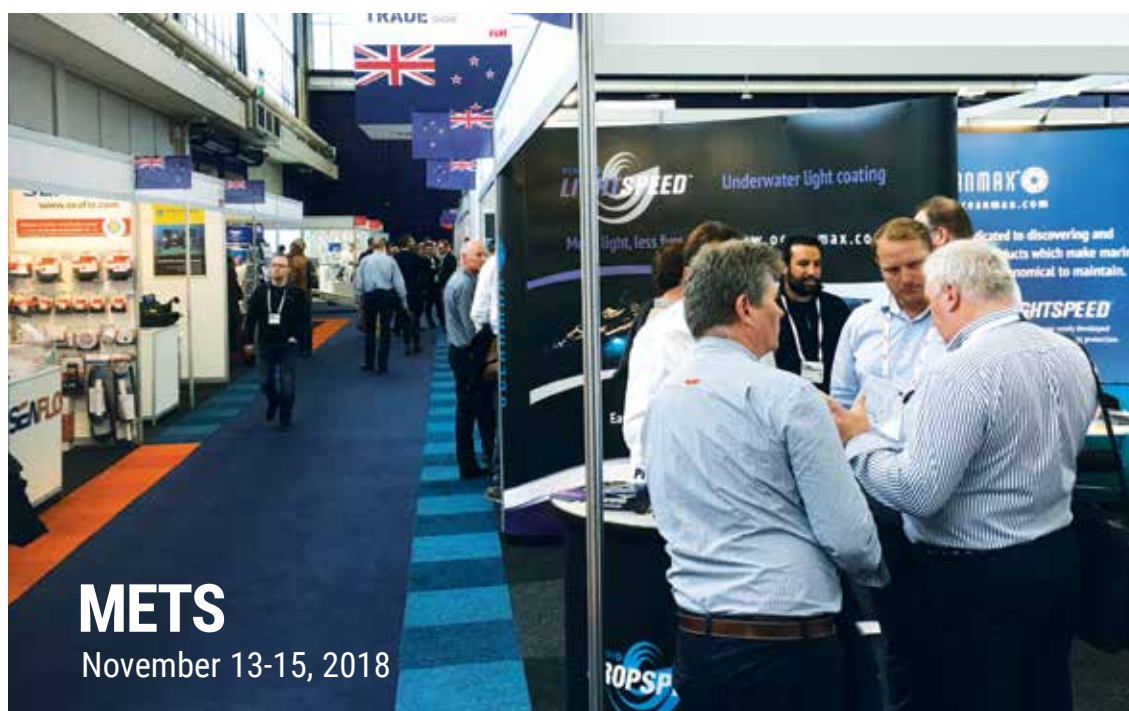
Please see page 14 for more information on the NZ Millennium Cup regatta.

Monaco Yacht Show

September 26-29, 2018

EXHIBITORS: Doyle Sails, Southern Spars, North Sails, Harken, Magnus Marine and Port Denarau Marina, Fiji. We have received feedback that overall the Monaco Yacht Show was a good event and successful for exhibitors.





Oceanmax was pleased with the response they got at METS.

EXHIBITORS: Connex Wire, C-Tech, Pacific Aerials, Ultralon, Fastmount, Tru Design, Oceanmax, Oceanz88, Fusion, ENL (WASSP), Stainless Downunder, C-Quip, Events Clothing, Enertec Marine and Tectrax.

With the support of seven exhibitors and NZTE we hired Café Amsterdam for three days during the show. Fusion hosted a function on the Wednesday night of the show and invited NZ Marine exhibitors and walkers to this event.

Export Group CEO, Peter Busfield attended the event to oversee and assist the exhibitors, as well as attend ICOMIA/IFBSO meetings.



FINALISTS



2018 DAME Awards

A number of NZ Marine members were finalists in the recent 2018 DAME Design Awards, held annually as part of METSTRADE, the world's largest trade exhibition of marine equipment, materials and systems.

THE AWARDS RECEIVED 130 entries for 25 countries with 63 products named as finalists. Congratulations to the following members for being finalists in these esteemed awards:

Fusion Entertainment Apollo 770 (top left)

Special Mention in the Marine Electronics and Marine related software category.

Fastmount TC-F6H (centre)

Special Mention in the Interior Equipment, Furnishings, Materials and Electrical Fittings used in cabins category.

Tru-Design Saddle Clips and Base (bottom)

Special Mention in the Marina Equipment, Boatyard Equipment and Boat Construction Tools and Materials category.

The following two members were Finalists in the Marina Equipment, Boatyard Equipment and Boat Construction Tools and Materials category

Oceanmax's Lightspeed

The first clear foul-release coating for underwater lights, and the only marine coating to qualify for the awards

TruDesign Mould plugs

These mould plugs are attached to the mould when laying up the hull, providing the finished hull with skin-fitting recesses already moulded in.

Auckland On Water Boat Show

Boat show attendance and sales up!



This year was the 20th edition of the Auckland On Water Boat Show and we are pleased to report bumper crowds and bumper sales. With many regular exhibitors returning to the show and several new companies on display, there was plenty for visitors to see and experience, which translated to strong outcomes for our companies.

MARKET ECONOMICS LTD REPORT

that sales during and post 2017's show reached approximately \$40m, while the tally this year stands at approximately \$105m. Visitors through the gates between 27 and 30 September were up 12 percent and we were also pleased to see a lift in online pre-sales.

"It was a really positive show and we had serious buyers through," Terry Bailey of Arvor Boats said of the show, a sentiment which was echoed by other exhibitors we spoke to.

"The Auckland On Water Boat Show is a major promotional event for Riviera, always resulting in strong sales activity" said Liam Power of Riviera

"We had a great response to the X-Series debut and a lot of interest in

the performance of Maritimos – particularly their sea-going ability after bringing the boats across on their own bottoms. It's been one of the top-performing shows this year so far," said Maritimo's Tom Barry-Cotter.

Team Windcraft had a range of sailing yachts on display and New Zealand manager, Dominic Lowe, says they have sold the stock boat from the stand, received two more orders and have some strong enquires to follow up on.

Organiser Stacey Cook reports the show team is thrilled with the results of this year's show.

"Our remit is to showcase the marine industry and help businesses flourish, so hearing from exhibitors that the market felt strong, and they'd

received good quality enquiries is exactly what we want."

New Zealand company 36 Degrees Brokers partially credits the good results to changes it has observed in the New Zealand consumer.

"We introduced all-new vessels, never before seen in New Zealand, which highlight a relaxed European style with plenty of space to lounge," said 36 Degrees' Conrad Gair.

"The response was incredibly positive, and we also had very strong interest in a syndicated approach to boating – so many people are just starting to see it as an option and are coming to understand the many different boating avenues it opens up to them.

"We think the perception of how we

"We've had fantastic enquiries, a great quality of people coming through..."

RIGHT: Smuggler Marine was one of many New Zealand boat builders displaying a range of new models, including Strata RIBs.

BELOW: Blackdog cats was busy doing sea trials during the show.



spend time on the water is broadening and changing in New Zealand so for us, it was highly satisfying to demonstrate to show-goers just some of the many options we offer."

With three Leopard Catamarans already ordered for New Zealanders and set to arrive over the next year, including the elegant Leopard 45, Leopard Catamaran's David Flynn knew the innovative, roomy design of these cats was appreciated by Kiwis.

"We've had great people coming through and it's been a very pleasant experience, with a good pace to the show," says Flynn.

Auckland-based boat syndication company Ownship, agreed.

"It's been our most successful show yet," reported Ownship's Chris Janes.

"We've had fantastic enquiries, a great quality of people coming through, and found that nothing was a real issue. It was well-organised and very relaxed.

"We think Kiwis are changing the way they boat and they're drawn to having access to great boating experiences at a fraction of the cost. Having a boat fully-managed means they can have both bach and boat, while knowing the vessel's ready for them to enjoy when they want it," continued Janes.

"It's been bloody marvellous," added Jason Snashall of Orakei Marine. "Sold boats, lots of interest and a really good show."

Hamilton-based Tristram Marine builds well-designed trailer boats with a passionate following.

"It's been a brilliant opportunity to re-engage with owners and future owners alike," says Tristram Marine's business development manager, Tristram Fink.

"We've had a lot of genuine enquiries and being in front of our customers further reinforces positive feedback on the brand and vessels we're creating."



Kiwi companies' new releases

This year's show featured numerous new releases from domestic boatbuilders keen to display innovation to the Kiwi and international market.

An impressive **SMUGGLER STRATA 900** was a standout with bright orange accents across the stainless steel, engine, and hull, offset with grey upholstery.

ADMIRAL BOATS NZ had a hand-sculpted luxury cruiser on display, designed to be both functional and aesthetically-pleasing, while **Scott Lane Boatbuilders**, builders of bespoke custom launches, proudly presented **Koorinal** at this year's show.

The **12.8-METRE ELITE SEDAN** is the sixth Elite sedan variant from the Scott Lane factory, the result of a close collaboration with the clients to ensure their ideas, requirements and dreams became a reality.

FAMILY BOATS released its Kiwi-built **700HT**, combining a fibreglass hardtop with a seven-metre alloy hull, providing the ultimate in strength, durability and comfort.

The next evolution from **MARCO BOATS** was also on display. Featuring a pillar-less electric dropdown cavity window in the wheelhouse, self-raising electric swim ladder, a huge amount of storage, including twin freezer boxes, and distinctive strong lines, this boat was a hit with keen fishos.

Outside the **VEC**, all the colours of the **STABICRAFT** rainbow were turning heads at the **Gulfland Marine** stand. The bright-red fishing weapon that is the **STABICRAFT 1850 FISHER** proved particularly popular with its Fish Pro seats, bait station, rocket launcher, 120-litre underfloor fuel tank, 90hp Mercury four-stroke engine and a host of optional extras.

We were also pleased to host the release of **SEALEGS' NEW RELEASE 8.5M ALLOY CABIN**, which combines the comfort of an enclosed cabin, the internal space of an all-alloy hull and the latest in Sealegs Amphibious technology to create an unbeatable amphibious experience.

Yamaha's impressive 425hp V8 outboard stopped the crowds.



SEA TRIALS AT THE SHOW

One of the standout features of the show is the ability to get people on the water to experience how a boat moves and performs. It's an important part of how we can help our boat building exhibitors move units and we're putting in place plans for 2019's show that will make the sea trial more visible and easier to access.

From **SEALEGS** Island, the team were showing visitors how to enjoy less hassle and more fun with one of Sealegs' most popular models: **THE SEALEGS 7.1M SPORT RIB.**

SPORTS MARINE had the **BOSTON WHALER 285 CONQUEST** on the water and available for sea trials. It has delivered for decades what no other boat can. Where most fishing boats lack comfort, and most pleasure boats lack fishing features, Boston Whaler was proving to show-goers they could have both.

From Northland, **BLACKDOG CAT** was once again impressing, using on-water experiences to show customers the unique features that set its boats apart

from the more common monohull boats they are used to. The design of Blackdog Cat boats results in stability and durability, versatility and agility.

THE MAKAIRA BOATS 670 was also available for sea trials. Designed using naval architectural software with an 8mm hull, fully-welded underfloor structure, and undergoing a full weight study before production, the attention to technical detail was demonstrated by its on-water performance.

ENGINES ON SHOW

Being able to find commercial suppliers and B2B companies, and electronics and accessory providers in one place is as important to the show as having a wide range of boats on display. This year we were proud to have a particularly

strong selection of engines to discover, ranging from grunty outboards to newly-released commercial engines.

SOUTH PACIFIC DIESEL SYSTEMS had a special factory-prepared Scania DI13 exhibition engine on display. This engine is the latest offering from SCANIA Sweden and is available in power ratings from 700hp to a whopping 925hp at 2,300 rpm.

YAMAHA launched the new V8 425 XTO (Extreme Offshore) outboard, a massive 425-horsepower V8 engine designed from the ground up to deliver extreme power and thrust, combined with a fully integrated power and control system to create a whole new level of boating experience.

HONDA MARINE offered free rigging kits



On-line ticket winners

Rory of Two Cat Tenders presented an inflatable kayak to show patron Sharon. Nick Fogarty of ENL presented a Furuno prize to show patron Eugene.



“It’s been a brilliant opportunity to re-engage with owners and future owners alike.”

on all BF80 to BF250 outboards sold between 17 September and 31 October 2018. Power & Marine Ltd recently unveiled for the first time in New Zealand the largest and most powerful outboard on the planet. It was on display on the water at this year’s show, where twin 627S Seven Marine engines powered an impressive Intrepid 370. That’s 1254 horsepower in just two engines.

From September 1 2018, **SUZUKI NEW ZEALAND LIMITED** has been the new distributor of Suzuki’s range of ultimate four-stroke outboards, adding 27 new dealers to an already impressive dealer network of both motor vehicles and motorcycles. The team was proud to be back on the water and on display with outboards from 2.5hp to 350hp.

POWER EQUIPMENT had an Oxe Diesel on display in Pavilion One. Oxe turbo-charged diesel outboards offer a patented high torque belt drive, lower fuel consumption and surprisingly quiet running.

On display for the first time at a New Zealand show, **VOLPOWER** had the full range of Volvo Penta IPS drives and products.

EQUIPMENT AND ACCESSORIES

While some of our show-goers are on site to find a new vessel, many are there to see the latest and greatest in boat accessories, commercial supplies, electronics and navigation before the boating season begins.

ENL GROUP has developed a new world leading digital log book for the New Zealand commercial fishing industry, designed to meet the coming digital monitoring regulations, which it introduced at the show. The system, Olrac, has been independently developed by OLSPS Marine & ENL to offer an e-log-book that will meet Fisheries NZ requirements while giving vessel owners, managers, operators any information they require in a simple to use and understand format.

ABSOLUTE MARINE was helping boaties get ready for a summer on the water with world-leading watermakers. CJD Watermakers are easy-to-operate, ultra-quiet and modular, to better fit into unused spaces. They’re designed and built in New Zealand and made to be both low on maintenance and running costs.

There were also plenty of toys to be found at the show. **RED PADDLE CO’S INFLATABLE STAND UP PAD-DLEBOARDS** were on display; they’re made by paddleboarders and designed to make SUP-ing easier and more accessible.

Clever Kiwi invention **O-PRO** is an easy-to-use addition designed to extend the life of an Optimist and keep children in sailing for longer. It was on show alongside **RS SAILING**, which provides world-leading sailing dinghies.

The show also hosted the global launch of the new electric amphibious technology by **TECTRAX**. The Kiwi-designed innovation is quiet, powerful and means there’s no messing about with trailers or boat ramps –making single-handed launch and retrieval simple, fast and easy.

PROPSPEED is well-known in boating circles for keeping metal components free of fouling. Parent company Oceanmax used the show to launch a sister product, Lightspeed, which has the same effect on underwater lights, keeping them shining brightly.



The show into 2019 and beyond

With the assistance of Auckland Council and Viaduct Harbour Holdings, in 2019 the show will move from its current location in and around the Viaduct Events Centre (VEC), to sit around the eastern part of the Viaduct Harbour and Te Wero Island.

The location will mean some adjustments for the show, with a two-storey temporary building structure and a marquee taking the place of the internal VEC space we have used up until this point. Those structures will sit across Te Wero Island and the Eastern Viaduct, with the on-water portion of the show spread around the Waitemata Plaza Marina, Eastern Viaduct Marina and Te Wero Marina.

Next year’s show will also see a slight movement in date, pushing back one week to coincide with daylight savings and school holidays. With the Rugby World Cup in Japan scheduled for the same time frame, we’re working with restaurants, bars and other stakeholders within the Viaduct to create a buzzing festival atmosphere throughout.

20th Auckland On Water Boat Show



Peter Montgomery was MC.

Celebrating the 20th Auckland On Water Boat Show

The 20th Auckland On Water Boat Show was marked with a celebratory breakfast at the Hilton Hotel on Friday 28 September.

THE EVENT WAS attended by over 280 exhibitors and invited guests and was a celebration and reflection on how far the show has come from its small beginnings in 1999.

Guests enjoyed hearing from MC Peter Montgomery, with updates from NZ Marine President Richard Macalister, Rod Marler of Panuku Development Auckland and NZ Marine & Composites ITO General Manager Chris van der Hor. NZ Marine Executive Director Peter Busfield reflected on the history and challenges the show has faced over the years and showed a short video montage of the show's history.

Auckland Councillor Christine Fletcher, who as mayor in 1999 was instrumental in securing a site for the first show, presented certificates to exhibiting companies and suppliers who had been committed to the show from the very beginning.

Keynote speaker Kevin Shoebridge, Chief Operating Officer of Emirates Team New Zealand gave guests a fascinating insight into the team's defence and plans for the 36th America's Cup in 2021.

Our show team are already busy planning for the 2019 Auckland On Water Boat Show and more details will be available later this year.

THE SPEAKERS



Speakers at the breakfast included from left to right: Richard Macalister, Kevin Shoebridge, Christine Fletcher and Rod Marler.

THE 20 YEAR AWARDS: NZ Marine thanks longstanding exhibitors and suppliers.



1. Blair Geldard of Advance Trident. 2. Tim Porter and Brett Patterson of Boating NZ. 3. Councillor Christine Fletcher. 4. Philip Wright of Cummins Engine Co. 5. Bill Upfold of Elite Marine Design. 6. Barry Thompson and Doug Dukeson of Boatmags. 7. Jamie Frankham and Jeremy Peacock of Enertec Marine. 8. Nigel Arkell of Roger's Boat Shop. 9. Denis Kendall of Seacraft. 10. Tony Stevenson of Network Visuals. 11. Peter Montgomery MBE. 12. Keith Patterson of Redhot Creative. 13. Brent Shipman of Total Marine Services. 14. John White of Viaduct Harbour. 15. Shane Walker of The Moorings. 16. Colin Rees of Busfield Marine Brokers. 17. Brian Macken of Power Equipment. 18. Liam Power of Flagship/Riviera. 19. Max Hall of So Pac Marine.

NZ Millennium Cup



Ammonite

New entries and a new rating system

The New Zealand Millennium Cup is gearing up for an expected boom in entries for 2020–2021.

THE MILLENNIUM CUP began its life during the 2000 America's Cup as a way to bring superyacht owners together in their own regatta, held around the main event. With America's Cup racing returning to New Zealand in the coming years, organisers are expecting to see a number of visiting spectator yachts enter the regatta, pushing fleet numbers

to an estimated 40 or more.

It's something organisers are taking seriously in order to preserve the Millennium Cup's spirit of fun, competitive racing, offset by the welcoming hospitality the Cup's gained a reputation for. They've confirmed the next three editions will be raced in the Bay of Islands and have switched rating sys-

tems to ensure a smooth delivery for the larger fleet they are expecting.

"As next year's New Zealand Millennium Cup approaches, we're making small changes to give the regatta space to grow, including moving the date by one week and introducing new and challenging courses," says organiser Stacey Cook.

"The biggest adjustment we've made is moving from ISYR to ORCs, in response to industry feedback. It's part of our plan to ramp up for an expected growth in entries as we build towards the 2021 America's Cup. It is a move we think will set the stage for very competitive racing.

"Once again, we'll be basing our Race HQ at the historic Duke of Marlborough in Russell, Bay of Islands, and we can't wait to celebrate fierce racing in one of the world's great natural playgrounds."

The ORCs rule was recommended by a number of sponsors, entrants and



Tawera.

...we're making
small changes to
give the regatta
space to grow...

Photos by Jeff Brown.

competitive sailors as it's responsive to its users and is measurement-based. The Cup will have ORCs officials onsite working alongside the race management team.

At press date, the Cup has five entries for the 2019 regatta.

"We're pleased to welcome back our long-time supporters Janice of Wyoming, Sassafras, Tawera and Silvertip, as well as new entry Freya. In past years we've seen a surge of registrations in December as owners cement their cruising plans."

There's still time to become a sponsor of the Cup and enjoy the international exposure and exceptional networking the event brings. Contact stacey@nzmarine.com for more details.

www.millenniumcup.com



Janice of Wyoming

MILLENNIUM CUP DATES:
January 30 – February 2, 2019
January 29 – February 1, 2020
February 2 – February 5, 2021



Dolphins on the bow of Silvertip.



On the rail of Silvertip.

THE 2019 MILLENNIUM CUP IS PROUDLY SPONSORED BY:

PLATINUM SPONSOR



GOLD SPONSORS



MEDIA PARTNERS



SILVER SPONSORS



FRIENDS SPONSORS



Fiji-NZ Day



NZ Marine hosts third annual Fiji-NZ Trade Day

The third annual NZ Marine Fiji-NZ Trade Day was held at Port Denarau Marina and Yacht Club in July.

NEW ZEALAND EXHIBITORS

engaged with superyacht crews, international cruisers, plus Fijian industry representatives and boat owners. Presentations highlighted the diverse range of New Zealand marine products, services, refit and maintenance capabilities. The event also featured a series of seminars and profiled New Zealand destinations and marina facilities for cruising craft.

Port Denarau Marina general manager Cynthia Rasch said: "It is a great opportunity for industry partners,

marine businesses, yachts and agents to network and discuss one-on-one the latest marine products and services with leading marine operators under one roof."

Peter Busfield, executive director of NZ Marine, said the America's Cup Regatta in New Zealand promises significant benefits for the wider South Pacific. He added, "We are expecting an unprecedented number of cruising craft and superyachts to be moving throughout the region both before and after the event."



New Zealand exhibitors

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

ABOVE RIGHT:
Guests attending the opening function included superyacht crews and international cruisers

RIGHT:
Seminars were well attended.



Commercial Vessels Group

Good numbers attend Rangiora meeting

The most recent meeting of the Commercial Vessels Sector Group was held in Rangiora on Thursday, November 8 at Icon Custom Boats, prior to the Boating After 5 event held on-site.



Twenty NZ Marine

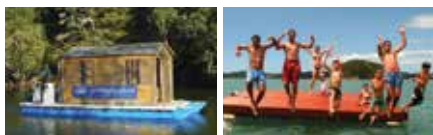
member company managers attended, together with NZTE representative Peta Fraser.

The meeting included presentations from Lyttelton Port Co and an update on the new tax credit programme for research and development from Ernst & Young.

This was the first meeting chaired by Chris Gibbs, who replaced the retiring Chairman Dave Hopkins.

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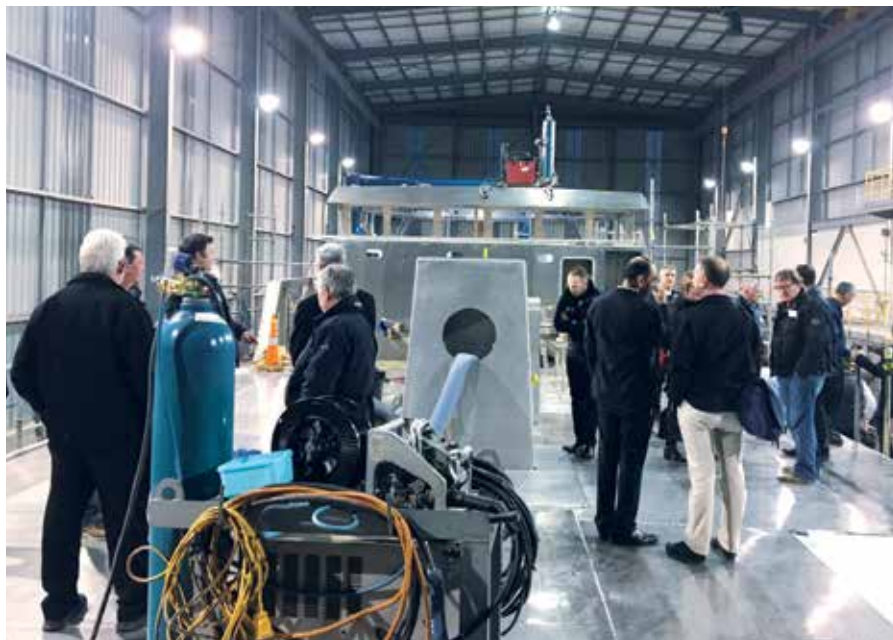
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Boating After 5s



LEFT: McMullen & Wing attendees explore the new mussel barge in construction.
BELOW: CEO Michael Eaglen.



MIDDLE RIGHT: David Porter, Terry Bailey, Brad and Clinton Hall.
RIGHT: Terry Porter, Rolf Eidt and Georgi Yankov.

McMullen & Wing, Auckland

One of New Zealand's most established shipyards, McMullen & Wing, having recently celebrated 50 years of boat building, hosted a Boating After 5 on August 7.

OVER 60 NZ MARINE members visited the yard, which comprises three separate build halls up to 58-metres long, a 350-tonne slipway, a 65-tonne travel lift, marina and substantial office and workshop facilities.

McMullen & Wing's projects have included all manner of marine craft,

including America's Cup winners, superyachts, ferries, patrol, fishing and work boats, and more.

Today their primary focus is on serving New Zealand's leading commercial vessel operators through a combination of new construction and refit, repair and maintenance projects.



Marco Boats, Morrinsville

A very enjoyable evening was spent at Marco Boats in Morrinsville on Thursday, November 1.

MEMBERS WERE ABLE to view Marco's current projects, including their first brand-new 800 Sou'wester model hardtop, a fully revamped 600 Sou'wester, a 625 Sou'wester as well as other boats in progress.

The Marco 950 Sou'wester won the Boat

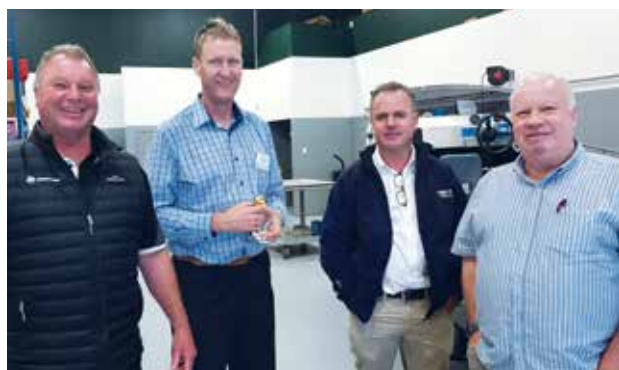


Icon Boats, Rangiora

Icon Boats hosted two NZ Marine events recently with the NZ Marine Commercial Vessel Group meeting being held on-site at its Icon Marine Hub in Rangiora prior to the Boating After 5 on November 8.

GUESTS WERE INVITED by Icon MD Andrew Scott to view the Icon Marine manufacturing facility and witness their expanding operation. Currently in build is a Robson Design R146 seagoing barge, several Ramco production boats, a Tim Barnett Design CG85 Waimakariri District Coastguard boat and an inter-atoll vessel for Tokelau, featured on the cover of this issue, another good example of NZ Government buying NZ-made vessels.

Guests also heard from Ernst & Young's top tax specialist, Tim Benbow, who presented on the new tax credit programme.



TOP:
Chris Gibbs,
Andrew Scott
and Peter
Busfield.

LEFT:
Grant Allen,
Andrew
Stark, David
Cockell and
Geoff Fraser.



Core Builders Composites, Warkworth

On Wednesday, October 10, Core Builders Composites opened its doors to a huge turnout of over 90 NZ Marine members.

ATTENDEES ENJOYED VIEWING the state-of-the-art equipment for composite tooling and manufacturing of composite parts.

Core Builders Composites have been at the forefront of high performance yacht racing and tooling construction for over a decade.

GM Mark Turner updated guests on Core's current projects, which include construction and development of a 10-boat fleet of F50 one-design, wing-sailed foiling catamarans. These vessels are an evolution of the AC50 foiling cats that contested the last America's Cup.

The new class will race in a high-octane international one-class series backed by Oracle's Larry Ellison and Russell Coutts.

Tristan Campbell of Kiwi Yachting Consultants said it was the most absorbing NZ Marine event he had attended, and one of the most impressive marine facilities he had visited in NZ. The consensus from other attendees was similar.

of the Show Specialist Fishing Boat Open category at this year's Hutchwilco NZ Boat Show.

Marco also had their neighbouring business, Horne Engineering (which makes a number of CNC components for the boats), open for members to tour.



Members enjoy the hospitality at Marco Boats.

Leadership training

Dale Carnegie Leadership Breakfast Seminar

Following on from our successful Dale Carnegie Breakfast Seminar in June, we held a second of these free up-skilling seminars on Wednesday, November 7 at NZ Marine House.

THIS EVENT (valued at \$250+GST per person) was focussed on leadership and was enjoyed free of charge by about 30 NZ Marine members. Feedback from delegates was very positive with attendees enjoying the high energy presenter, who provided an engaging session with advice on how to improve leadership skills.

These breakfast seminars are an ideal way for business owners, senior managers and team leaders to benefit from the world-renowned Dale Carnegie training. NZ Marine will be hosting more of these sessions in 2019.

Contact Caroline Gibson,
caroline@nzmarine.com.



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Commercial
Vehicles

*Prices listed are the Maximum Retail Price excluding on-road costs. 200kW power accessible between 3500-4000rpm when the engine is in 'overboost' mode. Model shown is V6 580Nm Aventura with overseas side steps shown.

Superyacht welcome



ABOVE: RNZYS Commodore Ian Cook and Executive Director Peter Busfield welcomed the guests.

NZ Marine hosts superyacht welcome

The 2018 annual Superyacht Welcome Function was held at the Royal New Zealand Yacht Squadron, Westhaven, Auckland on Friday 30 November.

THE EVENT WAS WELL attended with approximately 90 captains and crew from 20 superyachts, together with over ninety sponsor and key marine industry representatives.

RNZYS Commodore Ian Cook, together with NZ Marine Executive Director Peter Busfield, welcomed the guests and thanked the crews for choosing New Zealand as a cruising and/or refit destination. Ian Cook also officially announced that the Squadron had now received applications for eight new entries for the 2021 America's Cup.

This annual event is a great opportunity for the marine industry to meet socially with the visiting captains and crew.



FAR LEFT Stuart of Robinson Interiors, Nick and Haydon of ENL and Chris of Robinson Interiors.



LEFT Clive, NZ Marine, Ben and Matt of North Sails.

NZ MARINE AND SUPPORTING SPONSORS WELCOME SUPERYACHTS TO NEW ZEALAND

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Glengarry Wines
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Gough Power Systems
Harken NZ
Holton Marine
IMED
Integrated Marine Group
Lancer Industries
Liquid Automation
Lloyd Stevenson Boat Builders
Marsden Cove Marina
North Sails
Oceanmax /Propspeed
Oceanbridge
Oceania Marine
Oceania Medical
Orams Marine Services

Penske Power
Power Equipment
Reid Yacht Services
Rig Pro
Robinson Interiors
Select NZ Tours
Sevenstar Yacht Transport
Silo & Viaduct Marinas
Smuggler Marine
Technical Equipment Supplies
Tourism New Zealand
Wright's NZ
Yachting Developments



Over 150 guests enjoyed the welcome function.



LEFT Alex of Westhaven Marina, Janice of SY *Janice of Wyoming*, Keith of Babcock NZ and John of Viaduct and Silo Marinas
FAR LEFT L-R Jodi, SY *Aquijo*, Aaron, RNZYS Vice Commodore, Peter, NZ Marine, Josh, SY *Aquijo*.



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Industry Training Organisation



Chris van der Hor
GM Industry Training

Skills such as resilience, adaptability and decision making are going to rank in importance with industry knowledge.



Introducing Rudder2 – the future of apprenticeships

THE FUTURE OF WORK means more focus is required in encouraging and growing core skills in apprentices, so the future workforce can adapt to the challenge of continually changing roles.

Skills such as resilience, adaptability and decision making are going to rank in importance with industry knowledge.

The employers of the future are going to value employees who understand their 'why'. Apprentices of today will go on to have many different roles within their industry during their lifetimes.

To grow apprentices who can achieve this, you need to give them the core skills in a way that allows them to develop exploratory thinking. This skill is important to the future of our industry.

To do this, NZMAC ITO needs a platform that allows for an exploratory learning environment. A platform that meets our learners' attention at the level they require it and develops individuals that employers need – creative, adaptive problem solvers.

It must deliver the right skill that is relevant to continue to maintain and grow the marine and composites industries.

The new delivery model not only passes on the required knowledge, but also encourages these skills.

HOW WILL WE ACHIEVE THIS CHANGE?

Conversion and updating of NZMAC ITOs existing workbooks (study notes) into logical eLearning modules headings has commenced.

The new digital modules will be deployed through a new learning management system (LMS) Rudder2 that tracks an apprentice's progress throughout the study journey.

Apprentices will have greater engagement and make the most of their learning so they are best positioned to become creative, adaptive problem explorers. This model makes the most of digital technologies and learning strategies to capture attention and keep learners engaged. Through accessibility and flexibility, it gives apprentices the training they need, when they need it the most.

It makes the most of our past investment in existing material but will future-proof as this delivery model aligns with current eLearning methodologies and allows for future growth. This brings our resources up to current standard.

Instructional design is a key component of this process: it maintains the integrity of the original material while ensuring that learners get the knowledge and skills they need. There's a difference between knowing something and explaining that knowledge to someone else. Instructional design looks after the 'explaining' part.

We are in the process of trialling this with a cross-section of learners and employers before we launch Rudder2 with new apprentices in 2019.

Rudder2 represents a major piece of work undertaken by the team at NZMAC ITO and will need strong industry support to deliver the full outcome.



NZMAC ITO staff running a recent trial of the Rudder2 modules with learners and employers.

Chris van der Hor
GM Industry Training

Helping you with more than just business.



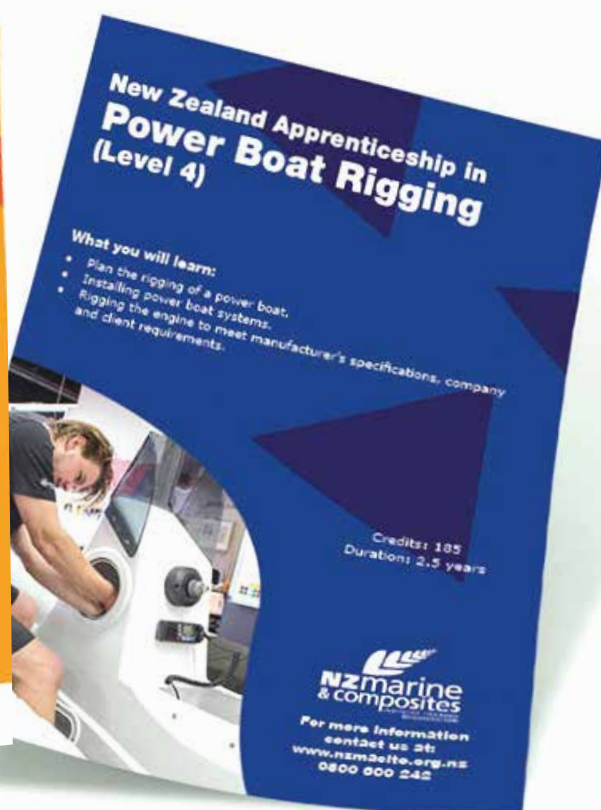
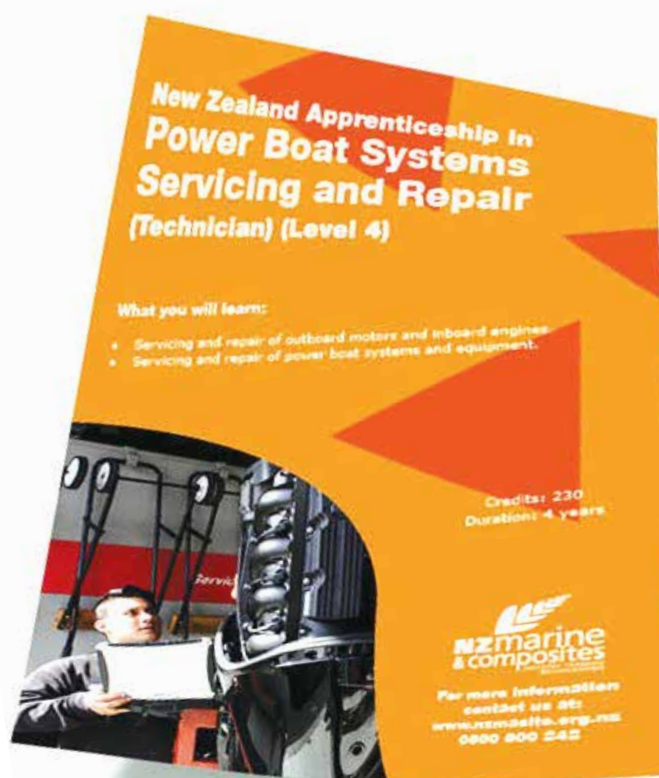
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**Commercial
Vehicles**

NZMACITO received final NZQA registration approval for two new power boat qualifications.



New power boat training programmes

After a lengthy consultation process, the design make-up for the two new training programmes leading to New Zealand Certificate Qualifications in Power Boat Rigging and Power Boat Systems Service and Repair, received final registration approval from NZQA in August.

THIS HAS BEEN WELCOMED by the sector with Hugh Stewart from Yamaha Motor NZ saying, "We are extremely excited by the development of the two new marine industry specific training programmes. These two new training programmes have been designed for our sector of the industry under the guidance of NZ Marine & Composites Industry Training Organisation."

Stewart further commented that the NZ Marine & Composites Industry Training Organisation will also be looking after industry sector apprentices working through these two training programmes, which will provide our apprentices with specific on-hand guidance and assistance as required.

The two new training programmes are indeed a bonus for this sector of the marine industry as, with the support of our ITO, these apprentices will assist in meeting the needs of a skilled workforce with a New Zealand Qualification that the power boat sector has long awaited.

Dean Harris from Mercury Marine said, "We as a company are very pleased with the outcome of the new programmes. Under the previous motor apprenticeship structure/administration we had ongoing concerns at the level of support and relevant material our marine trainees were getting."

The two new training programmes are indeed a bonus for this sector of the marine industry...

He said that the whole team at Mercury was very excited that it now has two robust, marine industry specific programmes that they can promote to their retail and boat builder partners and strengthen their knowledge and skill base for the future of our industry sector.

Chris van der Hor stated that that NZ

Marine & Composites ITO currently have some 50 people registered to the programmes, with numbers steadily growing as we continue to get around the country informing businesses and their employees of the opportunity.

An in-house development team is currently busy developing the appropriate resources, again with sector input, for the new standards that are included in the new programmes. This will take some time, but the NZMAC ITO team is looking to have the essential resources completed by June 2019.

A big thank you to the marine outboard motor sector for your valued support.

Please contact :
Chris van der Hor
chris@nzmarine.com
for further information.

Luke Hoskins
at the wheel
of *Aquijo*.



Homegrown success

A former Mahurangi College student is now captain of the 86-metre superyacht *Aquijo*, currently berthed at Orams in Auckland.

LUKE HOSKINS' JOURNEY at sea began after joining the 10-Day Youth Development Voyage on-board SV *Spirit of New Zealand* in 1995.

Encouraged by his mum to join the Spirit of Adventure Trust 10-Day Youth Development Voyage, he had no idea it would be a pivotal adventure that would be the foundation of his career pathway.

"I was called up a few days before the start of the voyage and although I was reluctant at first, I'm so grateful to Mum for putting my name on that list!" said Luke.

The positive impact of his 10-Day Youth Voyage influenced him, both personally and professionally, and has led

to a thriving career. "I'd have to say that bringing *Aquijo* into New Zealand was a huge highlight".

Luke feels Kiwi youth is well equipped for the challenges of a life at sea.

"Kiwi youths in general are practical, hard-working, and easy to get along with. Those three attributes form the foundation of any good crew member. Kiwis have a large presence and a great reputation within the superyacht industry, that's for sure."

Luke's advice for any youth considering entering the marine industry: "Be patient, and be realistic in your expectations. You have to put in the hard yards at the start of your career. Everybody

does. But if you work hard and learn as much as you can along the way, good opportunities will inevitably present themselves."

Each year 1,500 young people take part in the award-winning youth development programmes on board the iconic tall ship *Spirit of New Zealand*. The emphasis of the programme is on teamwork, leadership, independence, problem solving, motivation, self-confidence, community spirit, self-esteem, tolerance, goal setting and overcoming challenges.

The programmes would be of great benefit to young people and apprentices already in the industry.

www.spiritofadventure.org.nz

Barge project invests in local youth

AUCKLAND-BASED MCMULLEN & WING, acclaimed for its 50-year history spanning commercial vessels and award-winning yachts, including the victorious 1995 America's Cup boat NZL32 (*Black Magic*), joined forces with a Bay of Plenty iwi and a local mussel farming company to build *Kukutai*. Commissioned by Whakatōhea Mussels, New Zealand's largest offshore mussel farm, *Kukutai* was constructed with help from local Opotiki youth.

McMullen & Wing CEO Michael Eaglen says he wanted to help Whakatōhea Mussels' investment to deliver for the Opotiki community beyond simply building a great farming vessel.

"Our trainee programme gives these young people a career pathway in a growing industry where demand for skilled workers is strong."

The three young workers, all between the ages of 17 and 18, received training in metal work and construction skills which they were able to apply directly to the building of the vessel, which itself will directly benefit their own community.

www.mcmullenandwing.com



LEFT Trainees from Opotiki were employed to help build the barge.

BELOW Broad and stable, *Kukutai* is the ideal mussel barge.



School to Work: Brooke Tawhara

Now one year in to her apprenticeship as an alloy boat builder at the prestigious McMullen & Wing, Auckland, Brooke Tawhara is breaking through the glass ceiling and demonstrating that women can do everything!

IT ALL BEGAN IN her Year 11 engineering class at One Tree Hill College, where students were given a project to design and build a weather vane. Not only did Brooke outsmart the boys with her design, but her attention to detail in the welding and finishing of her product saw her awarded with the top prize for Level One Engineering that year.

It was that accolade, and the belief that she could actually do this better than most of her classmates, that prompted her to explore a possible career using her new-found skills. Now with over a year's experience working at the East Auckland boat building and service yard, Brooke is loving her job.

Her apprenticeship training so far has found her studying a diverse range of topics including characteristics of aluminium alloy, computerised manufacturing processes and calculating costs for boatbuilding, and now glass fibre laminating, but as with everything else in her role, Brooke takes it all in her stride.

One of Brooke's key projects has been on the construction of a custom-designed aquaculture vessel, a venture McMullen & Wing have proudly partnered with East Coast iwi and a mussel farm to build an innovative new vessel. In addition to welding and cutting, she has been the sole programmer and operator of the company's CNC plasma machine, used to cut all the aluminium and steel plate for the vessel.

Brooke is enjoying the challenge of learning new skills and the variety of work she has been involved in. She has been fascinated seeing the project unfold, from observing the initial design to seeing the way the boat all came together. She feels thankful to be working in a supportive team with some very



skilled tradespeople who are teaching her their craft.

It would be fair to say that Resources Manager Phil Allen initially had reservations about how Brooke would be accepted as the first female apprentice at the yard, a traditionally male-dominated workplace. However it soon became clear that his concerns were unfounded. From day-one the staff accepted Brooke as their equal.

With her quiet determination and ability to learn trade skills she was quickly able to contribute to the team. With good communication skills, a hunger to learn, and producing high quality work, it was evident how well suited she was to this new role.

NZMAC ITO School to Work Transition Advisor Tracey Eaton has enjoyed sharing Brooke's success story with other young women in high schools. Recently Brooke accompanied Tracey to a Women in Trades event, participated in a panel discussion with other talented tradeswomen discussing their craft and demonstrated that this is a viable career pathway for practically capable young women.

...quiet
determination
and ability to
learn trade
skills she was
quickly able to
contribute to
the team.



ABOVE: Brooke Tawhara with her award from One Tree Hill College and her weather vane.

LEFT: Brooke participated in a panel discussion at a Women in Trades function and demonstrated that this was a viable career path for young women.

School to Work: technology teachers workshop

On November 8, the NZMAC ITO team of Field Officers Joe Daw, Robert Howatson, Christopher Butler and Tracey Eaton hosted a group of Auckland high school technology teachers at Westhaven.

THE WORKING LUNCH was a marketing opportunity to talk to the teachers from the construction, engineering and automotive classes about the diverse career pathways in the marine and composite industry.

Each of the field officers entertained the guests with stories about their former work roles in marine interiors, composite production and marine systems engineering. Tracey Eaton concluded the session with the School to Work video and details about the successful initiative.

www.nzmacito.org.nz/schools/school-to-work/



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

Adept Composites
Blackdog Cats
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C-Quip
C-Tech
Careys Bay Marine
Core Builders Composites
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Everyman Boats
Extreme Boats
Epic Yachts
Family Boats
FC Boats

General Marine Services
Half Moon Bay Electrical
Half Moon Bay Boatbuilders
Image Boats
Lloyd Stevenson Boatbuilders
Manson Engineering
Marine Workz
Matakana Marine
McKay Electrical
MG Composites
Moon Engines
North Sails
Oceania Marine Interiors
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| - Extreme Boats | - Marco Boats | - Smuggler Marine | - Sea Craft | |
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Industry News

ICOMIA – the voice of the recreational marine industry worldwide

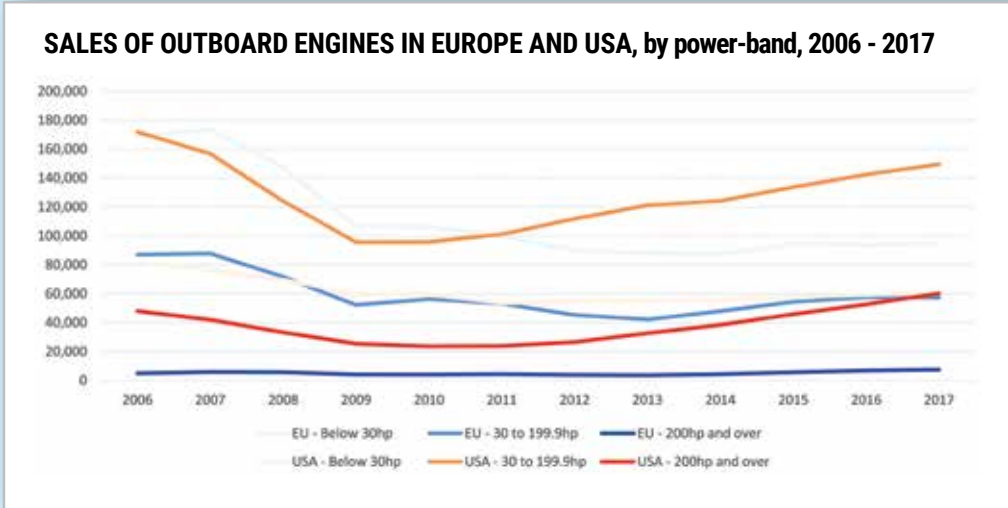
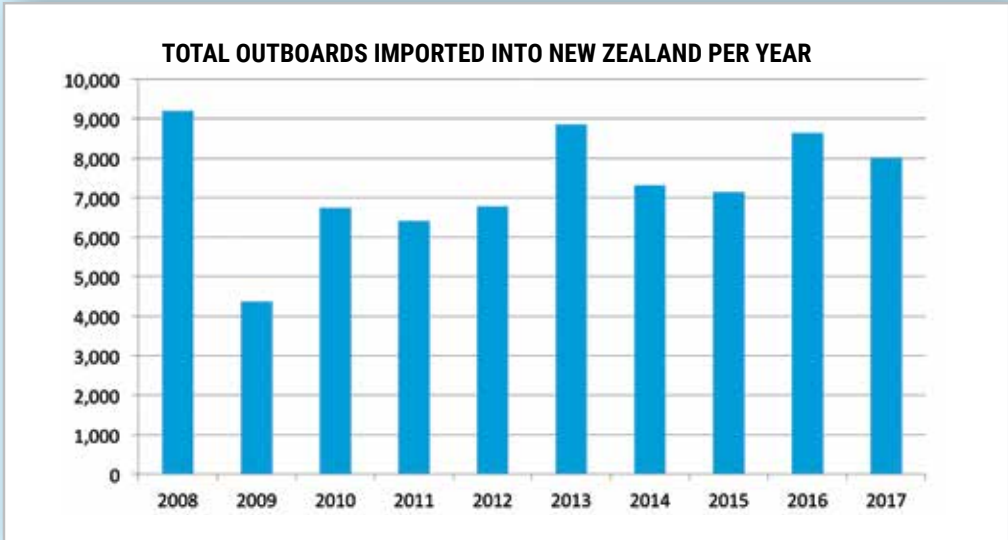
The International Council of Marine Industry Associations – ICOMIA – is the international trade association representing the global marine industry since 1966.

ICOMIA BRINGS TOGETHER national marine industry associations in one global organisation and represents them at an international level, presenting a strong and united voice when dealing with issues challenging the industry.

No less than 35 national associations across the world are full members of ICOMIA today. Our members include the vast majority of the industrialised countries, from North America across to Japan and China and from Finland down to New Zealand.

NZ Marine is a long-standing member of ICOMIA and past-President Ian Cook was an ICOMIA board member. On an annual basis ICOMIA collate statistics from all its member countries worldwide and NZ Marine has access to this information to assist members with any specific enquiry on any given country's marine industry activity.

NZ Marine members can also purchase the full statistics from the NZ Marine office.



Above and right - Sample statistics provided by ICOMIA.

ICOMIA 2017 FACILITIES TABLE

Country	Total Marinas / Yacht Harbours	Total wet berths/slips, drystack berths, drysail berths	Total open moorings	Total slipways
Argentina	280	140,000		35
Australia	340	67,000	20,000	1,050
Brazil	652	88,000	9,800	480
Canada	1,472			
China	101	13,000		
Croatia				
Czech Republic	58	940	3,250	74
Denmark	83			
Finland	1,300	80,900		8,300
France	403	253,000	60,000	1,195
Germany	2,700			
Greece	60	8,100	1,200	60
India		2,500	700	500
Italy	545	184,000	36,000	1,400
Japan	560	57,000	33,000	
Lebanon & UAE				
Netherlands	1,160	200,000		500
New Zealand	215	15,000	10,000	260
Norway				
Poland	1,306	48,400		1,906
Spain	360	130,250	1,500	200
Sri Lanka	1	32	5	16
Sweden	1,500	100,000	100,000	1,000
Switzerland				
Turkey	78	32,000	14,500	160
UK	576	95,000	170,000	1,317
USA	12,000	560,000		

No less than 35 national associations across the world are full members of ICOMIA today.



Up-skilling younger staff for success

New sector group, Young Professionals in Yachting New Zealand (YPY) is encouraging employers to reap the benefits of up-skilling their staff.



THE NEW ZEALAND branch of the international group launched earlier this year and is designed to help marine professionals under 41 hone their career and skills.

"The aim is to not only keep young people within the marine and yachting industry, but to also safeguard the longevity, skillsets and quality that the New Zealand marine industry represents," says chairman Chris Gibbs.

Seminars held by the group cover a range of topics to aid professional development and are complemented by networking events both here and around the world.

Employers wanting to help their younger staff members learn valuable skills which can be translated back into the business can contact Stacey Cook for further information. stacey@nzmarine.com



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



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Women in Marine



Bright future ahead

When Tracey Stevenson agreed to marry Lloyd Stevenson in 1987, she also married into the marine industry.

TRACEY WAS WORKING as a corporate accountant when she met Lloyd, and by her own admission had never set foot aboard a boat, but she soon found herself becoming more involved in the couple's boat building business and spending a lot more time on boats.

When kids came along, Tracey left the corporate world, taking on a bit of contract accounting and also working part-time at Lloyd Stevenson Boatbuilders. It didn't take long for Lloyd to recognise Tracey's value to the company and part-time at LSB soon morphed to full-time. Her skills were complementary to Lloyd's and Tracey laughs that she soon found herself doing "everything Lloyd didn't want to do!"

As is true in many marine businesses, the husband and wife team of Lloyd and Tracey formed a strong business partnership. Both share the philosophy of building strong relationships with their customers, locally and overseas. And the strategy has worked well, says Tracey, resulting in repeat business and lifelong friendships.

Over the years, Tracey has been able to play to her strengths when it comes to

negotiating customer contracts and dealing with finances. She and Lloyd have focussed on "flattening the dips and hollows" to ensure a more solid work stream with better cash flow. Today, LSB has a range of projects, from local new-builds and refit work to building superyacht tenders for overseas clients.

Attitudes towards women in the workplace have changed dramatically in the last 30 years.

"Nearly all our work is the result of the relationships we have built," explains Tracey, "even the offshore stuff. There's always a Kiwi link somewhere – someone we know, or a customer who has recommended us."

And while many women in the marine industry are in important but supporting roles, Tracey is pleased to see more women, particularly young women, entering the industry in a variety of roles, including as apprentices.

Keen to set an example for women in

the marine industry, Tracey recently joined the Industry Training Board.

"The technology side of the industry, particularly design and composites, is proving very attractive to women, but we are also seeing more female apprentices interested in boat building and other marine-related trades," says Tracey.

LSB doesn't currently have any female apprentices, but they do employ a female tradesperson, a joiner-cabinet maker who Tracey rates very highly.

"Attitudes towards women in the workplace have changed dramatically in the last 30 years," she says, "and not just in the marine industry. Take a look at the construction and automotive industries and the growing numbers of women they are attracting."

"What we are seeing taking place is a normalisation in the workplace, which in future will allow women to work in whatever field interests them."

Tracey feels very positive about the future for women in the marine industry and she is convinced we will see more and more of them playing an important part in the years to come.

www.lloydstevenson-yachts.co.nz



FAR LEFT: Westhaven Marina was awarded NZMOA Marina of the Year.

LEFT: Chris Galbraith with his award for Outstanding Individual Contribution.

Marina of the Year winners announced

Winners of the first ever NZMOA Marina of the Year awards programme have been celebrated by New Zealand's marina and boatyard industry.

ORGANISED BY THE New Zealand Marina Operators Association, the awards were established to recognise and celebrate excellent practice in the marinas industry.

The title of NZMOA Marina of the Year 2018 was awarded to Westhaven Marina. As New Zealand's biggest marina, Westhaven Marina has enjoyed the ability to undertake significant developments on and off the water. Judges commended

Westhaven for its consistently excellent customer satisfaction levels results, its focus on staff training, including a marina cadetship programme, and its long-term environmental focus.

Tutukaka Marina's Seabin Project received the NZMOA Best Environmental Initiative Award.

Judges said that, with the Seabin Project, Tutukaka Marina has staked its position as a marina that is willing to go to the extra mile to care for our environment.

The 2018 Outstanding Individual Contribution Award was presented to NZMOA's incumbent chair, and general manager of Far North Holdings, Chris Galbraith. Chris received this award for his continuous endeavours to advance marina management, his proactive and

considered approach on behalf of both marinas in Northland, and NZMOA.

Chris received a trophy hand-made by Brent Shipman of Total Marine Services. The trophy was created in honour of the late Graham Ade, and his decades long contribution to the marinas industry in New Zealand and Australia. It will be presented to future recipients of the Outstanding Individual Contribution Award as a piece of marina industry history.

The programme was sponsored by Total Marine Services, Allied Fastenings, Marsh Insurance Brokers, and Bellingham Marine.

New NZ Marine Technology Group formed

THE NZ MARINE New Technology Group has been put together under the NZ Marine Export Group umbrella for member companies to learn from the experiences of other equipment design and manufacturer member companies and other industries.

The group will share experiences in marketing and promotion, distribution methods, market access, manufacturing processes, research and development processes, plus explore economic gains for equipment companies under this new export-focused group.



On 28 November the group enjoyed a presentation from Marcus Hamilton from Fusion Entertainment on opportunities and challenges of digital marketing products internationally.

NZ Marine acknowledges the recent sad passing of two industry icons.

Harvey Sheppard – Royal NZ Coastguard Federation

HARVEY SHEPPARD passed away aged 76 on 20 October. Harvey was instrumental in forming the Royal NZ Coastguard and after many years valued service he was elected President in 1978.

After his term as President, Harvey continued to be involved with Coastguard, including Coastguard Boating Education, only stepping down from the board in March 2018 after 39 years of involvement. His dedication was recognised by the Queen in 2004 when he was appointed as a Member of the New Zealand Order of Merit (MNZM) for services to marine safety.

As Chairman of the NZ Marina Operators Association in the 1990s Harvey was a well-respected member of the Executive of the then Boating Industries Association for many years.

Harvey's business skills were also

highly respected, as remembered by Chris McMullen.

"Harvey's enthusiasm impressed me from the start. He recognised my ability to build boats and my loathing of paper work. On behalf, he paid all our accounts, brought out the men's wages each week, wrote letters and contracts for me. I recall him helping my business partner Eric Wing and I build our first slipway in the weekends. His advice to me was 'Be careful of your overheads'.

Harvey's business recipe was continued by us for twenty-odd years. Robert Knox, later his practice partner, carried on the tradition. Harvey and Robert and their families became our best friends, in Harvey's case for almost 50 years.

When I first knew Harvey, he had a runabout appropriately called Overdraft. Eric Wing and I were keen sailors and I guess it was our friendly banter that



encouraged him to go sailing. Harvey bought the Pacific 38 called Aloma and the family still own her.

Thank you, Harvey, for the great times we had together and your wise business advice."

Alan Warwick 1934–2018



MEMBERS WILL BE saddened to learn of the recent passing of Alan Warwick – one of the country's pre-eminent luxury yacht designers.

Born in Wellington in 1934, Alan moved to Auckland in 1952 to begin an architectural degree. He started sailing in M Class yachts and, after buying and sailing a Des Townson Zephyr, he began building his first keeler in 1962, a 6.7m Townson Pied Piper.

Alan joined Chris Bouzaid's *Rainbow II* successful campaign to win the 1969 One Ton Cup (OTC), before heading up

Lou Fisher's *Young Nick* campaign for the 1971 OTC. *Young Nick* finished third overall, the best New Zealand yacht.

He also worked with Laurie Davidson on the design of the Half Tonner *Swooper of Cox's Creek*, which later became the basis for the GRP production Davidson 31.

While working as an architect, he began designing yachts on a part-time basis. His first commission was the IOR quarter tonner, *Quarter Pint*, while his second was the well-known *Longfellow*.

During his early years he also designed the 747 and 927 Stratus cruiser/racers, the Trojan 750 trailer sailer, numerous sailing dinghies and a number of powerboats for Sea Nymph.

His first major offshore success was the Cardinal range of yachts, built in Taiwan, the success of which led him to found Warwick Yacht Design (WYD) in 1980.

Over the years WYD designed performance sloops, monohulls, multihulls, sportsfishers, luxury super yachts, high-

speed launches, long-distance displacement cruisers, commercial boats and, increasingly, luxury, one-off commissions.

While many WYD designs were built in New Zealand, many luxury commissions were built in Europe and Turkey. In all, Alan and his team designed more than 500 boats, making him one of this country's most prolific and successful yacht designers.

Like everyone in the industry, the 2008 GFC impacted on WYD's business and it had to retrench. Over the last few years, Alan had increasingly been passing the baton to Bruce although he continued to take a keen interest in all aspects of WYD.

Alan unexpectedly died on 20 September 2018, at North Shore Hospital following complications from an injury suffered in Samoa. He's survived by his wife Gael, children Bruce, David, Malcolm and Sondra, and numerous grandchildren and great-grandchildren.

By John Macfarlane

RSM New Zealand update



New rules for PAYE

Say goodbye to filing your PAYE returns monthly (or twice a month for bigger organisations).

FROM APRIL 1, 2019 you will have to send in details of your PAYE within 10 working days of paying your staff. It is two working days for filing the return if filed electronically (please remember provincial anniversary days are classed as a working day), or within 10 working days if you are a paper filer.

If your combined deductions from salaries and wages are \$50,000 or more per year, you will also be expected to file your PAYE returns online. For smaller firms, there will be an alternative of putting in two returns per month.



Get ready for payday filing

Since April 1, 2018, employers have been able to file payroll information every payday. Payday filing will be compulsory from April 1, 2019. Here's what you need to know.

If you already use payroll software, ask your provider how they can support payday filing.

All employers will need to switch to payday filing by April 1, 2019.

If you're a New Zealand employer paying more than \$50,000 PAYE and Employer Superannuation Contribution Tax (ESCT) per year, you'll need to file electronically through payroll software or myIR from April 1, 2019.

If your total PAYE/ESCT is less than \$50,000 for the previous year ended March 31, 2018 you can either:

- file online, or
- by paper returns (but only from April 2019).

How is payday filing different?

Currently, employers file employee earnings and PAYE information with Inland Revenue every month, regardless of how frequently they pay their employees. Under payday filing, this information will be reported to Inland Revenue every time your employees are paid.

Instead of submitting an employer monthly schedule, you'll need to submit an employment information schedule after every payday.

Collecting payroll information more regularly will help Inland Revenue offer increased certainty about employees' tax obligations and entitlements.

How does payday filing work?

There are three ways you can file online:

- direct from your payroll software
- by file upload in myIR, and
- on-screen in myIR.

You may find payday filing easier if you use payroll software, because this allows your payroll information – including salary, wages, PAYE and other deductions – to be automatically sent to Inland Revenue at the same time as you pay your employees, which could save you time. If you submit employment information directly from your payroll

software, you'll still need to submit an employer deductions form (IR345) and arrange payment. The due dates for paying and submitting the IR345 stay the same.

How to prepare for payday filing

If you already use payroll software, ask your provider how they can support payday filing. Ask if you can file from your software or file upload in myIR. Your software needs to be compatible with payday filing by April 1, 2019. Chat with your provider about the changes and see how they're planning to be ready. You'll have two working days after your payday to file the returns (or 10 working days if you're filing on paper). Payment due dates for PAYE and other deductions won't change.

How to register for payday filing

If you file direct from payroll software, you don't need to contact IR to start payday filing – just make your first submission and you'll have begun payday filing. For either of the options using myIR, you should call Inland Revenue on 0800 377 772. They'll register you and work through the process with you.

Research & Development

New tax incentives for companies

New Research and Development Tax Incentive is available to all NZ companies spending \$50,000 or more per annum.

NEW RESEARCH AND DEVELOPMENT

Tax Incentive is available to all NZ companies spending \$50,000 or more per annum.

We are pleased that the Minister of Research, Science and Innovation, Hon Dr Megan Woods, accepted our representation that this new tax incentive should be available to small and medium-sized companies, and as such, the Government has reduced the qualifying threshold to companies spending from the planned \$100,000 to \$50,000 per annum.

The Act of Parliament was passed in October 2018 and this new tax incentive is now available for a company's start of

their next financial year (for most companies this will be from April 1, 2019).

An example of how we understand the system will work is:

A marine company, in March 2019, documents a complying R&D project that will be conducted from April 1, 2019 noting the scope of the R & D planned and how this research outcome may assist their business going forward.

During the period April 1, 2019 to March 31, 2020 the costs of doing the R + D is clearly recorded on a monthly basis in the company's accounts. The costs can include the share of salaries of employees involved, from Managing Director planning

involvement to product development officers and related overheads and depreciation costs, in addition to up to 80% external contractors' costs.

At the end of the financial year ending March 31, 2020 the company provides the above costings and summary report of the progress/outcome of the R&D project/s to their accountant who will claim the 15% tax rebate against the R&D costs. The IRD will credit this rebate against the company tax due to be paid by this company.

If the company has not made a profit and has no company tax payable, then IRD will remit the tax credit to the company's bank account. If, for example, the company's cost of the R&D project is \$50,000 for the year ending March 31, 2020 then the tax rebate will be \$7,500.

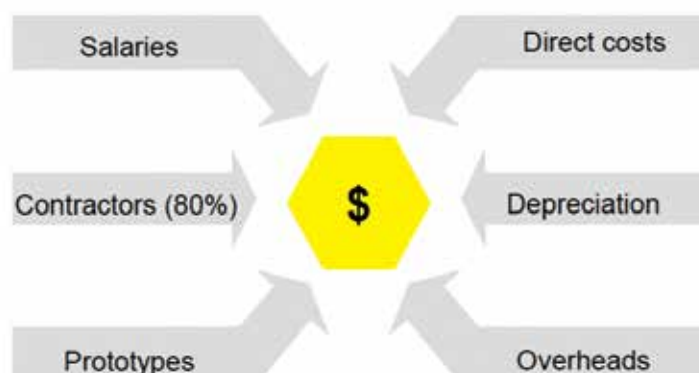
KEY POINTS

COMPLYING R&D ACTIVITIES NEED TO:

Create new knowledge, or new or improved goods/services/processes

	R&D INCENTIVE
Effective benefit	15% of R&D expenditure refunded by NZ Govt to company
Qualifying expenditure	\$50,000 - \$120 million
Feasibility/intangible asset	Eligible
Overseas expenditure	Up to 10% of total p.a.
Reporting requirements	Outline of R&D project/s completed with total cost to company to be submitted to IRD with your company's annual tax return for year completed.
Qualifying activities	Resolving technological/scientific uncertainty

R&D EXPENDITURE MAY INCLUDE:



The Act of Parliament was passed in October 2018 and this new tax incentive is now available for a company's start of their next financial year...

Member survey

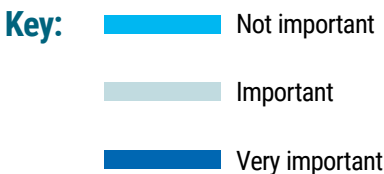
2018 NZ Marine Industry membership survey

In September we conducted a membership survey as part of our strategic planning process for the period 2018 to 2020. From our 475 NZ Marine member companies we received 144 responses, representing approximately a 30% response rate.

MEMBERS WERE ASKED to rate the value of NZ Marine services (eg. NZ Marine & Composites ITO services, Auckland On Water Boat Show, documentation for members' use, Conference, Boating After 5 events, sector groups, representation to Government and other authorities, etc), rating the value to the industry as a whole.

We have reviewed members' feedback on the value of these services and events that we provide and are using this information to help with our strategic planning. The results, both positive and negative, give the board and management of NZ Marine direction on which areas to focus on. We have also been able to compare the results of this survey with those of the 2015 survey to check for recurrent themes, comments and improvements.

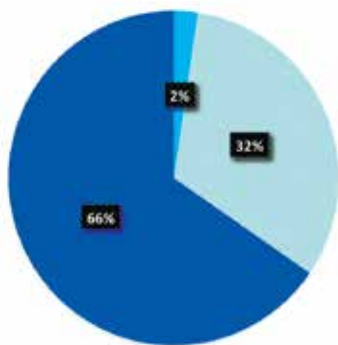
Thank you to those members who completed the survey and for providing this valuable feedback.



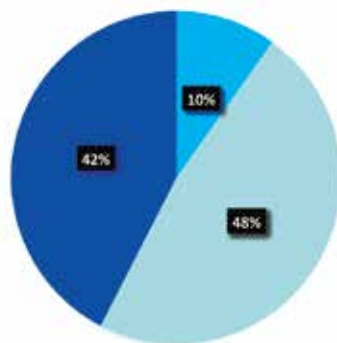
Summary of feedback

- **NZ Marine Fastmail newsletter continues to be valued by members. 94% of members ranked Fastmail as Important or Very Important.**
- **NZ Marine and Composites Industry Training Organisation is held in very high regard. 98% of members ranked the NZMACITO as Important or Very Important.**
- **The highest ranking service provided by NZ Marine, in terms of perceived value to the industry as a whole, is the Auckland On Water Boat Show. 96% of members ranked the show as Important or Very Important.**
- **Provision of industry statistics is valued by members.**
- **Specialist sector groups (eg CPC, Export Group, Boatbuilders & Refit Group and Commercial Vessels Group) are considered important by most members.**
- **Members would like more visitation from NZ Marine representatives.**
- **Some respondents were not aware of the documentation (eg boat builders agreements and dealers Sales and Purchase agreements) and the NZ Marine function rooms available to members for hire.**
- **Members would like more regional events/functions.**

The importance of the NZ Marine and Composites ITO to the NZ Marine industry as a whole.

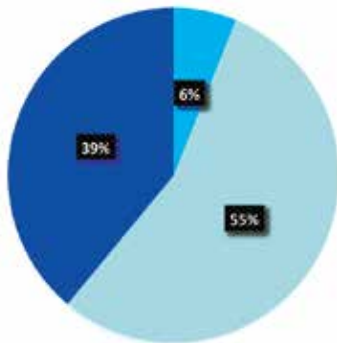


The importance of the NZ Marine documentation to the industry as a whole.

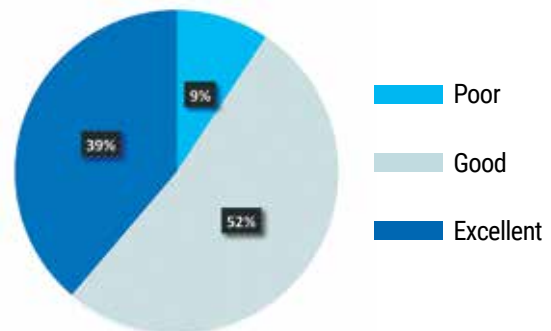




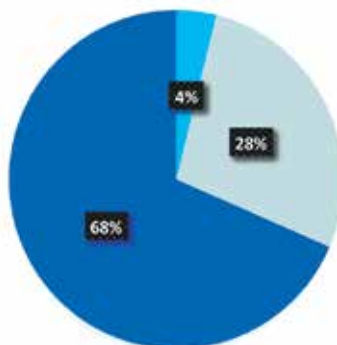
The importance of providing statistics to the industry.



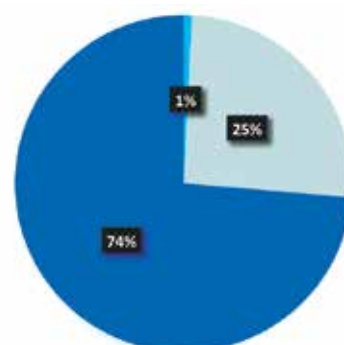
How do you rate the support and services recieved from the NZ Marine office team?



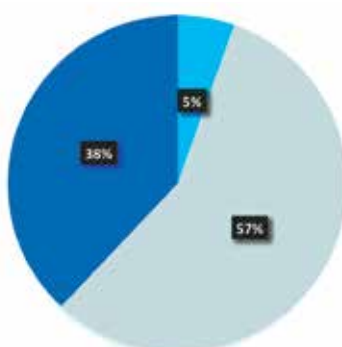
The importance of the Auckland On Water Boat Show to the NZ Marine industry as a whole.



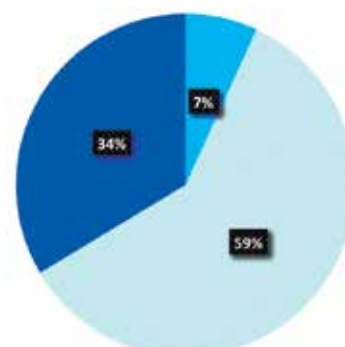
The importance of the NZ Marine lobbying on behalf of the industry.



The importance of the NZ Marine events to the industry as a whole.



The importance of the NZ Marine having specialist sector groups.





Membership



Caroline Gibson
Membership Officer
NZ Marine Industry Association















Welcome to our newest members

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

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

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

Contact Caroline Gibson, Membership Officer on 376 7732 or caroline@nzmarine.com

 <p>Alderson NZ Ltd Auckland. Richard Ord aldersonsanders.com</p>	 <p>All Boat Brokerage Ltd Auckland. Terry Needham www.allboat.co.nz</p>	 <p>Bay of Islands Yamaha Ltd Opuia. Warren Hay www.marinecentre.co.nz</p>	 <p>Black Pearl Fibreglass Ltd Hamilton. Rob McLean www.blackpearlfibreglass.co.nz</p>
 <p>Boat Secure Ltd Auckland. John McDermott www.boatsecure.net</p>	 <p>Boxfish Research Ltd Auckland. Mike Orange www.boxfish-research.com</p>	 <p>Buckland Marine Ltd Auckland. Bryce Deihl www.bucklandmarineyamaha.co.nz</p>	 <p>DHL Global Forwarding (NZ) Ltd Auckland. Zane Morton www.dhl.com</p>
 <p>Gavin Dakers Surveyor Auckland. Gavin Dakers gavin@dakers.nz</p>	 <p>Motor and Marine Services Ltd Auckland. Bill Cunningham billmms@xtra.co.nz</p>	 <p>Ownaship Brokerage Ltd Auckland. Simon Barker www.ownaship.co.nz</p>	 <p>Sail South Pacific Ltd Opuia. John Martin www.sailsouthpacific.com</p>
 <p>Sea Side Marine Ltd Auckland. Robbie Hopper sales@seasidemarine.co.nz</p>	 <p>Superyacht Relief Ltd Auckland. Rossco Gallagher www.syr.co.nz</p>	 <p>Suzuki New Zealand Whanganui. Graham Kennedy www.suzuki.co.nz</p>	 <p>Urban Sea Ltd Whangarei. Karma Butler www.urbansea.co.nz</p>
 <p>VHR Marine Division London, UK. Dale Fisher www.v-hr.com</p>	 <p>Yacht Domain Pty Ltd Auckland. Peter Devers www.yachtdomain.com</p>	 <p>Yamato Marine Worx Auckland. Kotaro Fuse yamatamarine@gmail.com</p>	

NZ Marine Code of Ethics

As we approach the busiest season of the year for our industry, we remind all members of the importance of adhering to the NZ Marine Code of Ethics. These can be displayed in your shop, office and showroom.

The ethics include acting with integrity, offering the highest standard of service, honouring guarantees and always advising the public at all times of their best interests.

If you require an additional copy of this Code of Ethics, please contact Caroline Gibson caroline@nzmarine.com.

All members of the New Zealand Marine Industry Association agree to be bound by the following Code of Ethics:

- 1) **INTEGRITY**
To uphold at all times the tradition and integrity of the marine industry, and conduct themselves and their business in such a manner that will reflect credit to the Association, their fellow members and the industry.
To comply with all legal requirements.
- 2) **HIGHEST STANDARDS OF SERVICE**
To deserve the patronage of the public by rendering service based on the highest standards.
- 3) **PUBLIC INTEREST**
To advise the public at all time of their best interests. Under no circumstances will the member allow their name to be intentionally associated with misleading statements or advertisements.
- 4) **PUBLIC SUPPORT**
To value the support and confidence of the public as of paramount importance and not to act in any way which would detrimentally affect or lose this support and confidence.
- 5) **PRICING**
To clearly set out in writing the basis on which and the price at which any goods or services will be supplied, and to give a written copy to the customer before undertaking the sale or service.
- 6) **GUARANTEES**
To remedy promptly and equitably any genuine cause for dissatisfaction, honouring to the fullest, all guarantees or undertakings given as to quality or service.
- 7) **QUOTATIONS, VALUATIONS AND REPORTS**
Not to issue any quotation, valuation, report or opinion bearing the members name unless it is to the best of their knowledge and belief accurate, impartially made, and based on established practice.
- 8) **SAFE HANDLING**
To make information available to customers on safe handling, useage and enjoyment of boating products sold, and draw the customers attention to the legal requirements of safe boating.
- 9) **SALES AND SERVICE STAFF**
To ensure that all sales and service staff understand and are competent to implement this Code of Ethics.
- 10) **STANDARD NZ MARINE INDUSTRY ASSOCIATION FORMS**
To endeavour to use all forms from time to time adopted by the NZ Marine Industry Association as applicable and acceptable to NZ Marine Industry Association members.
- 11) **COMPLAINTS & MEDIATION PROCESS**
If any complaint is made to a NZ Marine Industry Association member the member:
 - (a) Will attempt to resolve the complaint through direct discussion with the customer.
 - (b) Will advise the customer of the complaints mediation process provided by NZ Marine Industry Association and will on request co-operate by participating in this process.

This certificate remains the property of the New Zealand Marine Industry Association and if the holder for any reason ceases to remain a member, this certificate becomes null and void and must be returned to the Association.

New Zealand Marine Industry Association:
Incorporating Boating Industries Association of New Zealand Inc
and NZ Marine & Composites Industry Training Organisation.

Recognised member



Promote your NZ Marine membership by using the "Recognised Member" logo.

It is encouraging to see the number of members who are displaying their NZ Marine membership by adding the "Recognised Member" logo to their company literature, signage, advertisements and websites.

Some members have also added the logo to their company uniforms and vehicles.

We would love to see many more members promoting their NZ Marine membership so please contact us if you do not have the Recognised Member logo.

The logo is available in various sizes and file formats and can be obtained from Caroline Gibson caroline@nzmarine.com.

Member news



Sealegs system 100

Amphibious eco-tourism vessels incorporating Sealegs' robust System 100 will explore Australia's coastal wilderness without spoiling it.

THE FIRST OF three new 12.8m amphibious craft joined the fleet of eco-tourism business Pennicott Wilderness Journeys in September to work Victoria's largest coastal wilderness area, Wilsons Promontory.

Sealegs International collaborated with Naiad Design (NZ) and Western

Australian boat builder Kirby Marine to integrate its System 100 Amphibious Enablement System (AES) on the three new Naiad Eco-tourers. The remaining two vessels are scheduled for January 2019 delivery.

Sealegs works alongside boatbuilders globally on new opportunities to

commercialise the System 100, which supports the amphibious operation of large vessels.

System 100 AES is available on order worldwide as a standalone system to established boatbuilders with an approved design.

www.sealegs.com

VHR joins NZ Marine

VHR is delighted to announce the company is now a member of NZ Marine.

VHR is an international technical recruitment organisation serving 45 countries.

Heading up VHR's marine recruitment division is seasoned industry specialist Dale Fisher. Dale has over 20 years' marine experience, including building and racing yachts for the Volvo Ocean Race and America's Cup, and delivering recruitment solutions across design, development and manufacture.

VHR's marine market presence extends across the globe.
www.v-hr.com



Dale Fisher.



Reinhold Goeschl from Ports of Auckland presents the award to Clint Jones (right).

Oceanmax wins international trade award

The West Auckland marine coatings company Oceanmax was named a winner at the 2018 Westpac Auckland Business Awards.

OCEANMAX WAS AMONG nine companies taking home Westpac Auckland Business Awards, winning Excellence in International Trade for the north-west region.

Oceanmax is the developer and manufacturer of Propspeed, a non-toxic, foul-release coating that protects boat propellers and running gear from marine growth, widely used internationally for the last 20 years.

"It's a huge reward from the business world for the hard work our team does day in and day out and a chance in a busy business to take a moment to reflect and celebrate," said Managing Director Clint Jones in his acceptance speech at North Harbour Stadium.

www.oceanmax.com



Hutchwilco acquires Actron Fire Services

MANUFACTURER AND DISTRIBUTOR of quality marine safety equipment, Hutchwilco Limited, which already has a strong presence in Westhaven via its Wilco Marine Services division, has acquired Actron Fire Services.

Westhaven's Actron Fire Services specialises in marine fire safety requirements, servicing the greater Auckland region.

"We believe the new Actron side of our business will complement what we already offer in Westhaven and will expand our capabilities to our current customer base," says Hutchwilco Operations Manager Bernard Orme.

Actron's current staff will continue to operate out of Actron's existing premises at 101 Beaumont Street, Westhaven.

www.hutchwilco.co.nz

Karma Butler and Kate Frazerhurst have formed Urban Sea to support visiting vessels.



Urban Sea shoreside assistance

Superyacht pair bring specialised service to Northland.

WITH 20 YEARS' EXPERIENCE between them working onboard superyachts up to 115 metres, Karma Butler and Kate Frazerhurst returned to Whangarei and started Urban Sea to provide a specialist service to boats of all types and sizes.

Services offered include: NZ Customs assistance, berthage, provisioning, refit assistance, boat guardianage, valet, concierge and much more.

Urban Sea aims to work closely with local marine businesses and contractors and build relationships with their Auckland counterparts to give their clients a seamless, stress-free and enjoyable experience.

www.urbansea.co.nz



Marketing pro joins Lusty & Blundell

LUSTY AND BLUNDELL Ltd has appointed marketing and communications professional Shirner Dyson as its new Marketing Executive, based at Lusty and Blundell's headquarters and showroom in Albany on Auckland's North Shore.

With extensive experience in brand and digital marketing management and print media production, Shirner Dyson is an expert in the technical, conceptual and content development of sales-driving collateral, re-branding, special projects and new product or programme launches.

A keen admirer of the New Zealand marine industry and the prominent part it plays in many Kiwis lives, Dyson says she is really looking forward to working at Lusty and Blundell.

"We see Shirner taking a leadership role in our digital communications, our business-to-business website and our in-field marketing programme, including supporting customer trade events with our Raymarine electronics caravan," says L&B CEO Mark Milburn.

www.lusty-blundell.co.nz



Hesketh Henry – a sector-focussed law firm

HESKETH HENRY HAS particular expertise in the shipping and yachting sectors, with several of their lawyers being active sailors or having oceangoing marine experience.

Hesketh Henry can draft or negotiate your commercial contracts, handle disputes, provide immediate assistance in urgent situations, advise on wealth management and corporate structuring, and keep you informed of changing regulations that may impact your business.

Services include advising on: the sale and purchase of yachts; design contracts/intellectual property; construction and refit projects; financing and leasing arrangements; import,

export and registration; chartering; insurance; management and crewing; health and safety.

Hesketh Henry's marine clients include commercial vessel, yacht and pleasure craft owners and operators, shipyards, shipbrokers, logistics companies, port agents, service providers, P&I clubs and marine insurers, both in New Zealand and internationally.

Our team is passionate about yachts and speak the language of yachting. We are here to support you in all your commercial activities.

www.heskethhenry.co.nz



The new travelift will have a 580-tonne capacity.

File photo.

PGF support for new travel lift

Regional Economic Development Minister Shane Jones recently announced Provincial Growth Fund (PGF) support for a new 560-tonne travel lift for Oceania Marine Group in Whangarei.

THE NEW LIFT WILL better service the growing demand for refit and building services of workboats and superyachts and will help fund civil works – including new piers, hardstand reinforcement and other works.

The PGF will support this important investment with a loan of up to \$4.8 million, and further discussions are taking place on terms and conditions” Shane Jones said.

Fifty new jobs and thirteen new

apprenticeships are expected to be generated over the coming years at this large haulout facility.

It will also create about 50 new jobs for support industries and boost the spending amount of the vessel crew.

The project has the support of a wide range of complementary businesses in the region, ranging from machinery and equipment wholesalers through to construction and safety services, who noted the enhancement this project will have on

their own operations.

An economic impact study commissioned by Northland Inc and NZTE showed the project would have a significant positive impact on both the Whangarei district and the New Zealand economy.

Oceania Marine is a group of companies which operate shipyards and marine business offerings to New Zealand and intentional clients.

www.oceaniamarine.co.nz

Marine safety assured

DRAWING ON OVER 30 years of hands-on experience, Marine Cert specialise in Marine Electrical Surveying, Marine Electrical Inspections (EWOI) and Electrical Design Approval across New Zealand.

Marine Cert's director Gavin Dakers' dedication to maritime expertise has been lifelong, developing the sound knowledge, fine-tuned skills and specialised experience that the industry demands. Gavin has become sought-after for his wealth of knowledge, and is highly regarded by the industry.

Marine Cert believes in keeping New Zealand's maritime safety standards and regulations first-rate. Marine Cert collaborates with the industry's best, working with designers, builders, private owners, insurance companies, and marine lawyers. We combine our expertise and work alongside other marine



surveyors who cover different aspects of surveying a vessel.

With Marine Cert customers can expect exceptional standards, honesty and integrity with an unwavering commitment to safety.

www.marinecert.co.nz

Strip anti-foul quickly

Five years ago Alderson NZ Limited developed a new wet sanding system for removing paint from houses.

FIVE YEARS AGO ALDERSON

NZ Limited developed a new wet sanding system for removing paint from houses. The water-based paint stripping system uses a four-stroke petrol engine pump to strip the paint off an average sized house in four to five days.

The machine also proved very effective removing antifouling from boats, stripping a 40-footer in three to four hours. However, during trials the operator ended up covered in paint and the unit's backpack harness was cumbersome to wear around boat cradles.

Heeding requests from many boat owners, Alderson

developed a new wet sanding system specifically for the marine market.

It is based on a 48V, 1000W electric motor, which is very compact and lightweight compared to the old petrol engine. This means it is much more manoeuvrable in tight spaces and around boat cradles. To this Alderson added a unique spray guard, meaning absolutely no residual spray or dust affecting the operator.

You can haul out, sand the antifoul, re-coat and have the boat back in the water on the same day. Three to four hours sanding will do the job.

www.aldersonsanders.com



NEW RELEASE

THE ALDERSON ELECTRIC WET SANDER

Dreading the day you have to clean your boat's bottom? The cost? The dust?

The Alderson 48V electric wet sander is the answer!

Ideal for the DIY's and for those who pay someone else to get the job done!

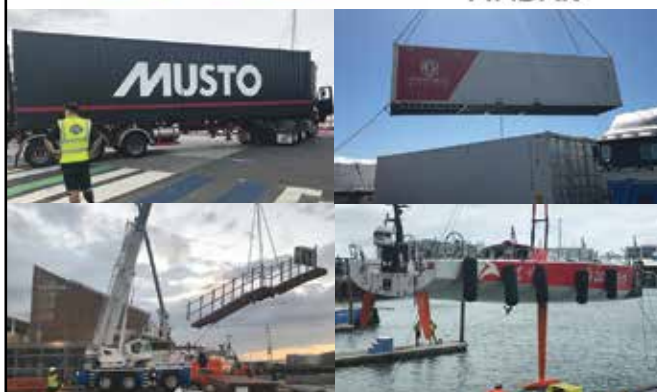
- No dust or spray
- Safe to use around water
- Is super-fast
- Now you can prep a 40' boat in 3-4 hours, have it re-antifouled and back in the water the same day!

Visit www.aldersonsanders.com

to see the Alderson Sander in action.

Contact Richard on 0210 599 495 alderson1@xtra.co.nz

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Westhaven welcomes Furuno's return

Situated in the heart of Westhaven Marina, the new purpose-built 120m² Furuno showroom shares premises with R Marine Flagship at 23 Westhaven Drive.

TARGETING THE SUPERYACHT and launch market, the showroom will have the largest display of marine electronics in Australasia. It will be supported by the largest pool of specialised marine electronic engineers and the customer care team via the Furuno New Zealand (ENL) head office in Glenfield.

The showroom will cater to the whole Auckland marine community, supplying a huge range of equipment from fish finders to

the most sophisticated electronic systems for super yachts.

"Whether you're looking to upgrade your electronics on your yacht or motoryacht, or you're seeking an engineered electronics solution for your whole vessel, our expert staff will be able to assist no matter what the requirement," says ENL Group Managing Director Gareth Hodson.

www.enl.co.nz



GMS gets closer to Hamilton Jet

After many years working on vessels with Hamilton Jet propulsion systems, General Marine Services (GMS) was keen to be affiliated with the iconic brand. Now that goal has been realised.

A COUPLE OF YEARS ago, Grant Bayer of Bayjet Technical Services, which for 22 years specialised in servicing Hamilton Jet systems, started discussions with GMS. This year, with the blessing of Hamilton Jet NZ's management, GMS purchased BayJet and blended it into the technically diverse range of services they already offer.

Grant Bayer has joined the GMS team as Hamilton Jet trainer and consultant, ensuring his extensive product knowledge is passed on and that GMS can continue to deliver exceptional support to the Hamilton Jet brand.

www.generalmarine.co.nz

Pictured L-R: Roy Chalton, GMS director and Grant Bayer, formerly Bayjet Technical Services.



LEFT Key team members at Orakei Marine. L-R: Tom Van Praagh, Service Manager; Jason Snashall, Managing Director; Helen Trainer, Finance Manager.

Changes at Orakei Marine

After more than 10 years in business together, Mark Schmack and Jason Snashall will each pursue new pathways within the marine industry.

JASON RECENTLY PURCHASED all of Orakei Management Limited (OML), trading as 'Orakei Marine', a successful business he and Mark built together, while Mark has joined marina developer Tony Mair. With the development at Kennedy Point Marina kicking off, Mark, who is Tony's son-in-law, will be right in the thick of things.

Jason has big plans for OML: "There are exciting times ahead for Orakei, with the America's Cup around the corner and some interesting business ventures in the pipeline. It will be challenging, but I have a fantastic team behind me."

For clients the change will be seamless, says Snashall.
www.orakeimarine.co.nz

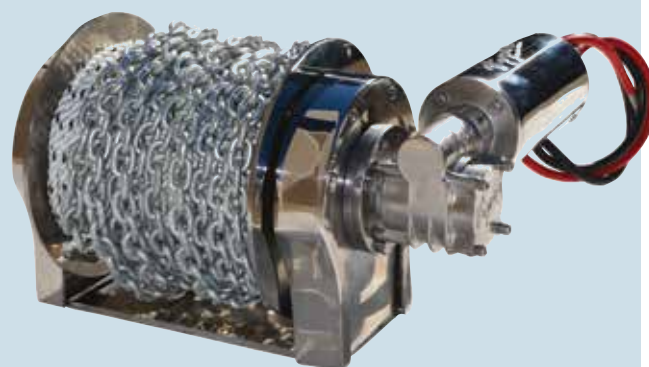
Viper GRAVITY FEED winch

AFTER FIVE YEARS of R&D and field-testing, Bell Marine has launched the new Viper GRAVITY FEED S Series free-fall anchor winch. Its unrivalled drop speed will ensure you hit your favourite fishing spot on target first time, every time.

The Viper GRAVITY FEED features a mechanical free-fall that controls the drop speed to eliminate over-spooling. The drum rotates at a fall rate of up to 138 metres per minute, meaning your anchor hits the bottom exactly where you want it, when you want it. This sort of performance is not found in other electrically controlled spools.

With the powerful 1000W stainless steel electric motor, it can retrieve your anchor at 45 metres per minute.

Built from 8mm marine grade 316 stainless steel plate, hand-polished to a mirror finish, Viper winches feature



durable stainless-steel marine gearboxes and motors with IP68 waterproof protection. The S Series 28mm stainless steel main shaft has three support bearings.

The Viper GRAVITY FEED offers quiet and efficient operation while also conserving battery power. It runs at up to four times faster than some drum winches.

www.kiwiyachting.co.nz



McLay Boats has steadily grown export sales while without losing momentum on the domestic market.

McLay's export success

McLay Boats, designed and manufactured in Milton, Otago are being sought around the globe, reports Catherine Beard – Export NZ.

STEVE MCLAY, MANAGING director of McLay Boats Ltd and a boat builder with 31 years experience, explains how these unique aluminium fishing and trailer boats have become so aspirational.

"Going back 20 years, we were sending boat building kit-sets to Australia," says Steve, "but in the last 10 years, we've exported fully finished boats in response to demand from Australian dealers."

"It started with one dealer in particular, in Northern Queensland, who had previously bought kit-sets. Word soon spread, and McLay became increasingly

well known as a brand."

McLay has since grown its dealer network to five Australian dealers and also sends boats to New Caledonia – and as far away as Sweden. McLay is expecting to steadily increase exports from the current 40% of production as soon as it can recruit additional staff.

"We have a good market in New Zealand and we don't want to adversely affect supply at home for the sake of export," says Steve.

"We will grow the markets we're in for the next year or two. We've just changed the Sydney dealer – if the new

one can get more traction, that alone will mean a few more container-loads per year.

"It doesn't happen overnight. A new city takes a year or two for us to start getting some traction. Our Melbourne dealer has been on board about five years. We started off sending a shipment of just three boats but we're now sending six to eight container-loads per year to that one dealer."

Catherine Beard is Executive Director of ExportNZ, which serves its members via regional offices throughout the country.



Boat Secure

BOATSECURE IS USING the latest generation of technology to remotely monitor boat electrics and provide owners with data and status via a smartphone app.

BoatSecure also provides a Fleet Manager dashboard so that operators can check on several boats from a single web page. BoatSecure is located in Auckland, where they design and manufacture their system, and is operating throughout New Zealand.

www.boatsecure.net



New, faster, build schedule for Rayglass 3500

The addition of a new manufacturing facility and increased production will mean quicker delivery of new Rayglass 3500 cruisers.

RAYGLASS SALES DIRECTOR Scott Little says the new facility and faster production means people ordering a new 3500 early in 2019 will now be able to take delivery in plenty of time for the start of the 2019-20 boating season.

A sophisticated modern take on the much loved traditional Kiwi sedan cruiser, the Rayglass 3500 has found wide appeal with professionals, young families and those keen on sportfishing.

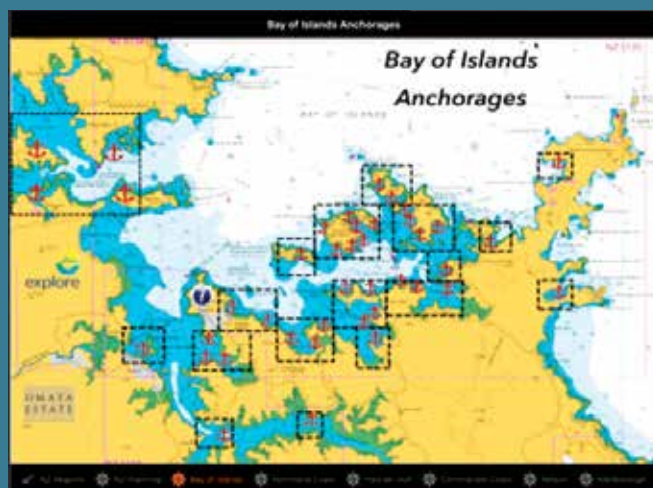
Powered by twin Mercruiser 260hp

Powered by twin
Mercruiser 260hp
inboard diesels, it
has the range and
handling to cater
to those who like to
cruise or fish
well offshore.

inboard diesels, it has the range and handling to cater to those who like to cruise or fish well offshore, while families and entertainers also love its many features. These include an aft galley; U-shaped lounge with great all round visibility; island transom with functional seating, barbecue and live bait tank; large open cockpit with big duckboard and comfortable foredeck sun lounger, with recessed drink holders.

www.rayglass.co.nz

New SailNZ app for NZ cruising



PLANNING A TRIP anywhere in New Zealand?

The Sail NZ App has all the resources, information aerial footage, videos and planning tips you'll need to get you there safely and well informed.

Covering New Zealand's main cruising areas, from the Marlborough and Nelson regions at the top of the South Island to the top of the North Island, this cruising guide is suitable for anyone who gets out on the water – from superyachts to paddleboards and everything in between.

Download the FREE starter pack for the Sail NZ Cruising Guide at <https://itunes.apple.com/nz/app/sail-nz-cruising-guide/id1292992642?mt=8>

Sail New Zealand is the latest app produced by Sail South Pacific Ltd and joins Sail Fiji and Sail Tonga apps in the App Store.

Contact – john@sailsouthpacific.com



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