



NZmarine
INDUSTRY ASSOCIATION

News

Autumn 2020

TEAM EFFORT!

Yachting Developments launches luxury sportfisher

Women in Marine



PAULINE PRINGLE
A steady hand at
Smuggler Marine
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President's Report



Richard Macalister
President
NZ Marine Industry
Association

Update from the President

AS MEMBERS WILL BE AWARE, 2019 was very challenging. ROVE, a new location for the Auckland On The Water Boat Show and organisational changes within NZ Marine designed to improve member services had to be accommodated, but perhaps the biggest challenge was and remains representing the industry as downtown Auckland is transformed for the 2021 America's Cup.

There is a constant threat to our interests as high value investments prove tempting for Council development at the expense of a marine presence.

Notwithstanding the potential 'black clouds' that hang over the global economy through Brexit, Trump's isolationist views and the trade war with China (and others), we are hopeful that the New Zealand marine economy will be underpinned by the America's Cup through 2020-21, which should give members confidence in exciting times ahead. In addition the NZ dollar has returned to a level which should assist with our global competitiveness.

Outside Auckland it is exciting to see successful developments such as the Tauranga Marine Precinct, exciting work through the dredging of the Mahurangi River and the Port Marlborough expansion of the Waikawa Marina, to name but a few. The continued expansion of these regional developments should see the marine industry continue to grow.

At a governance level, the Board of Management has made many changes in the last 12 months and it is satisfying to see the KPIs in every area of NZ Marine improving. However, we acknowledge there is still a tremendous amount of work to be done.

The organisational change of Chris van der Hor leading NZMAC ITO and reporting directly the Board of Management frees up Peter Busfield and that should result in improved member visitation in 2020, so we can better understand what is important to each and every member.

Much of the work done by NZ Marine is volunteered by members – and some non-members. I would like to thank each and every one who has contributed valuable time to support the marine industry. In particular I would like to thank the members of the Board of Management who have given so much to the success of NZ Marine. With Michael Eaglen, Tracey Stevenson and Susan Lake having joined the board, I believe we have an excellent mix to create a strategy to enhance the future. In addition, having turned the finances of NZ Marine around over the last two years allows us to look at ways to improve member services, which may require additional expenditure.

I wish everyone the best for the 2020 year and hopefully everyone continues to contribute in a positive way, allowing us to showcase the New Zealand marine industry in the best light into 2021.

Richard Macalister
President

The 36th America's Cup will be held in Auckland city centre's Wynyard Quarter, with the event base spread across Wynyard Point, Halsey Street wharf and Hobson Wharf. (Image – Panuku Development Auckland).



Executive Director's Report

The secret of NZ's marine industry success



Peter Busfield
Executive Director
NZ Marine Industry
Association

WHY IS IT THAT NEW ZEALAND – a small nation far from the world's major markets – is a leader in many fields of the international marine industry?

The NZ Government's export development arm – NZ Trade and Enterprise (NZTE) – with assistance from Deloitte, has recently completed a survey of overseas customers of New Zealand marine industry companies and found that these customers report a high level of satisfaction in dealing with and purchasing NZ marine industry's services, boats and equipment.

The survey results found that 'NZ made' for boats and marine equipment is held in high regard internationally and the brand 'New Zealand' for anything marine is a positive. NZTE subsequently came up with a new byline for NZ marine industry companies to use – 'Edge Ahead'. NZTE, with input from the NZ Marine Export Group board, has also developed a short video clip that all NZ Marine members can use in full or in part on their own social media/website platforms. The four-minute video reinforces the 'Edge Ahead' that we have with short case examples ranging from jet units to electronics and boat building to sail making.

If we look at why our industry has been and continues to be successful, you can bet that a lot of it comes down to the collaborative approach that past and present marine industry company owners and staff have with other New Zealand marine industry participants. As mostly small companies designing, manufacturing and selling boats or marine equipment and services, we rely on the good will and good word from business friends, commentators,

suppliers, and of course, customers.

A point of difference in our industry is the collaboration and support that we provide to each other. I don't know of any other country where the marine industries are so interrelated as New Zealand's. This interrelationship is one of the secrets of success and is why at NZ Marine we place so much importance on our role leading, facilitating or supporting various sector groups. These groups in turn develop their own strategies to grow their sectors, whether in fields of Commercial Vessels, Boat Building and Refit, Trailer Power Boat CPC, Export, Marina Operators, Naval Architects and Boat Brokers.

Basically, in New Zealand we are happy to talk to our business peers and competitors to further our own company's development and the development of the industry as a whole – and it is important we continue to do so.

We hope you enjoy reading this Autumn issue of *NZ Marine News* where many of our industry's success stories are shared.



Peter Busfield
Executive Director



Sir Stephen and
Lady Margaret
Tindall with
Peter Busfield
at the Emirates
Team NZ launch
of *Te Auihe*.



Yachting Developments launches *Al Dhail*

2020 got off to a busy start for Yachting Developments, with the Auckland-based yard's latest superyacht – the 33-metre *Al Dhail* (Hull 1017) – launched on 22 January 2020.

AL DHAIL SAFELY ENTERED the water in Hobsonville before travelling to Auckland's Viaduct Harbour where she underwent final finishing work ahead of sea trials.

Al Dhail is an all-carbon sportfisher featuring naval architecture and design work by Warwick Yacht Design. Her interior was developed by Yachting

Developments' specialist interior team in conjunction with the owner.

The owner's interior brief was for a simple, elegant style. Key materials include oak, white panelling and cream carpets – light décor offset by pops of colour in the soft furnishings. There's accommodation for 10, including the master suite and four guest cabins, plus

two crew cabins.

Powered by twin MTU 16V 2000 M96L 2000hp engines, *Al Dhail*'s estimated cruising speed is 20 knots, with a top speed of 30 knots. She underwent sea trials before departing New Zealand in February 2020.

www.yachtingdevelopments.co.nz



Al Dhail leaving the Yachting Developments shed.
Photo: Bianca Cook

Al Dhail and the Yachting Developments team.
Photo: Georgia Schofield

Export Group News

NZ Marine and NZTE work together



The NZ Marine Export Group continues to be active with our New Technologies Group, international events and supporting our companies at international shows and event such as METS, Monaco Yacht Show, Fort Lauderdale and Palma.

WE WERE PLEASED to have the support of NZTE to promote the activities around the America's Cup in New Zealand, and our technology, innovation and companies last year. We utilised NZTE's new Marine Story promotional video, which was developed with the great assistance of some of our members, and we also supported member events internationally, such as the Southern Spars VIP breakfast at the Monaco Yacht Show and equipment exhibitions at METS in Holland.

This provided great benefit to the companies involved and overall promoting New Zealand internationally.

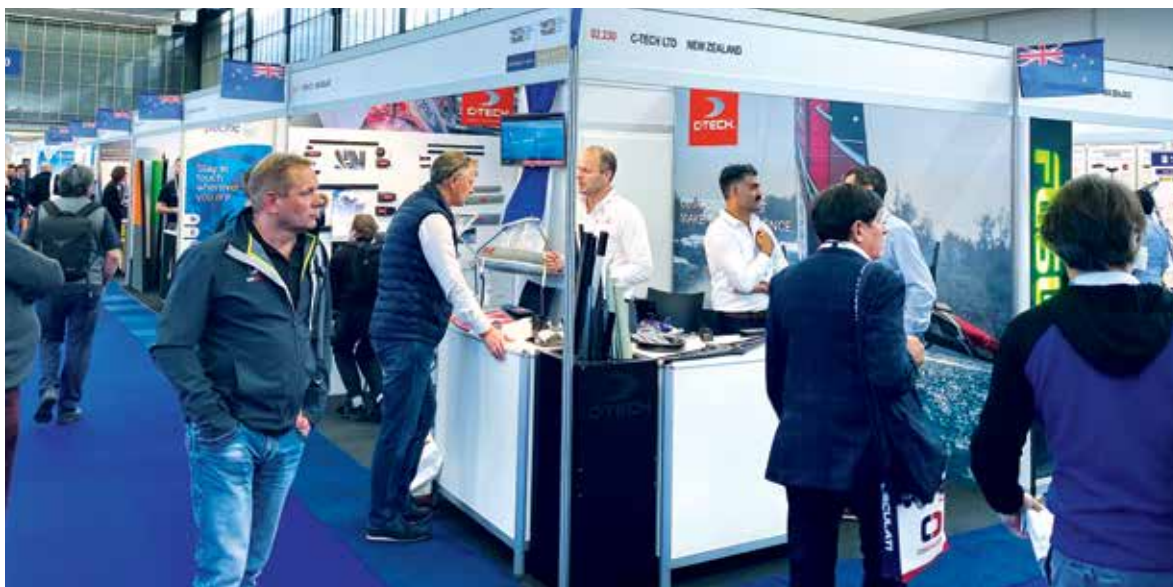
NZ Millennium Cup 2020

January 29–February 1

THE NZ MILLENNIUM CUP is owned and managed by the NZ Marine Export Group and this year was a resounding success. Please see page 12 for a recap of this year's event and what's coming up in 2021.

FUTURE REGATTA DATES:
February 15–18, 2021





METS

17–19 November 2020

EUROPE'S LARGEST MARINE equipment trade show was again well represented by New Zealand companies in 2019. With the support of NZTE, NZ Marine and our exhibitors we hired an internal café and branded it as the 'Kiwi Café' for our companies to hold meetings, network and to host functions themselves. We were also pleased to showcase NZTE's Marine Story – Edge Ahead during the show.

There are still a few stands available at the 2020 show – if you are interested in exhibiting please contact Stacey Cook.

METS continues to grow each year and this is the show to be at if you are trying to get into the European market.



LEFT: Doyle Sails held a well-attended function in the Kiwi Café.

BELOW:
The NZTE stand at METS.



Monaco Yacht Show

23–26 September 2020

WE ARE PLEASED to have a good number of companies exhibiting at the show this year with many others attending and walking the show. The Monaco Yacht Show is still an important event on the superyacht market and we look forward to continuing our support to exhibitors with the longstanding New Zealand function held on the New Zealand street on the Thursday evening of the show.



Guests enjoyed the Southern Spars sponsored breakfast at the 2019 Monaco Yacht Show.

Auckland On Water Boat Show



First event in the lead up to the America's Cup!



We are excited to host this year's Auckland On Water Boat Show, 17-20 September, right in the heart of the Viaduct, which will be buzzing with activity as we get closer to the start of the America's Cup.

THE 22ND EDITION of the show is booking up fast, with the first round of exhibitor allocations finalised in February and then opening up to all NZ Marine members in March.

This year the team are looking at more targeted marketing to regional visitors, as well as continuing the good promotion of our exhibitors.

See below a quick debrief on the 2019 show:

Last year's Auckland On Water Boat Show ran from October 3 to 6 and positive results left the New Zealand marine industry feeling buoyant. The 21st edition of the show was held in the centre of the Viaduct Harbour which put it firmly in the middle of the Viaduct hospitality



precinct and saw it draw large crowds.

"We were thrilled with our new location and the chance it gave visitors and spectators alike to get closer to more boats," said show organiser, Stacey Cook. "The move allowed us to increase marina space which saw the show accommodate 120 boats on the water – making it easily the biggest on-water show that's ever been staged in New Zealand."

"The show was a success for us and it was great to connect with existing clients and meet people who were new to the Lloyd Stevenson Boatbuilders brand and show off the custom boats that we create. It was great to see so many people interested in purchasing boats," said Luke Hill of Lloyd Stevenson Boatbuilders.



"We were thrilled with our new location and the chance it gave visitors and spectators alike to get closer to more boats."



The show continues to be a fantastic showcase for our industry.

"The Auckland On Water Boat Show has provided a fantastic platform for Tectrax to showcase its electric amphibious technology both on land and in the water, said Fraser Brown of New Zealand amphibious brand, Tectrax.

"This year we've been able to bring more boats to the show reinforcing Tectrax's versatility to the public. We've been humbled by the response from customers in regards to the advantages of electric amphibious technology – particularly around performance and deck space. Tectrax is already working with a number of New Zealand's most trusted boat brands and is looking forward to showcasing more options next year."

Designer Bill Upfold of Elite Marine Design had boats built to his design from several boat builders on display on the marina.

"Elite Marine Design and our associated boat builders had a fantastic show with many leads to follow up," says Upfold.

"We found the change in venue position worked great and our exposure was

awesome. From our perspective the boat show team should be applauded on how smoothly and seamlessly everything went – especially pack in and out. We are looking forward to next year and with a couple of minor tweaks it will be even more successful."

"There was good interest in the Suzuki Marine Engines. With the newly released DF300ATX twin pro being a

real drawcard to the public, gathering a lot of interest. Suzuki Marine dealers reported positive inquiry and sales during the show and look forward to the follow up."

The show will return to the same location in 2020, running from September 17-20, 2020, from 10am to 6pm Thursday to Saturday, and 10am to 5pm on Sunday.



Stalwarts event



2019 Marine Stalwarts function

OCTOBER 2019

During the 2019 Auckland On Water Boat Show NZ Marine hosted the sixth annual Marine Stalwarts event at the Maritime Room in Auckland's Viaduct Harbour.

L-R: Kim McDell, Aileen Lusty, Warwick Browne, Michael Browne and Claudia Montgomery.



CLOCKWISE:
John Street and
Aileen Lusty; David
Jenkin and Ronald
Winstone; Jim
Young with Mike
Birdsall; Tim Porter,
Barry Thompson and
Keith Ingram; Warren
and Jan Tait.



40 marine
industry icons
were thanked for
their part in
shaping and
developing the
New Zealand
marine industry.



THIS HIGHLY SUCCESSFUL event was attended by over 40 marine industry icons who were thanked for their part in shaping and developing the New Zealand marine industry to what it is today. Special mention to renowned yacht designer Jim Young, aged 94, who attended with his wife Anne. Representatives from key NZ boating media and NZ Marine friend and show ambassador Peter Montgomery also attended.

NZ Marine Executive Director Peter Busfield gave guests an update on industry news, Association activities and the developments for the America's Cup in March 2021. Following the presentations guests enjoyed networking, refreshments and the chance to visit the Auckland On Water Boat Show.



NZ Millennium Cup



“Just next door to heaven”

This year's New Zealand Millennium Cup was a success, with five entries and plans underway to accommodate the large number of yachts which have expressed interest in racing in 2021.

FROM 29 JANUARY to 1 February, *Kawil* took control of the Bay of Islands regatta course. Reading the conditions well, slick crew work, and strong tactical decisions all combined to help the Derektor yacht to secure the win. The rest of the fleet was determined not to give her an easy path to the finish though, with strong performances throughout the regatta from each participant.

“If this isn't heaven, then it's just next door,” said Peter Montgomery as he handed out prizes at the Propspeed-sponsored NZ Millennium Cup function at the Duke of Marlborough Hotel, following the first day's racing. That description held true as the regatta enjoyed balmy weather



Photo credit: Jeff Brown.

Photo credit: Jeff Brown.



Photo credit: Jeff Brown.

"It's a great privilege to be here..."

CLOCKWISE FROM LEFT:

Kites up - *Adele*, chased by *Janice of Wyoming*, *Sassafras* and *Silvertip*.

Silvertip chases *Kawil* around Nine Pin.

Smuggler Marine again provided the media and chase boats.

Peter Montgomery and Allan Scott.

Photo credit: Paul Miller



Photo credit: Jeff Brown.



Photo credit: Jeff Brown.



for the duration of the event, adding to the enjoyment competitors got from the beautiful surrounds of the 144 islets of the Bay.

Janice of Wyoming was recognised after the first day's racing for her consistently-strong starts, while the welcome back prize went to *Sassafras*, third overall to *Silvertip*, second overall went to *Adele* as well as best start, and first overall went to *Kawil*.

Each accolade was toasted with Mount Gay Rum dark and stormies, and Allan Scott wines after a hot, competitive day of racing for Orams Marine Race Day.

There were no complaints about a delayed start due to lack of wind on Boat International race day. The local dolphin pod joined the fleet at the start line as has become their habit, keeping owners and crew entertained as they waited for the starter's gun.

Repeat competitor, 34-metre *Silvertip* crossed the line exactly on the starter's horn on the course, impressing all spectator boats with her timeliness. She wasn't the only one; *Kawil* and *Sassafras* had both made their own strong starts.

It was active, exciting racing. *Adele* took a high line, searching for wind as

the rest of the fleet made its way towards the Black Rocks across the Bay, before tacking to head towards the Ninepin. Spectators were treated to plenty of tacking and gybing, each yacht choosing its own line as they fought for wind in the light airs.

Fishermen dotted around the Ninepin thrilled to the sight of 54-metre *Adele*'s giant red kite raised and flying as she headed for the Orams Marine mark. By the time she reached it, the big Vitters had overhauled *Kawil* to sit in second, before hunting down *Silvertip* on the home leg, to cross the line first, *Silvertip*



Photo credit: Jeff Brown.

behind her, then *Kawil*, then Royal Huisman-built *Sassafras*, before *Janice of Wyoming*.

At the end of day two, *Kawil* was the leader overall on points.

Right from the start on Royal Huisman race day, competitors set their intentions with strong starts and active racing that saw them criss-crossing the Northland waters. *Silvertip*, and *Sassafras* impressed with how well they timed their run to the start line; local yacht *Silvertip* accompanied to the line by her cheer squad, the Bay of Islands dolphin pod. *Janice of Wyoming* sliced close to the signal boat - and close to the start line - so close in fact that she incurred a penalty as she crossed two seconds ahead of her start time.

It was another day of exciting racing as the fleet headed into the wind, but it was to be *Kawil*'s day; taking the regatta win on points.

"I think you've made this event extraordinary," said the owner of repeat competitor, *Silvertip* at the night's prizegiving.

"It's a great privilege to be here - we sailed the first NZ Millennium Cup from Auckland to Kawau so it's fantastic fun to be here in the Bay of Islands."



Photo credit: Jeff Brown.



Photo credit: Jeff Brown.

BUYING A BOAT?

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Current New Zealand Audited Boat Building Standard CPC Programme provides:

- Sets standards for:
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- Higher resale value
- Making for safer boating





Photo credit: Jeff Brown.

FAR LEFT:
The victorious
Kawil crew.

All hands on deck!

Silvertip with
dolphin escort.

LEFT:
The 54m *Adele*
added style and
elegance to the
race course.

For the first time, organisers partnered with a charity – Live Ocean – the charitable trust founded by Peter Burling and Blair Tuke with a focus on ocean conservation.

Live Ocean's vision is for New Zealand to become a leader in ocean health while the New Zealand Millennium Cup, raced in the country's Bay of Islands, attracts superyacht owners who enjoy New Zealand's unspoilt scenery and clear waters. Both organisations believe that we all have a responsibility of kaitiakitanga, or guardianship, of the ocean.

The 2021 edition of the Cup will run from 15th to 18th February and be preceded by a superyacht fishing competition.

Platinum sponsors Royal Huisman and Orams Marine are both heavy-hitters in the industry – Orams Marine in

New Zealand and Royal Huisman in the Netherlands – and use the regatta to capture the attention of the superyacht industry.

Additional sponsors of the regatta include Benetti Yachts, Doyle Sails, Smuggler Marine and Bay of Islands Marina as gold sponsors, COAST, Breed Media, North Sails/Southern Spars, Events Clothing and Electronic Navigation Limited (ENL) as silver sponsors, and Holton Marine, Power Equipment, Coppercoat, Blue Marine Travel, Nautica Shipping, Robinson Interiors, Elite Marine Design and Attest Ltd as Friends of the Industry sponsors.

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

STOP PRESS!

We are thrilled to advise we have received our 15th entry to the 2021 regatta! Our current list of entries range from J-Class *Velsheda*, to international superyacht regatta goer *Win Win*, to the latest entry – 67m *Hetairos*.

With a further 11 superyachts saying they will be entering the regatta, we are looking forward to hosting the largest superyacht regatta in the South Pacific!

MILLENNIUM CUP DATES:

February 15–18, 2021

www.millenniumcup.com

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Boating After 5



TOP: Peter Busfield addresses the After 5 group.
ABOVE: Peter Busfield, Tim Porter, Lance Fink.



ABOVE L to R: Warren Pilcher, Craig Kelly, Dayne Horne and Grant Allen.
RIGHT: Mercury's Dean Harris addresses the crowd.

Mercury Marine and BLA function SEPTEMBER 2019

Mercury Marine and BLA celebrated the opening of their new joint East Tamaki premises by hosting a Boating After 5 on 18 September.

THE SUCCESSFUL EVENT, attended by almost 150 guests, brought together members from throughout the country to view the extensive new offices and warehouse facility at Sir Woolf Fisher Drive, East Tamaki. Mercury Marine NZ General Manager Dean Harris and BLA General Manager Andrew Clynes welcomed the guests and thanked their teams for their support during the move to new premises. Guests were able to view a display of boats with Mercury engines and enjoyed the great hospitality and refreshments courtesy of Mercury Marine, BLA and NZ Marine.



Leadership training

Dale Carnegie Training Breakfast Seminar OCTOBER 2019

Following on from past successful Dale Carnegie training sessions for NZ Marine members we held another of these free upskilling seminars on Tuesday 22 October at NZ Marine House.



THIS EVENT (valued at \$250+GST per person) entitled 'Engage and Retain Millennial & Gen Z' explored the issue of multiple generations working side-by-side in some organisations and suggested ways of engaging with younger workers to bridge the generational divide. The breakfast and ninety-minute workshop were

enjoyed free of charge by about 30 NZ Marine members. Feedback from delegates was very positive with attendees enjoying the high-energy presenter and leaving the event energised and with new tools to take back to their workplace. We were pleased to see a number of new members attending and enjoying this member benefit.

Contact Caroline Gibson,
caroline@nzmarine.com.



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Superyacht welcome



NZ Marine hosts 2019 superyacht welcome

The 2019 annual Superyacht Welcome Function was held at the Royal New Zealand Yacht Squadron, Westhaven, Auckland on Thursday, December 12.

THE EVENT, HELD ON a beautiful, sunny Auckland evening, was well attended with approximately 100 captains and crew from 25-plus superyachts, together with over 100 sponsor and key marine industry representatives. Guests enjoyed refreshments, entertainment and the chance to get up close to the Auld Mug, which was proudly displayed at the function.

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.

This annual event is a great opportunity for the marine industry to welcome and build relationships with visiting captains and crew.



CLOCKWISE: Commodore Ian Cook welcomes the guests; Mark Wightman, Integrated Marine Group and Roy Chalton, General Marine Services; Ian Humphris and Chris Miles of Yachting Developments; Pippi, Caroline and Clive of NZ Marine.





CLOCKWISE: Doug Dukeson, Hibiscus Marine Coatings, Jan Saull, Brin Wilson Boatbuilders, Tony Sparks and Mike McKeown, Gulf Harbour Marina; Guests enjoying sundowners on the RNZYS deck; Chris and Tracey Brown, Robinson Interiors, Richard Bicknell, North Sails, Owen Rutter, Events Clothing; Nick Crabtree, TNL Pindar, Sue Gifford and Garry Lock, NZ Marine Vice President; Isla, Albatross PR, Lindsay, Events Clothing, Tracie, NZ Marine and Jess, Smuggler Marine.



NZ MARINE AND SUPPORTING SPONSORS WELCOME SUPERYACHTS TO NEW ZEALAND

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ENL Electronic Navigation
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GoFuel
Gulf Harbour Marina

Gull NZ
Hibiscus Marine Coatings
Holton Marine
IMED
Integrated Marine Group (IMG)
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Marine propulsion Ltd
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Sealegs International
Silo & Viaduct Marinas
Smuggler Marine
Technical Equipment Supplies Ltd
TNL Pindar
Vessel Works Tauranga
Wrights NZ
Wynn Fraser Paints
Yachting Developments

Commercial Vessels Group



Commercial Vessel Group meeting AUGUST 2019

During August members of the New Zealand Marine Commercial Vessels Group held their committee meeting at the Royal NZ Naval Base Devonport Auckland, hosted by Babcock NZ.

THIS COMMENCED WITH a presentation of Babcock's domestic and international marine based operations, followed by an operational overview from RNZN Logistics Command (Maritime) and a tour of machine and workshop services including the dry-dock servicing a commercial vessel. Other business matters discussed during the meeting, chaired by Chris Gibbs, included a big engine survey on diesel

engine and generator sales, the Marine Story Project and Pacific 2019 Sydney, leverage of the 36th America's Cup including the visiting vessels programme, and the NZ Marine & Composites ITO apprenticeship system.

Following the meeting members enjoyed a social networking session and refreshments.

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Industry Training Organisation

Report from NZMAC ITO



Chris van der Hor
GM Industry Training

Thanks must go to the ITO Team for their ongoing dedication and good work throughout the year, in particular with dealing with the government announcements.

I AM OFTEN ASKED what we do as an Industry Training Organisation (ITO).

There are many facets to our operation, from developing the 20 training programmes required by industry leading to New Zealand Certificates, writing and maintaining more than 320 unit standards for programmes. We develop and review assessments, our Field Officers manage the apprentices' progress, assessing 25,000 credits a year, and there's administration to keep the ITO running smoothly. We lobby Government and deal with legislative changes, such as with the reforms of vocational education (RoVE) and we quality-assure all of our processes. It is complex and difficult to explain in a minute.

In simple terms, this statement really reflects what we do as an organisation:

'We (NZMAC ITO) work with employers to ensure their people (apprentices) are trained with the skills and knowledge to build successful lives and provide industry with the capability it requires to build successful businesses.'

The training predominantly happens in the workplace alongside craftsmen who are highly skilled. Apprentices are supported with specialist off-job training and self-study through our learning resources.

To support training we published the Employers Guide to Apprenticeship Training

many years ago. We know that if the employers have good workplace support structures and culture it makes a difference to apprentices and their learning outcomes.

In 2020 we will roll out a 'Certified Training Company Accreditation' to acknowledge and support those employers that met the minimum criteria, plus support those that need extra help to get there.

We will be developing a process which outlines the requirements a company has to demonstrate to meet the criteria for becoming an NZMAC ITO-accredited training company, such as ensuring there are dedicated people to support apprentices in the company, guidance and support for continuous learning and further support and guidance through apprentices' training plans.

We anticipate rolling this out in April 2020 and will be sending all current employers the guidelines and accreditation process.

Chris van der Hor
GM Industry Training

New Sector Programmes

SINCE THE GOVERNMENT announced changes to qualifications, the NZMAC ITO standard setting body team has spent the last five years developing new qualifications, programmes, unit standards, and assessments.

We are pleased that the majority of this work is now complete and we can begin focussing on quality assessments and robust assessment practices by our team of Field Officers to support our New Zealand apprentices.

In 2020 NZMAC ITO will be offering our two newest apprenticeship programmes.

NEW ZEALAND APPRENTICESHIP IN SAIL MAKING (LEVEL 4)

This is a 2.5-year programme providing competencies in Health and Safety, generic team and tool skills, sail making knowledge, and sail making practical skills are assessed in the programme

NEW ZEALAND APPRENTICESHIP IN MARINE ELECTRICAL - ELECTRONICS (LEVEL 4)

This is a 3-year programme providing competencies to enable you to work as a marine engineer, marine electrical technician, marine electronics technician, Second Mate sea-going engineer, or service engineer.

In the first year and a half, the programme has five weeks of off-job training at our specialist trainers' campus in East Tamaki, ensuring that you get a great start to your apprenticeship training.

Reforms of Vocational Education (RoVE) Update

The Education Minister Chris Hipkins announced on December 17, 2019 six industry-led Workforce Development Councils (WDCs)

WDCs work and purpose

WDCs will set standards, develop qualifications and help shape the curriculum of vocational education. They will moderate assessments against industry standards and, where appropriate, set and moderate capstone assessments at the end of a qualification.

WDCs will also provide advice to the Tertiary Education Commission (TEC) on investment in vocational education, and determine the appropriate mix of skills and training for the industries they cover.

WDCs will endorse programmes that lead onto qualifications, whether work-based (such as apprenticeships), on-campus or online. Unless a programme has the confidence of a WDC, which is essentially industry confidence, it won't be approved nor funded.

Besides setting expectations, providing skills leadership and setting standards, WDCs will provide employers with brokerage and advisory services. WDCs won't, however, be



2019 SIX INDUSTRY-LED WORKFORCE DEVELOPMENT COUNCILS (WDCS)

directly involved in arranging apprenticeships and other on-the-job training.

NZMAC ITO will fall under the new Manufacturing, Engineering, Logistics and Technology (MELT) WDC and are working together with other ITOs with having two NZMAC ITO Board members in Garry Lock and Tracey Stevenson representing us on the transitional Committee established in forming the newly created MELT WDC.

The establishment of WDCs will be enabled by the passing of the Education (Vocational Education and Training Reform) Amendment Bill expected by April 1, 2020. There will then be a transition period until 31 December 2022, to allow time for functions to transfer to the new WDCs and providers at the appropriate time. We will continue to keep you informed throughout the process.

Barbados visitor

Caribbean maritime minister visits training organisation and boatbuilder to learn about boatbuilding and marine apprenticeships.

THE HON. KIRK HUMPHREY, Barbados Minister of Maritime Affairs and the Blue Economy, took the opportunity while in New Zealand to visit NZMAC ITO and Lloyd Stevenson Boatbuilders (LSB) to learn more about New Zealand boatbuilding and marine apprenticeships first-hand.

He found the meeting very enlightening and would be keen to work with us in the future as they develop their capability.



L-R: Chris van der Hor, Hon Kirk Humphrey with Luke Hill of LSB.

2019 Performance

2019 was a year 'where everything came together' which resulted in a strong result achieved by the team, as outlined by the stats here.

Graph 1: Credit Achievement Rate 2019 vs. 2018

In the graphs 1 & 2 below, we can see significant improvement in credit achievement rates for the year 2019 as compared to 2018. That has put us at 93%, a gain of 17% from 2018.

Maori and Pasifika learners, which are a TEC priority for an achievement boost, have shown great improvement in 2019, as compared to 2018.

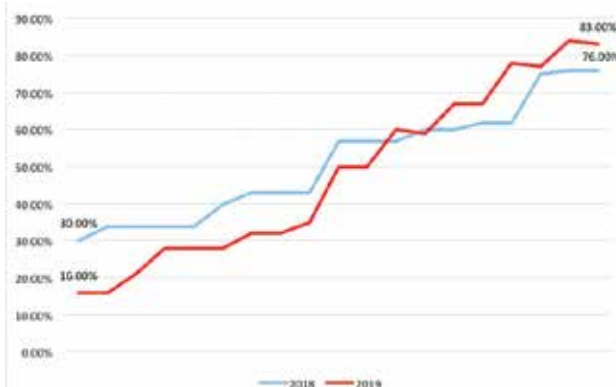
GRAPH 1: CREDIT ACHIEVEMENT RATE 2019 VS 2018



GRAPH 2: NZMAC ITO CREDIT COMPLETION RATES PER ETHNICITY 2015-2019



GRAPH 3: RETENTION RATE 2019 VS 2018



Graph 3: 1st Year Retention Rate 2019 vs 2018

The retention rate for apprentices measures the proportion of NZMAC ITO apprentices retained in their apprenticeship after their first 12 months of training. The Graph 3, left, shows the 2019 vs 2018 cohort year.

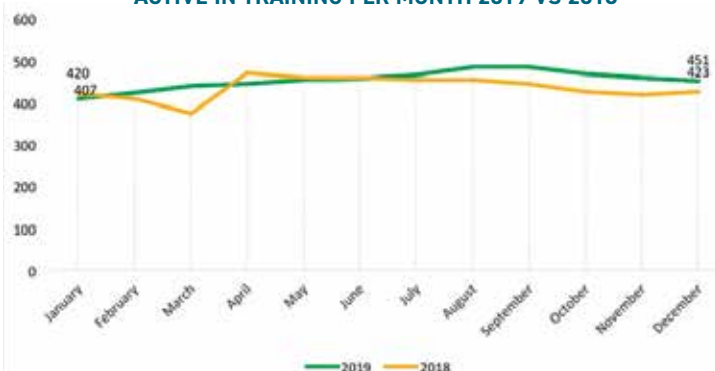
In 2019, there are 159 apprentices included in cohorts, 2.52% have completed their training for the first year and 83% apprentices are still active in their training.

Graph 4: Training Numbers Growth %

The NZMAC ITO number of trainees/apprentices active in training per month (2019 vs 2018) as based on STMs (TEC Standard Training Measures).

We can see significant improvement in the numbers of trainees/apprentices in the year 2019 compared to 2018. That's puts us at 451, a gain of 6.21% from 2018.

GRAPH 4: NUMBER OF TRAINEES/APPRENTICES ACTIVE IN TRAINING PER MONTH 2019 VS 2018



Many thanks must go to the ITO Team for their ongoing dedication and good work throughout the year, particularly in light of the government's announcements.

School to Work: Josh Vogels – Apprentice Composite Boatbuilder, Emirates Team NZ

As a student at St Peters College Auckland, Josh was a passionate rower. His involvement in the sport and an enthusiasm for boats created an interest that Josh decided to pursue as a career.

ENTER TRACEY EATON, NZMAC ITO Transition Advisor for the Launch it, School to Work programme. Tracey visited Josh at school to discuss the marine and composite pathway options.

Traditional boatbuilding was the area Josh chose to explore and introductions followed by work experience were organised. Josh had a comfortable mix of work for one day per week while still attending school. After a couple of months, his mind was

Traditional boatbuilding was the area Josh chose to explore and introductions followed by work experience were organised.

firmly made up that this was the industry for him. His sights were set on an apprenticeship, and armed with the confidence and knowledge that his work experience placement provided, Josh applied to Emirates Team NZ. The rest is history.

Josh highly recommends the Launch it, School to Work programme and says he wouldn't have had the insight into the numerous opportunities that the industry offers without it. He



says the initiative allowed him a taste of the real world outside school and he was able to see how rewarding work could be. As an apprentice composite boat builder surrounded by highly skilled tradespeople, Josh says that learning new techniques and seeing his skills develop as he progresses through his apprenticeship has been highly rewarding.

Being part of the ETNZ team building the foiling AC75 *Te Ahi* comes with its challenges, but Josh enjoys the fast-paced work, where accuracy and attention to detail are key. It is certainly an exciting time to be involved in the next challenge, where innovation and state-of-the-art technology are showcasing the New Zealand marine industry to the rest of the world.



Mark Woodmore receives certificate

MARK WOODMORE WAS PRESENTED with his New Zealand Certificate in Marina Facilities (Level 4) Marina Operations at the September 2019 Conference of the NZ Marina Operators Association (NZMOA) held at the Duke of Marlborough, Russell. Mark is Dockhand at Waikawa Marina and was presented with his certificate by Chris Galbraith, Chairman of the NZMOA.



Richard Staniforth and Jose Ortiz Osorio with Rob McLean, Black Pearl Fibreglass



Event celebrates NZMAC ITO graduates

On December 5, 2019 the achievements of 75 NZMACITO graduates were celebrated at the Royal New Zealand Yacht Squadron in Auckland.

THE GRADUATION DINNER and ceremony was enjoyed by over 200 guests, including graduates, graduate guests, company representatives, speakers, VIPs, Board, staff and sponsors. Fifty-one (out of 75 graduates in 2019) attended the event and were presented with their certificates by NZ Marine & Composites ITO board member Garry Lock.

Guest speaker Richard Meacham (above right) of Emirates Team New Zealand gave guests an interesting insight into the team's preparations for the 36th America's Cup, while special guest speaker Cam Calkoen gave a very entertaining and inspiring speech where he encouraged guests to embrace every opportunity and strive to achieve their dreams.

After the presentation of the graduate certi-

ates, a number of special awards were made.

The Bruce Robinson Memorial Rotary International Youth Leadership Award was presented by Richard Thorpe, Rotary Club of Botany East Tamaki, to Thomas Robinson of O'Connor Marine & Electrical Ltd. (pictured bottom right).

The NZMACITO Rotary International Youth Leadership Award, presented by Richard Thorpe, Rotary Club of Botany East Tamaki, was presented to Sean Bull of Emirates Team New Zealand (pictured top right).

The Composites Association of New Zealand (CANZ) Leadership Award was presented by Glenn Campbell, CANZ President to Royce Baxter of FI Innovations Ltd (pictured below with Glenn Campbell and NZMAC ITO Field Officer Clare Gannon).



Cam Calkoen



GRADUATES OF 2019

LIMITED CREDIT PROGRAMME(LEVEL 4)
- SAIL MAKING INTERIM PROGRAMME

Evangel Chee-Kam	Doyle Sails NZ Ltd
Samuel Cornfoot	North Sails
Joe Cunningham	North Sails
Nicholas Gardiner	Evolution Sails NZ Ltd
Harrison Hill	Doyle Sails NZ Ltd
Connor Jefford	Doyle Sails NZ Ltd
Alison Kent	Doyle Sails NZ Ltd
Thomas Maidment	Doyle Sails NZ Ltd
Oakley Marsh	Doyle Sails NZ Ltd
Samuel Rushton	Evolution Sails NZ Ltd
Rajjesh Singh	Evolution Sails NZ Ltd
Aamir Sohail	North Sails
Taylor Thompson	Doyle Sails NZ Ltd

NATIONAL CERTIFICATE IN BOATBUILDING (LEVEL 3)
- MARINE ELECTRICAL & ELECTRONIC INSTALLATION

Keanu Higginson	Pine Harbour Electrical Ltd
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NATIONAL CERTIFICATE IN MARINA OPERATIONS & SERVICES
(LEVEL 3) - ADMINISTRATION

Toni Maulder	Dept. of Internal Affairs - Taupo Marina
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NATIONAL CERTIFICATE IN MARINA OPERATIONS & SERVICES
(LEVEL 3) - OPERATIONS

Heath Cairns	Dept. of Internal Affairs - Taupo Marina
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NATIONAL CERTIFICATE IN COMPOSITES (LEVEL 4)

Paul Banks	Racetech Manufacturing Ltd
Thomas Donovan	Racetech Manufacturing Ltd
Tae Hwang	Rayglass Boats
Jason Jellie	Rayglass Boats
Ethan Shea	Core Builders Composites Ltd

NATIONAL CERTIFICATE IN BOATBUILDING (LEVEL 4) - ALLOY

Lachlan Hughes	Q-West Boat Builders Ltd
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NATIONAL CERTIFICATE IN BOATBUILDING (LEVEL 4) -
COMPOSITE

Daniel Wheeler	Pachoud Yachts New Zealand
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NATIONAL CERTIFICATE IN BOATBUILDING (LEVEL 4)
- COMPOSITE AND WOODEN

Trent Nancarrow	Lloyd Stevenson Boatbuilding Ltd
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NATIONAL CERTIFICATE IN BOATBUILDING (LEVEL 4)
- COMPOSITE PRODUCTION TRAILER BOATS

Bradley Aberhart	Buccaneer Pleasure Craft Ltd
Nicholas Rawlings	Southern Gateway Marina Ltd

NATIONAL CERTIFICATE IN BOATBUILDING (LEVEL 4)
- ALLOY PRODUCTION TRAILER BOATS

Christopher Brown	Extreme Boats
Timothy Gilbert	Blackdog Cat 2016 Ltd

NATIONAL CERTIFICATE IN BOATBUILDING (LEVEL 4)
- MARINE SYSTEMS ENGINEERING

Richard Hanna	Pacific Coast Marine & Diesel Ltd
Andrew Langley	Real Journeys
Marc McDougall	McCallum Bros Ltd
Luke Murray	
Hamish Neal	Seafarer Marine Engineering Ltd
Jak Preston	Moon Engines Ltd
Benjamin Read	Read Marine Ltd
Thomas Robinson	O'Connor Marine & Electrical Ltd

NATIONAL CERTIFICATE IN BOATBUILDING (LEVEL 4)
- COMPOSITE SPARMARKING

Jarrad Brown	Southern Spars
Wilson Fuller-Pemberton	Southern Spars
Morgan Long	C-Tech Ltd
Phumin Yosvichai	Southern Spars

NATIONAL CERTIFICATE IN BOATBUILDING (LEVEL 4)
- METAL SPARMARKING

Laurie Agnew	Southern Spars
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NATIONAL CERTIFICATE IN BOATBUILDING (LEVEL 4)
- MARINE RIGGING

David Baldwin	Mike McCormick Rigging Services
Edwin De Laat	Multi Task Holdings Ltd
Samuel Hulme	RigPro NZ
Bryce Voderberg	RigPro NZ

NATIONAL CERTIFICATE IN BOATBUILDING (LEVEL 4) - INTERNAL
AND EXTERNAL MARINE PAINTING

Aaron Wilkinson	Norsand Boat Yard Ltd
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NATIONAL CERTIFICATE IN MARINE SALES & SERVICES (LEVEL 4)
- BOAT SALES & BROKERAGE

Samuel Cannell	Open Ocean Marine Ltd
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NEW ZEALAND CERTIFICATE IN COMPOSITES (LEVEL 3)

Royce Baxter	FI Innovations Ltd
Hyung Chang	Mackay Boats Ltd
Joshua Court	Superior Boats Ltd
Daniel Johnston	Tru-Tech Fibreglass Industries Ltd
Todd McLean	Tru-Tech Fibreglass Industries Ltd
Levi Manning	Armaterc Environmental Ltd
Alan Marsh	Armaterc Environmental Ltd
Jose Ortiz Osorio	Black Pearl Fibreglass Ltd
John Penberthy	Tru-Tech Fibreglass Industries Ltd
Brendon Trower	Tru-Tech Fibreglass Industries Ltd

NEW ZEALAND CERTIFICATE IN COMPOSITES (LEVEL 4)

Fletcher Jones	Rocket Lab Ltd
Changoo Jung	Rayglass Boats
Denholm Simeon	Mackay Boats Ltd
Richard Staniforth	Black Pearl Fibreglass Ltd
Luc Whitehouse	Rocket Lab Ltd
Brian Young	FI Innovations Ltd

NEW ZEALAND CERTIFICATE IN BOATBUILDING (LEVEL 4) COMPOSITES

Benjamin Adkin	Salthouse Boatbuilders Ltd
Raika Bradshaw-Stevens	Lloyd Stevenson Boatbuilders Ltd
Sean Bull	Emirates Team New Zealand
Jaeyoung Choi	Yachting Developments
Sean Daynard	Kozmo Enterprises
Jesse Jones	Yachting Developments
Jared Seymour	Sea Craft Ltd

NEW ZEALAND CERTIFICATE IN PRODUCTION BOATBUILDING
(LEVEL 4) - COMPOSITES

Wonjun Choi	Rayglass Boats
Conor Dunn	Tristram Marine Ltd
Aidan Ferguson	Fairview Fibreglass
Dean Hancock	Tristram Marine Ltd
Tristan Houghton	Tristram Marine Ltd
Sam Wightman	Smuggler Marine Ltd

NEW ZEALAND CERTIFICATE IN PRODUCTION BOATBUILDING
(LEVEL 4) - ALLOY

Michael Armstrong	White Pointer Boats Ltd
Jon Paul Bascones	Avon Engineering (Gore) Ltd
Cameron Miller	Extreme Boats
Dion Whaanga	White Pointer Boats Ltd
Sonny Waipouri	Blackdog Cat 2016 Ltd

NEW ZEALAND CERTIFICATE IN MARINA FACILITIES (LEVEL 4)
- MARINA OPERATIONS

Alivya Clarke	Far North Holdings Ltd
Jason Maud	Panuku Development Auckland
Carl Menezes	Panuku Development Auckland
Ryan White	Panuku Development Auckland
Mark Woodmore	Port Marlborough New Zealand

KEY 2020-21 DATES FOR SUPERYACHTS IN NEW ZEALAND

MARCH 2020 - Wednesday 25th to Friday 27th
The Superyacht Gathering, Auckland

APRIL 2020 - Thursday 23rd to Sunday 26th
(First) America's Cup World Series, Sardinia, Italy

JUNE 2020 - Thursday 4th to Sunday 7th
(Second) Emirates America's Cup World Series, Portsmouth, UK

SEPTEMBER 2020 - Thursday 17th to Sunday 20th
Auckland On Water Boat Show, America's Cup Race Village

NOVEMBER 2020 - Friday 27th
NZ Marine Superyacht Welcome Function, Royal NZ Yacht Squadron

DECEMBER 2020 - Thursday 17th to Sunday 20th
(Third) America's Cup World Series, Auckland

JANUARY 2021

Friday 1st

RNZYS 150th anniversary and New Year's Day Round Kawau Island Race

Sunday 3rd

RNZYS Cruise to Great Barrier Island

15th, 16th, 17th, 22nd, 23rd and 24th
Prada Cup Round Robin

29th, 30th, 31st, February 2nd
Prada Cup Repechage

FEBRUARY 2021

Wednesday 10th to Friday 12th

Superyacht Fishing Competition, Bay of Islands Swordfish Club, Russell, presented by NZ Marine. To enter: stacey@nzmarine.com

13th, 14th, 17th, 19th, 20th, 21st and 22nd
Prada Cup Final

Monday 15th to Thursday 18th

NZ Millennium Cup Superyacht (inc J Class) Regatta, Bay of Islands, presented by NZ Marine in association with Russell Boating Club
To enter: stacey@nzmarine.com

Tuesday 23rd to Friday 26th

Mastercard Superyacht Regatta, presented by RNZYS, Auckland



**Duke of Marlborough Hotel, Russell, Bay of Islands
NZ Millennium Cup Headquarters**



Delamore Lodge, Waiheke Island, Auckland's Hauraki Gulf.

MARCH 2021

Monday 1st to Friday 5th

Mastercard J-Class Regatta, presented by RNZYS, Auckland

Monday 8th to Friday 12th

Youth America's Cup (Finals), presented by RNZYS, Auckland

Saturday 6th (am)

J Class Exhibition race, presented by RNZYS, Auckland

6th, 7th, 10th, 12th, 13th, 14th and 15th
36th America's Cup Match, Auckland

Wednesday 24th to Friday 26th

The Superyacht Gathering, Auckland





NEW ZEALAND

DESTINATION NEW ZEALAND

2020/21



ROYAL NEW ZEALAND YACHT SQUADRON



Download our
**Destination
New Zealand** App
from the App store
for more details.

NZ Marine Brokers



New brokers documentation released

The NZ Marine Brokers documentation sub-group, a cross-section of member brokers from throughout the country, has been working over the past year on updating this documentation with lawyers Hesketh Henry.

THE DOCUMENTATION, and the process it requires sellers and purchasers to adhere to is, we believe, fair to the boat buying public and enforces that a broker introduces a buyer to boat vendor and is not the boat vendor themselves. As such minimises any liability the broker has in terms of the Consumer Guarantees Act.

We have taken into consideration recent dispute tribunal hearings and current best practice of broker members. Please read all the clauses so you understand what the new documentation requires of the parties in respect of 'Listing Form' and 'Sale and Purchase' agreement forms.

For example there are key changes to the Sales and Purchase Agreement Form regarding 'Survey and Inspection':

We invite all NZ Marine member brokers to now use this documentation and forward any feedback or questions to the Brokers Group Chairman Jason Snashall and/or NZ Marine Executive Director Peter Busfield. The documentation will be reviewed again in June 2020.

WE THANK THE FOLLOWING FOR THEIR ASSISTANCE IN REVISING THE DOCUMENTATION:

Jason Snashall – Orakei Marine
 Ian Michel – Vining Marine
 Steve Thomas – NZ Boat Sales
 Colin Rees – Busfield Marine Brokers
 Blair Harkness – City of Sails Marine Brokers
 Sophie Hool – Hool Marine Brokers
 Simon Cartwright and Zoe Pajot – Hesketh Henry Lawyers

If you have not received the documentation by email please contact Caroline Gibson – caroline@nzmarine.com

Women in Marine

Pauline Pringle

Pauline Pringle is a fixture at boat shows around the country, representing Smuggler Marine, the successful manufacturer of a range of GRP trailer boats, RIBs and amphibious vessels sold under the Smuggler brand.



SHE'S ALSO THE OTHER half of a successful boatbuilding business she owns and runs with her husband David, overseeing staff and finances and taking a leading role in marketing and sales.

Smuggler Marine was Pauline's introduction to the marine industry, but she was no stranger to boats or the boating lifestyle, experience that stands her in good stead today, especially in her sales role, which makes up an important part of her working life.

Pauline's was a family of yachties so the 28-foot keeler her father had built became the vehicle for many fun sailing weekends and family holidays.

Pauline met husband David on a yacht. A keen yachtsman and boat-builder, David shared an interest in sailing with his soon-to-be wife, which they continued to enjoy together even after children arrived. Kirsty's first trip to Great Barrier was when she was three months old and Logan had his first boating trip at only seven days old – he learned to walk aboard the family's Elliot 7.4.

Pauline worked as a teacher while the couple's two children were growing up but left the profession in 2002 to support David's growing boatbuilding business. At the time, Pauline admits, she had zero experience of office work, let alone business management, but

with her teaching background, she did have excellent people skills. Today she prides herself on her ability to look after her customers and staff.

This affinity for people has also been a valuable skill when selling boats, an aspect of Smuggler Marine's business Pauline enjoys: "I'm a good listener. I like to learn what customers really want and then find the right boat for them," she explains. It's a sales formula that works very well.

"I really value my association with women working in my industry. We talk, compare notes and bounce ideas off each other."

Pauline admits the marine industry is still male-focussed, but believes women are playing an increasingly important role, not only within the industry, but also as customers.

"Women are a big part of the purchase decision for the boats we sell," says Pauline, "so it's important we talk to them the right way. There's no place for condescension."

It works the other way too:

"Sometimes I can tell customers or suppliers are surprised when a woman picks up the phone, but they soon realise I know what I'm talking about. The same happens at boat shows where I can tell people are sometime surprised I know what I know! But being a woman certainly hasn't held me back in this industry," asserts Pauline.

And while the marine industry is male-dominated, Pauline has taken inspiration from other strong women working in the field: Bronwyn Fink, Tristin Dickey, Tracey Stevenson, Leticia Lane, the ladies at NZ Marine and many others.

"I really value my association with women working in my industry. We talk, compare notes and bounce ideas off each other," says Pauline.

She believes the industry is becoming much more attractive to women, at every level, including marine industry skills training.

"More women are taking marine industry apprenticeships and very successful women, many with superyacht experience, are returning to New Zealand to work in the local industry. With their different attitudes and skill sets, more women participating in New Zealand's marine industry can only increase its potential."

As told to John Eichelsheim.

Marine Statistics

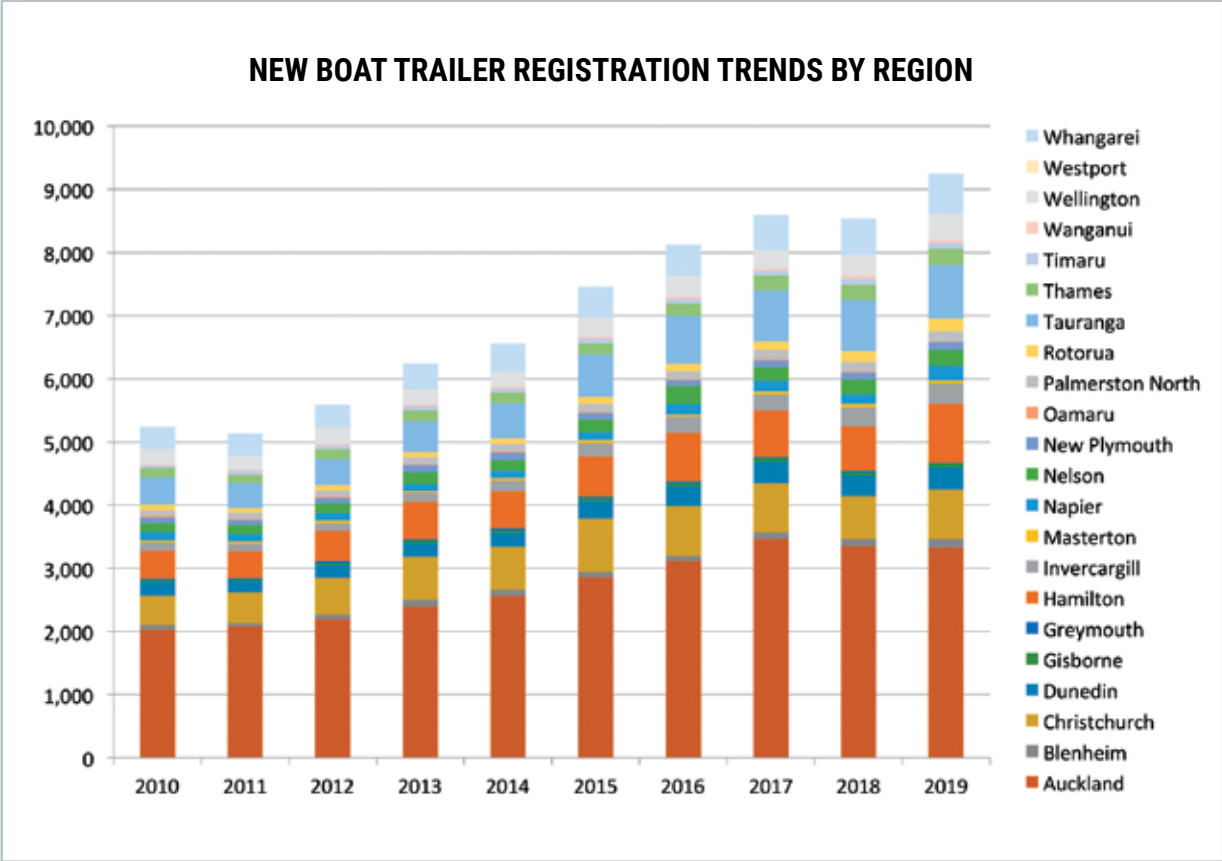


Statistics show NZ marine industry enjoyed steady growth in 2019

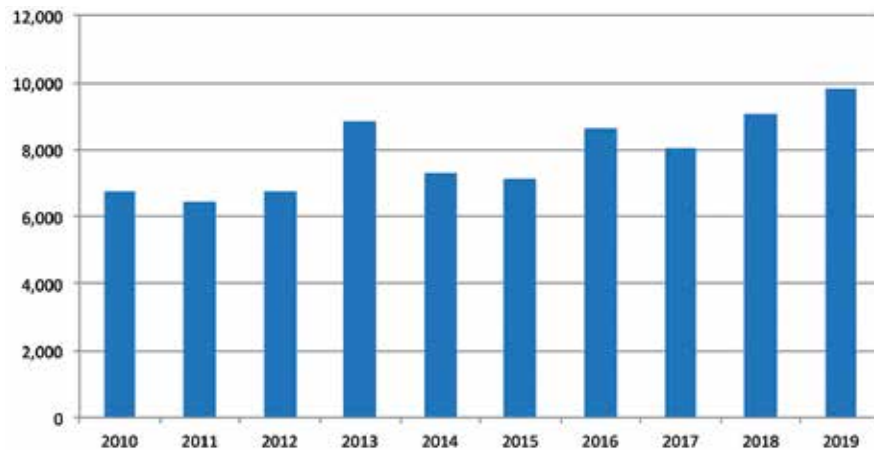
Overview of new boat trailer registrations and outboard motor imports in New Zealand for 2008-2019

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

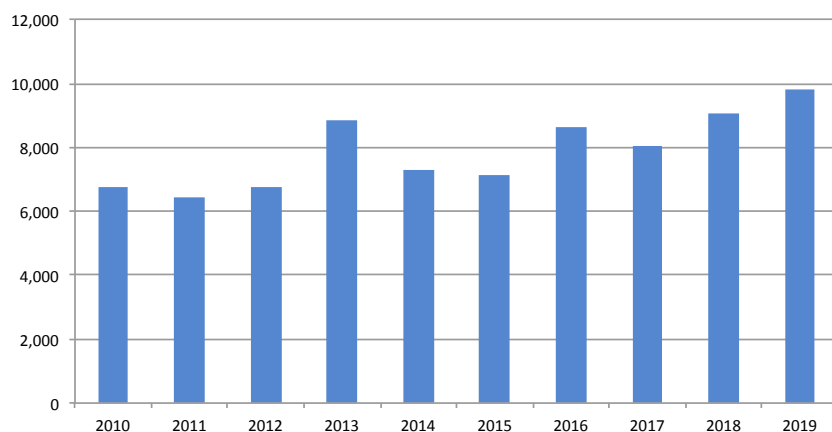
Through the support of various organisations and agencies, PowerStats is able to collect, analyse and present its findings on particular segments of the leisure marine industry in New Zealand as the graphs below show.



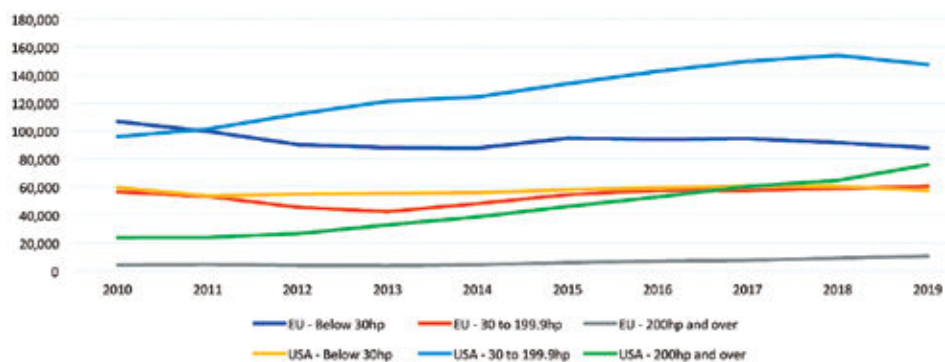
NEW TOTAL BOAT TRAILER REGISTRATIONS BY YEAR



TOTAL OUTBOARDS IMPORTED INTO NEW ZEALAND PER YEAR



SALES OF OUTBOARD ENGINES IN EUROPE AND USA, by power-band, 2010 - 2019





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

 Avon Engineering & Mechanical Ltd/Keelowcraft Gore, Paul Cross www.keelowcraft.co.nz	 Chaffers Marina Ltd Wellington, Andrew Welsh www.chaffersmarina.co.nz	 Coppercoat Pacific Ltd Christchurch, Richard Cleave coppercoatpacific.com	 Cule Marine Ltd Auckland, Scott Hanson www.culemarine.co.nz
 Douglas B Foote Ltd Auckland, Les Marshall www.dbf.co.nz	Edge Motorsport and Marine Wakatipu, Jason Scott www.edgeparts.co.nz	 HCB Technologies Ltd Auckland, Craig Fowler www.hcb.co.nz	 Live Sail Die Ltd Auckland, Suellen Hurling www.livesaildie.com
 NZ Luxury Yacht Services Auckland, Penny Thorne www.nzlys.com	 Progressive Field Services Ltd Dunedin, Sam Wilson www.pfsl.nz	 Blue Wave - Prorig Hardware Pty Ltd Australia, Ben Holden www.bluewave.nz	 Railblaza Ltd Auckland, Ross Pratt www.railblaza.com
 Royal Institution of Naval Architects - NZ Division Auckland, Jason Smith www.rina.org.nz	 Saffier Yachts Australasia Ltd Wanaka, Greg West www.saffieriyachts.com	 See Level Ltd Christchurch, Dudley Jackson www.seasick.com	 Sounds Marine Services Ltd Auckland, Michelle McManaway www.soundsmarine.co.nz
 Studio Linda Berry Auckland, Linda Berry www.studiolindaberry.co.nz	 Voltaic Innovations Ltd Auckland, Bex Rempel www.electricjets.nz	Voodoo Yachts Ltd Tauranga, Mitch Pachoud mitch@pachoud.co.nz	 Wireless Nation Ltd Auckland, Andy Derleth www.wirelessnation.co.nz

Documentation for members

Are you making use of the range of documents available to NZ Marine Members? To receive any of the documents/literature below please contact info@nzmarine.com

Membership Application Form - Full
 Membership Application Form - Associate
 NZ Marine Rules
 Membership Services Brochure
 General Code of Ethics
 Boat Brokers - Code of Ethics
 Boat Brokers - Sales & Purchase Agreement
 Boat Brokers - Our Authority to Sell
 Boat Dealers - Code of Ethics
 Boat Dealers - Sale & purchase agreement (for dealer-owned boats)
 Boat Dealers - Sale & purchase agreement (for on-behalf sales)
 Boat Dealers - Authority to Sell
 Boat Dealers - Revocation of Authority
 Boat Dealers - Demonstration form
 Boat Dealers - Competitive Tender Terms and Conditions
 Boatbuilders - Agreement for the Construction of a New Boat (with notes)
 Boatbuilders - Agreement for the Construction of a New Boat for Export (with notes)
 Boatbuilders - Refit agreement with notes
 Boatbuilders - Repair agreement with notes
 Complaints Process and form
 Sample Employment Agreement
 Sample Credit Application
 GST Exemption Form for visiting yachts
 Boating Safety sticker
 Annual Report
 NZ Marine News
 NZ Marine certificate - "Recognised Member Of"
 NZ Marine sticker - "Recognised Member Of"
 Second Hand Dealers Act Information
 New Zealand Marine Industry Refit Code of Practice
 Anti Money Laundering and Countering Financing of Terrorism Act 2009 Form (AML/CFT Act)

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 we can also provide the logo as a self-adhesive label in two sizes – 93mm x 133mm and 145mm x 207mm.

Please contact
 Caroline Gibson
caroline@nzmarine.com
 – to request the logos and/or labels.



Member news



ICNZ is a fresh start

Since taking over the reins of the Island Cruising Association (ICA) in December 2017, Nigel and Amanda Richards (pictured above) have been working hard to improve the experiences of Kiwi cruisers heading overseas.

THEIR FIRST JOB was to change the brand name to Island Cruising NZ, or ICNZ, for a fresh start for their new ideas.

As a live-aboard family, they hope to encourage more families to the South West Pacific. Varekai, the family's Roberts 53, has her home in Whangarei's Town Basin when not cruising the New Zealand coast or the South Pacific Islands.

In their first season, Island Cruising NZ assisted 33 boats through the Kingdom of Tonga, the largest fleet ever to arrive at Nuku'alofa. With a mixture of monohulls, multihulls and a motor

cruiser, the fleet enjoyed Tonga's three island groups, assisted by the Tongan Ministry of Tourism. With favourable trade winds, some headed north through Niuatoputapu to Samoa before heading for Fiji.

The Richards family specialise in assisting newbie cruisers to 'fly the nest', but ICNZ rallies also cater for experienced cruisers looking to meet likeminded people, have fun socialising and wanting to explore in company, with the bonus of assisted clearances. The 2019 Pacific Circuit Rally, which visited Tonga, Fiji via clearance in the Lau group, Vanuatu and finally New

Caledonia (clearing in at the Loyalty Islands) was a resounding success.

2020 will debut the first rally into Vanuatu and New Caledonia, for a longer visit in each country, plus another Pacific Circuit Rally.

The annual ICNZ Offshore Cruising Preparation Seminar is proving so popular a second one is planned. With a mountain of information, discussion and guest speakers to boot, all the delegates at the last seminar went away with brains full of plans and references.

Island Cruising NZ is looking forward to developing other rallies to and from different countries in the future.

NZ Marine appreciates the good support of ICNZ at our Fiji/NZ day events, which has led to increased visitation of foreign-flagged cruising yachts to New Zealand.

www.islandcruising.nz



2019 Pacific-Circuit Rally participants in Opua, Northland.



Proposed new marina in Whangarei

The Whangarei Harbour Marina Management Trust has recently obtained Resource Consent (RC) to construct a new 115 to 130-berth marina, up to 150,000m³ of dredging and a 4,500m² reclamation.

DURING THE CONSENT process, there were only 10 submissions, eight in support and two with some concerns. The developer was not able to meet the requirements of one submitter, resulting in a hearing. The Trust team had worked hard to avoid a costly hearing since they had wanted to tick the very unusual box of not requiring a hearing for a large project within the water space/seabed and foreshore.

The Whangarei Harbour Marina Management Trust team are very mindful that longer and wider berths are required now, and for the future. They are planning for four superyacht, 20% multihull and many other large berths. The new marina will add to the trust two existing marinas which cur-

rently provide 290 berths.

Rob Brown from Shorewise Engineering Consultants has been appointed project manager and engineer. Additional, extensive geo-technical sampling and reporting has started, which will be used to inform the final design for all the construction required.

The Trust is currently exploring funding opportunities, which could include the sale of berth licences. The team is very motivated and excited about getting this proposed marina across the line, with its potential economic benefits and job creation in Whangarei's fast-growing marine sector.

www.whangareimarina.com/



L-R: Wayne Patten, Volpower, Peter Jacobs, Lachlan Trembath, Ovlov Marine.

Marine industry stalwart retires

PETER JACOBS, MARKED his retirement recently at a function in Westhaven, Auckland.

Led by his long-time business partner, Lachlan Trembath, a large gathering of marine industry folk joined in celebrating Peter's long and successful career as founder and co-owner of Ovlov Marine Ltd, the well-known central Auckland Volvo Penta and Yamaha Outboards dealership. After 45 years in the business, Peter and wife Raewyn intend to spend a little more time at the bach and travelling.

www.ovlov.co.nz



Prince Charles visits Westhaven Marina NOVEMBER 2019

During his recent visit to New Zealand, Prince Charles visited Westhaven Marina to meet Sea Cleaners, the organisation working to preserve New Zealand's coastline.



PRINCE CHARLES MET with Sea Cleaners founder Hayden Smith and trustees, including Penny Whiting and Sir Bob Harvey, to learn more about the organisation's work. Sea Cleaners remove approximately 160,000 litres of rubbish from our waters every month. Prince Charles boarded one of Sea Cleaners Blackdog Cat vessels to make the short trip to Viaduct Harbour, where he and the Duchess of Cornwall met with the public.

OBITUARY

Bruce Pratt (1936–2019)



BEP Marine founder passes on

MOST NEW ZEALAND OWNERS of a powerboat/yacht probably have a BEP Marine product within the vessels' electrical system. And yet the company had a humble birth.

In 1967 Bruce and his wife Jocelyn bought a small auto electrical business on Auckland's North Shore and renamed it B.E. Pratt Ltd. He ran the workshop, she the accounts.

Bruce always did marine jobs at the local marina but around 1973 he landed the contract for the wiring on H28 yachts at Compass Yachts in Te Atatu. This was the inception of BEP Marine. Its logo soon featured on the thousands of switchboards be shipped out the door.

BEP Marine was responsible for the wiring

on noted boatbuilders in the 80s, and also supplied product for many boats built in back yards through the 70s and 80s.

Bruce always believed in training apprentices – and some who progressed through the ranks are in senior positions within BEP today.

In 1994 BEP released the Contour Range of control panels and with two new partners launched a major export drive. Today Contour control panels are sold in over 45 countries.

Bruce's son Ross joined the company in the late 70s, allowing Bruce to retire in 1998 and enjoy an active retirement.

He was a top bloke, well-respected by the marine industry.

Te Kāhu launched

Emirates Team New Zealand revealed their new custom designed and built test boat *Te Kāhu* in Auckland on January 22.



TE KĀHU MEANING 'THE HAWK' was rolled out of the shed and christened by Ngāti Whātua Ōrākei.

Te Kāhu fits within the rules on test yachts according to the 36th America's Cup Protocol, which says they must not exceed 12 metres length overall (LOA). She will be used by the team to continue design development for a large proportion of 2020 while their AC75 *Te Aihe* is being shipped and raced offshore for the America's Cup World Series events in

Cagliari, Sardinia (April 23-26) and Portsmouth (June 4-7).

"We are really excited about launching *Te Kāhu* today. A lot of work has gone into the design and build of this boat internally, which is amazing, really, as it has all taken place between the design and build of our first AC75 and the ongoing work on our next AC75 race boat," said Emirates Team New Zealand CEO Grant Dalton.

www.emirates-team-new-zealand.americascup.com



36th America's Cup gets AC class TV boat

ON THE TAIL END of Emirates Team New Zealand's launch of their new test boat *Te Kāhu*, another vitally important vessel to the 36th America's Cup, the new Broadcast Platform, *Manu-Wai* was also launched and christened by Ngāti Whātua Ōrākei. Drones and helicopters are vital for capturing on-water action, but to get the fans right into the middle of the show, it's hard to beat filming a boat race with a boat.

Manu-Wai began life in 2011 as

Team Korea's AC45 during the 2011-12 ACWS ahead of the 34th America's Cup in San Francisco. With a young Peter Burling at the helm they came 6th in the series. After changing hands several times Emirates Team New Zealand then picked it up and without skipping a beat the AC45F was upcycled into the team's vitally important 'Boat 1' for design and development ahead of their race boat for Bermuda.

The hulls of Boat 1 then remained in

storage until the middle of last year where they were pulled out and used as the foundation for the new broadcast platform with some additional chines and other modifications. After all, what better way to keep up with AC boats doing AC speeds than with a previous AC class yacht – albeit powered by twin 250s instead of the wind.

Source: Emirates Team New Zealand

US yacht managers choose Babcock

Motor Yacht *Maria* was built by Amels in the Netherlands in 2007.



HER DRY-DOCKING IN October was for Intermediate Classification Survey, with Babcock's schedule of works including marine fitting support for the overhaul of the vessel's Quantum fin-stabilisers; propeller and bow thruster survey; renewal of hull and cathodic protection anodes; and pipe-work and engine exhaust repairs.

The underwater hull was high-

pressure water blasted for application of Micron 77 anti-foul coating, Propspeed was applied to the tail-shaft and thruster propellers and the vessel's tanks and double bottom spaces were cleaned for survey and paint coat repairs.

This was a first docking for MY *Maria* in New Zealand, and Babcock's first co-operation with the United

States-based vessel managers Moran Yacht Management. As there was minimal work growth required from survey activities, Babcock's project and production team were able to complete the work to budget with just 15 days in dock required, well ahead of the planned 21-day dry-dock schedule.

www.babcockinternational.com



Business award for Doyle Sails

Doyle Sails New Zealand were named 'Best Medium Business' at the 2019 New Zealand Trade and Enterprise International Business Awards.

AFTER A NINE-MONTH application and judging process for several hundred of New Zealand's top export companies, 39 made it through to the final stage of the awards. The award for 'Best Medium business' recognises success for businesses with total annual revenue between \$5 million and \$40 million.

The judges described Doyle Sails as "a compelling business with great results and even greater potential, with

a sales approach driven by precise customer knowledge, and a relentless ambition and drive to win that resonates across the organisation".

The award also acknowledges the great work of Mike Sanderson, Richard Bouzaid and David Duff, the leadership team since taking over ownership of Doyle Sails International in 2017.

"Growing a company, while retaining its strong core values and reputation

can be a delicate balance. We're so proud of our team, it's great to be recognised for our contribution to New Zealand," said CEO Mike Sanderson.

Doyle Sails was also short-listed for an excellence in design award, a further tribute to the team's calibre. Always at the forefront of research and development, Doyle Sails invented the revolutionary Stratis membrane technology.

www.doylesails.com



Pictured right with John of Boat Secure (left) owner Bill was alerted by BoatSecure that shore power had failed, allowing him to take action before any damage was done.

More time fishing with BoatSecure

Boat owner Bill is enthusiastic about how BoatSecure works.

"TWICE IN RECENT weeks I was alerted by BoatSecure that marina shore power had tripped off. It saved me thousands of dollars by ensuring the boat batteries weren't discharged. Fortunately my marine electrician was quick to check the boat and reset the circuits for me."

Shore power can trip off for different reasons – a neighbouring boat owner knocking the cable at the pedestal, or something on board experiencing a bit of surge. Either way, if the power stays off, in a few days the batteries could discharge completely and, at worst, have to be replaced – a

costly outcome that could also ruin good day's fishing with the family.

BoatSecure worked exactly as expected to alert Bill and his electrician to a problem. Bill's BoatSecure app alerted him that shore power was off and the voltage graph indicated when the power loss happened and how the boat battery voltage was falling. This gave him enough time to have the circuit reset, preventing the boat batteries from discharging further.

www.boatsecure.co.nz

Hyundai Marine New Zealand launch new G-series engine



HYUNDAI MARINE NEW ZEALAND is set to launch a new Hyundai SeasAll G68 diesel inboard marine engine, ideal for work boats and recreational boats.

The G68 is an inline six-cylinder, 6.8-litre, 300-350hp engine, which will sit in the middle of Hyundai Marine's current range of engines.

The G68 comes in light duty commercial and heavy duty commercial producing a peak of 350hp @ 2800rpm and 300hp @ 2500rpm respectively.

The G-Series engine is extensively used in Hyundai trucks and will also feature in the new upcoming Hyundai Pavise medium truck, due for a New Zealand launch early this year. G-series' quality marine conversion is completed at Hyundai SeasAll's marine factory.

Hyundai SeasAll marine engines have been operating in the New Zealand market for 10 years, and are enjoying continued growth. With the introduction of this new engine Hyundai now offers a complete range of marine engines rated from 200-700hp.

www.hyundaimarine.co.nz

Maxwell celebrates 50 years



Windlass manufacturer Maxwell began 50 years ago as the brainchild of Kiwi Graeme Maxwell Cundy, who began designing and manufacturing sheet winches for the active and rapidly emerging yachting market in New Zealand.

MAXWELL WINCHES WAS incorporated in 1969 and quickly grew to be the world's third-largest manufacturer of sheet winches, receiving the 'Prince Phillip Award for Industrial Design'.

Maxwell Winches established Maxwell Marine Inc. in Southern California in 1978 and the Maxwell range expanded into anchor windlasses. In 1983 a merger between Maxwell Winches and Nilsson Anchor Winches formed Maxwell-Nilsson Marine, the name Nilsson dropped in 1985.

By the late 1980s Maxwell had designed and released the world's first rope/chain windlass and the windlass side of Maxwell's business rapidly eclipsing the sheet winches, the manufacture of which ceased in 1995.

In the new millennium Maxwell acquired Weaver Hatches and Southern Ocean Ropes (SOR), both NZ companies. Weaver Hatches became Maxwell Hatches and many hatch models continue to be manufactured as VETUS branded 'Altus' and 'Magnus' models.

Dutch Boating Systems and Engine Manufacturer VETUS purchased Maxwell in 2008, renaming the company Maxwell Marine International Ltd or VETUS-Maxwell APAC (Asia/Pacific) Ltd.

In response to tremendous growth in the European market, the New Zealand engineering team introduced several new rope/chain windlasses and designed and manufactured the largest windlass test-rig in the Southern hemisphere, perhaps the world.

The name Maxwell has become synonymous with anchoring solutions delivering the highest standards of performance and reliability, backed by CE and ISO9001 accreditation and strict adherence to the rigorous standards of international classification societies such as Lloyds, DNV and Bureau Veritas.

Reflecting its growth, in 2018 Maxwell's head office relocated to a much larger facility on Auckland's the North Shore. Here's to another 50 years!

www.maxwellmarine.com

Wireless Nation supports Coastguard

INNOVATIVE ISP WIRELESS NATION is meeting the broadband needs of full-time and part-time boaties.

Lifestyle Broadband provides fast 4G-enabled wireless broadband and can be connected via a 12-24V adapter or a standard power plug. It uses the cell towers located across the country to provide 4G and 3G speeds direct to a modem.

What's more, you can use this connection at home and take it onto your boat when you head out. Otherwise you can put it on hold and only pay for the months you need – 30 days' notice is required to put it on hold.

Wireless Nation have partnered with Coastguard NZ to offer a discount on the modem and extra monthly data per month. A portion of the revenue of each connection goes back to Coastguard NZ to support saving lives at sea.

Coastguard member special plans come in three different sizes to suit your needs: 40GB, 130GB and 220GB of data. It's fast becoming popular with boaties, as it opens a whole new



world of possibilities – from keeping entertained, streaming music, working remotely and, of course, health and safety while out on the water.

To find out more or to sign up, call 0800 101 143 or sign up online at: www.wirelessnation.co.nz/coastguard



World's largest Riviera raft-up

More than 100 Riviera motor yachts came together in Awaawaroa Bay inside Waiheke Island near Auckland on Saturday February 22, where they rafted up for the night to enjoy an evening of entertainment from a host of local stars performing on a purpose-built floating stage in the centre of the circle.



KICKING OFF RIVIERA'S 40-YEAR ANNIVERSARY celebration, the raft up exceeded the organisers' expectations as Riviera owners from all over New Zealand joined the party. With 106 boats and more than 600 people attending, the raft-up easily beat Riviera's previous record of 47 yachts, set in Perth, Australia in 2017.

The culmination of months of preparation by the team at R Marine Flagship, representing Riviera in New Zealand, the event drew Riviera motor yachts from all over the North Island. Ranging in size from 33 feet to 72 feet long, the newest was a weeks-old 545 SUV and the oldest a 35-footer built in 1988.

In 40 years, Australia's Riviera has manufactured more than 5600 motor yachts in 102 different models. Riviera Motor Yachts are sold all over the world.

A team of 30 from R Marine Flagship and Riviera were on hand to help with the organisation. Riviera's owner Rodney Longhurst and Riviera's Brand and Communications Director Stephen Milne flew over from Australia to attend.

www.riviera.com.au www.rmarine.co.nz

Maritime approval for Spinlock

SPINLOCK INFLATABLE

LIFEJACKETS now have Maritime NZ approval for commercial and recreational use in New Zealand.

Spinlock's recreational and non-Solas commercial lifejacket models need only be serviced once every two years (not annually as with most inflatable lifejackets) and come with a five-year warranty.

Available in a range of colours, the lightweight, low-profile lifejackets fit comfortably around the shoulders,

not the neck. They include a single crotch strap with recessed clip (to reduce the risk of snagging) and offer 170N buoyancy. One size fits all.

Spinlock has formally appointed Lusty and Blundell Ltd as a service centre. L&B has certificated personnel properly trained by Spinlock, carries genuine spare parts, has up-to-date servicing manuals and meets the standards required by the International Maritime Organisation.

www.lusty-blundell.co.nz



New premises for Power Equipment

The New Zealand branch of Power Equipment has shifted from its long-time premises in Westhaven to a newly refurbished facility on Auckland's North Shore.



POWER EQUIPMENT is the New Zealand distributor for Yanmar and John Deere marine and industrial engines and equipment, Oxe diesel outboards, Torqeedo electric propulsion systems, Mase and Northern Lights generators, Gori and Hundested propellers and various other leading marine and industrial brands.

The new headquarters brings together a much larger warehouse, a modern dedicated workshop, smart showroom, parts department and office

spaces under one roof. With large doors both sides of the building, there's much improved access for couriers, trucks and the company's own fleet of service and delivery vehicles.

Power Equipment's stock and spare parts are now all held in one location, rather than being split between two premises as was the case before the move. Since first shifting to the Rosedale site in October 2019, Power Equipment has already noticed much improved operational efficiency,

explained MD Brian Macken, and staff are enjoying better working environment and the benefits of an all new floor to ceiling rack stock management system in the warehouse.

Final organisational details were largely complete by late January and the new headquarters are now fully operational.

Power Equipment, 10A Vega Place, Rosedale, Auckland.
www.powerequipment.co.nz

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Kingsley Fink pictured with father Lance, mother Bronwyn and brother Tristram.

Westpac Waikato Business Awards Emerging Leader of the Year 2019 – Kingsley Fink



At the Westpac Waikato Business Awards, Tristram Marine's General Manager Kingsley Fink was awarded 'Emerging Leader of the Year 2019'.

THE AWARD IS in recognition of his excellent leadership and unsurpassed dedication to Tristram's clients and his team at Tristram Marine. It is the culmination of the growth Kingsley has made in understanding what motivates him as a leader and how it aligns with the purpose of Tristram Marine, both of which are centred around getting families on the water to create high quality memories aboard high quality Tristram boats.

On the awards night, Kingsley credited this award to

Tristram owners and Tristram Marine staff, who motivate him to constantly challenge himself and those around him to build on the company's reputation for premium water craft and service.

Just 12 years into his career, Kingsley is such a positive and motivated force within the company, that there is no doubt Tristram Marine will continue as an industry leader for many years to come under his direction.

www.tristramboats.com

POWER PRODUCTS Asia Pacific

Headquartered in Menomonee Falls, Wisconsin, Power Products LLC is a global, diversified electrical products platform with locations in The Netherlands, New Zealand, Mexico, Canada and the United States.

With a range of marine and mobile electrical components, power electronics and highly engineered electrical systems, the portfolio company helps build and maintain recreational boats and powers recreational, specialty and emergency vehicles worldwide. Power Products' industry-leading brands are distributed globally.

Power Products Asia Pacific is headquartered in New Zealand, home of BEP and CZone brands. BEP Marine Ltd. was founded in Auckland over 20 years ago and CZone's digital switching technology was one of many innovative products it developed.

Still manufactured in New Zealand, but sold globally under the Power Products umbrella, BEP and CZone are now stand-alone sister brands.

The formidable Power Products portfolio of core electrical products comprises leading brands for a variety of aftermarket and OEM customer segments in electrical construction and maintenance, recreational marine, specialty vehicles, industrial power, and transportation. Brands include Ancor, BEP, Blue Sea Systems, CZone, Lenco Marine, Marincor, Mastervolt and Promariner.



In Auckland, Power Products Asia Pacific operates a busy and growing R&D division, which works closely with other R&D sites including Mastervolt in the Netherlands. It is committed to future BEP and CZone product development and innovation, as well as in-house support for Power Products' brands across the Asia-Pacific region.

The New Zealand operation is also responsible for distributing Power Products' brands throughout the Asia-Pacific (APAC) region.

Power Products PLC was acquired by Brunswick Corporation in June 2018.



www.powerprodllc.com

Offshore Cruising Tenders offer solutions

Northland-based Offshore Cruising Tenders is revitalising the hard tender concept with a modern composite twist and innovative Kiwi solutions.



AFTER SEVEN YEARS living on board full time and circumnavigating the globe, Russell and Karin Carlyon returned to their home port of Paihia, Bay of Islands and started building their dream tender. Fast-forward five years and they have built their own workshop, have a team of 8 full-time staff and have produced over 200 tenders, 80% of them exported worldwide.

Their tenders were designed in collaboration with Kevin Trotter from Styrotech CNC, a long-time business partner of Russell's since his windsurf

board manufacturing days in the 1980s and '90s. Using the same composite manufacturing technology applied to high performance boards, the Offshore Cruising Tender range offers a light, durable, stable and efficient dry ride unique to the tender market today.

With a captive international and domestic clientele sailing to its shores every year, the Bay of Islands was a great area to develop a direct B2C business. This has enabled the couple to control all aspects of their brand, from manufacturing to customer care,

so building a strong reputation amongst the world cruisers.

The Carlyons attended their first international boat show in December in Florida, USA but have been seen in most major international boat shows in the last two years in the company of major manufacturers such as Outremer, Neel Trimarans and McConaghy's Yachts. Meeting demand is their biggest challenge at present so expansion plans are being hatched for the near future.

www.octenders.co.nz

School boat for Tokelau Islands



The Pacific Maritime Safety Programme (PMSP) is working with the Government of Tokelau on the construction of a new school boat at Icon Custom Boats in Christchurch.

The design, build and delivery of the boat is jointly funded by Tokelau and New Zealand Aid and will provide a safe and reliable school transport service for around 50 children who need to cross the lagoon on the atoll of Fakaofu to get to school each day.

The boat is expected to be finished by the end of this month. It will replace the existing school boat which has been in use for around 30 years.

The PMSP is a Ministry of Foreign Affairs and Trade programme, funded by New Zealand Aid and delivered by Maritime NZ.

www.iconcustomboats.co.nz

Bridging the gap

Stimson Yacht Design's Moana 56.



As part of an interview with NZ Marine, Christian Stimson, principal of Stimson Yacht Design and Naval Architecture, comments on how he's using his roles as President of RINA NZ Division and a lecturer at AUT to help bridge the gap between academia and industry.

I HAVE BEEN running my own design practice since I graduated 32 years ago, based initially in the UK with the last 10 years in New Zealand. Over that length of time you can't help but start to see patterns and repeated situations.

The most recent Global Financial Crisis was the fourth recession I've seen, having started my business in the midst of the first! I've seen successful businesses fail, and I've witnessed some weather the storm and come out of it well positioned for growth.

Economic 'headwinds,' as the economists like to call them, continue to make business challenging.

I believe that to maintain a strong marine industry – in the face of new technologies, competing industries and uncertain job markets – we need to focus on a few specific areas.

For one, we must continue to attract new graduates and school leavers, and make sure they are ready for the industry. Both my roles and activities at RINA(NZ) and AUT are the result of me wanting to contribute to this effort.

My lecturing role offers the students an opportunity to learn a little more about the real-life application of the theories they have been studying. We cover stability, powering, weight and balance, the design spiral and understanding what the



Photo credit: G. Finch

influences are, with the course culminating in a design project that pulls it all together.

Of course, I enjoy sharing my passion and knowledge with designers of the future. But more than that, I can also learn from them. Education and society have changed since I was a student, so if as an industry we want to attract new graduates, we must also understand where they are coming from. We must be prepared to communicate in their frame of reference, so we can then integrate them more successfully into our world. By working with AUT, I get an insight into that.

In that role I also sit on the industry advisory board, along with some major employers in the marine sector, with an objective of linking the STEM/Careers advice in high schools and colleges with the Maritime Engineering degree course at AUT and into jobs in the workplace –

reflecting the employers' needs within the students' training.

One of my roles within RINA is to raise the profile of marine designers so that students see this route as a viable option.

In manning RINA's Auckland-On-Water Boat Show stand, we encountered school and college-aged children with an interest in the full spectrum of marine vessels: from 'grey ones with guns' and mussel barges, to launches and foiling AC yachts. Our role is to harness that passion and enthusiasm, cultivate the Kiwi ingenuity and innovation, and give a solid foundation in the technical and engineering principles. And that relies on RINA members working and moving forward together in order to stay relevant in today's world.

It's about fully understanding how all the pieces of the puzzle fit together, keeping abreast of new developments and challenges, and supporting each other – as well as providing interesting, challenging and viable training and job opportunities for the new intakes.

This is where I focus my attention within RINA(NZ): strengthening the relationships between marine companies so we can better meet the changing needs.

It sounds like it should be straight forward. But there are challenges.

To read the full article, visit
www.nzmarine.com

New Marine National Manager at Yamaha

Yamaha Motor New Zealand Ltd has appointed Richard Shaw as its new Marine National Manager for the New Zealand market.

RICHARD WAS PREVIOUSLY the National Manager for the company's motorcycle products.

Shaw is no stranger to the New Zealand marine industry, having been active in the sector for over 20 years. "I'm excited to be back and focussing on our marine business and looking forward

to reconnecting with our marine dealer network and of course the boat builders.

"Of the 43 marine dealers we have, I know about 75 percent of them. It's exciting to reconnect with all of them and meet a few new faces along the way."

Yamaha Motor New Zealand General Manager Alan Petrie said Shaw's expe-

rience in the Marine sector is invaluable for the brand and part of a company strategy to nurture talent and to promote from within the organisation.

In May 2019 Yamaha was awarded the Most Trusted Marine Engine Brand for the third year running by Readers Digest.

www.yamaha-motor.co.nz



Richard Shaw, left, with Alan Petrie.



Shell partners Transdiesel

KIWI-OWNED COMPANY TransDiesel is now the official distributor of Shell motor oils and lubricants in New Zealand.

Under the partnership agreement, announced in early January, TransDiesel will manage distribution of Shell's complete range of products across the consumer, transport, industrial, agricultural and marine sectors in New Zealand.

Shell is the world's number-one lubricant supplier and invests more than \$1 billion in research and development every year.

TransDiesel is NZ's market leader in construction machinery sales, owning the Volvo and Yanmar NZ franchises, among others.

"Shell trusts in TransDiesel being the best sales and service organisation to represent it in New Zealand," said TransDiesel COO Paul Harris.

TransDiesel will commence product distribution on March 1.

www.transdiesel.com



New era for NZ Cat® dealer

NEW ZEALAND'S CAT® DEALER marked a new era at a special event in Auckland in December 2019, where Chief Executive Grant Whitelaw revealed a new company name, Terra Industrial New Zealand Ltd.

He outlined a vision for a revitalised future based on new ownership, customer passion for Cat® products and expanded customer solutions.

"We are building on a magnificent legacy of 90 years as Gough Group. The company has a great history in working with customers to help build New Zealand, and we are taking this forward as we draw on new resource and expand our customer offering," he said.

The expertise and experience of Sime Darby, who owns some of the world's leading Cat® dealerships, will bring new strength to the company.

The name Terra, coming from the Latin words terra firma, reflects the company's connection to the land and to the grounded nature of its people and our relationships.

Phone numbers and branch locations remain the same.

www.terracat.co.nz



New Protector range

The 250 Chase centre-console and enclosed cabin 310 Targa models herald a range of new Protector RIBs featuring harder edges and a noticeably more modern, masculine appearance.

THE 7.5M PROTECTOR 250 Chase, with a fuel capacity of 320 litres, can carry 250-400hp. Light, compact and easy to launch and tow, its advanced hull design performs effortlessly in rough water and manoeuvres easily in high traffic areas.

Inside, there's a large dash for dual MFDs, modern styling, and room for a private toilet. With ample space on the deck and good weather protection from the bimini top, the new Protector 250 Chase is perfect for family fun or use as a yacht tender.

The 310 Targa is a 9m RIB with a fuel capacity of 495 litres designed for outboard power between 400hp and 800hp.

Suitable for commercial/patrol or recreational use, the tough and durable 310 Targa delivers a comfortable, predictable ride in any weather.

With full walk-through access to the bow, through-hull anchoring and a large hardtop with a glass windscreen, it also boasts an ergonomic seating configuration, twin bunks in the cabin and an onboard toilet.

The first 24 Protector 310 Targas, powered by twin 225hp V6 Mercury four-stroke outboards, will be used as patrol vessels by the America's Cup management team. At the conclusion of the regatta, they will be handed over to regional Coastguard organisations. Future models in the new Protector range will include 310, 330 and 380 Chase and the 330, 380 and 410 Targa models.

www.rayglassboats.co.nz

NZ Luxury Marine Services



NZ LUXURY MARINE
SERVICES

NZ LUXURY MARINE SERVICES, founded by Penny Thorne, offers full support for vessels based in marinas from Auckland to Bay of Islands, and to vessels visiting New Zealand.

The business model has been set up to support local businesses in each area, focusing on quality and the showcasing of New Zealand products with a view to take care of what products we are putting into the ocean.

The business offers full valet services, interior fitout (mainly focussing on soft furnishings, mattresses, custom bedding, kitchen & bathroom upgrades) and provisioning.

Recently Penny formed a second business with the two directors of Starfish Interiors, called SOHLIUM, focussed on designing luxury high-quality marine outdoor furniture. Brokerage services cover Northland with Multihull Solutions, Maritimo and Ownaship (boat share), and Thorne also offers luxury vehicle rentals and luxury experiences.

NZ Luxury Marine Services works with RNZYS as a sponsor of events, as well as working with businesses involved with the squadron.

www.nzluxurymarineservices.com



Sealegs electric for Waiheke

Sealegs' CEO David McKee-Wright announced his intention to home the first five production Electric Sealegs on Waiheke Island at the 2020 Sealegs Onetangi Beach Races in late February.

MCKEE WRIGHT INVITED anyone on the island interested in becoming among the first owners of Sealegs Electric craft to become key partners in developing the production system.

Sealegs pioneered the new market segment of amphibious boating, growing it from zero to over 1500 craft in 50 countries. Sealegs' Waiheke Island customers tend to be particularly appreciative of their lifestyle and figure amongst the company's most personally

successful. They also tend to be early adopters. Waiheke already has many Sealegs owners.

Working together will benefit both Sealegs owners on Waiheke and the company itself, says McKee-Wright. A cluster of customers within 50km of Sealegs' R&D facility and factory represents a unique opportunity for product feedback, before exporting new ideas and technology to the world.

The first Sealegs Electric is already

destined for Waiheke Island, with more scheduled for later in 2020. The first units going to the Northern Hemisphere will be shipped there in spring 2021.

Another recent initiative by Sealegs to support its growing customer base on Waiheke Island was the appointment of Dean Cunningham, a dedicated customer support resource for existing Sealegs customers, who number in excess of 100.

www.sealegsrecreational.com

Older, new face at So-Pac Marine Ltd



After a four-year sojourn outside the trade, Calvin Clements has joined long-time industry stalwart So-Pac Marine Ltd as its new Sales & Marketing manager.

Calvin has around two decades of marine industry experience, primarily in marine electronics. He previously held a similar sales and marketing role with Electronic Navigation Ltd as well as sales roles with Advance Trident Ltd and GME.

"I am pleased to be back in the industry, but I believe I have benefitted from my time working in a totally different industry and can now apply concepts I have learned outside to the marine industry", says Clements.

Max Hall, So-Pac Marine's MD, said, "While the product learning curve is slightly different from Calvin's previous companies, I'm sure Calvin, with his infectious grin and can-do attitude, will be a great asset to the company, and I'm sure our partners and customers can expect to see him in the coming months."

www.sopac.co.nz



Studio Linda Berry presents The Superyacht Gathering

Linda Berry, of Studio Linda Berry, is the co-founder of The Superyacht Gathering – a new event held for the first time in 2019, with the second edition coming up on 25-27 March 2020.

AN EVOLUTION OF THE previous, successful, Yacht Vision conference, and with smatterings of long-gone NZ Days in Palma, The Superyacht Gathering is a fresh take on industry events that has been designed to inspire, ignite and engage in an authentic and relevant way.

With a diverse range of experience – from running her own boutique marketing agency to many years as Marketing Manager at Alloy Yachts, organising superyacht regattas and symposiums, creating stunning print material, and more – Linda's broad experience has given her the knowledge needed to

make The Superyacht Gathering a memorable and standout event.

The Superyacht Gathering 2020 will see speakers including yacht designer Ron Holland, naval architect Gregory C. Marshall, co-creator of S/Y Ethereal Shannon O'Leary Joy, entrepreneur Ben Scott and more.

Spanning three days, The Superyacht Gathering will begin with a welcome party, followed by a day of storytelling, concluding with an America's Cup breakfast at the Royal New Zealand Yacht Squadron and the popular Long Lunch on Waiheke Island.

Bringing together a wide mix of people, including owners, senior crew, brokers, designers, suppliers, media and more, The Superyacht Gathering is committed to building a community of like-minded people. Its purpose is to share and inspire for the better good of our livelihood, the sea and all beings that live in, on and around it. The new connections the event helps to create are what lead to shared passions and projects.

Tickets are limited and are selling fast.

For full programme details, the storyteller line up and tickets please visit www.thesuperyachtgathering.com



Photo credit: Rochelle Potter.

Davey 22m commercial fisher

CURRENTLY IN BUILD at Bluefix Boatworks at Opua, is a 22m (72 ft) commercial fishing vessel, built to unlimited waters survey standards (40 D).

The build mixes modern materials and technology with the know-how and experience of two accomplished fishermen to deliver an unmatched product.

Powered by two 300hp Scania diesels, it's a boat that will stand the test of time.

www.bluefixboatworks.co.nz



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