



**NZmarine**  
INDUSTRY ASSOCIATION

# News

Autumn 2021



# KIWI BOATING BOOM

New Zealand  
boat builders  
ramp up



## What's inside

- Boat trailer and outboard statistics
- Record apprenticeship numbers
- Boat Shows
- Hamilton Jet's EHX Drive
- ETNZ defend America's Cup!
- Sea Eagle II refit in Whangarei



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## NZ MARINE BOARD OF MANAGEMENT



**Garry Lock**  
President



**Jason Dickey**  
Vice President



**Tracey Stevenson**  
Vice President



**Denis Kendall**  
Board member



**Michael Eaglen**  
Board member



**Lisa Easte**  
Board member



**Robert Knox**  
Board member



**Susan Lake**  
Board member



**Tom Warren**  
Board member



**Chris van der Hor**  
NZMACITO GM



**Peter Busfield**  
NZ Marine  
Executive Director

The NZ Marine Board of Management, led by NZ Marine President Garry Lock, is responsible for the strategic planning, direction of the Association, leadership of the industry, and financial governance.

The Board of Management is elected at the Annual General Meeting each year, with the 2021 AGM date scheduled to be held in June.

# President's Report



**Garry Lock**  
President  
NZ Marine Industry  
Association

## Update from the President

**IN THE BIG PICTURE** we entered a Covid-19 'alternative universe' some 12 months ago where the world faced challenges never encountered before in our lifetimes. Looking back, it felt like being in the Twilight Zone trying to guesstimate the potential economic impacts the global border closures and lockdowns would have on the New Zealand way of life.

A year down the track we know the answer to some of these questions. Closer to home we know who had the fastest America's Cup boat at the Christmas Cup. We know Luna Rossa Prada Pirelli won the Prada Cup and the right to challenge Emirates Team New Zealand, who then went on to successfully defend the America's Cup. During New Zealand's lockdown in Easter 2020 there was some uncertainty on whether the AC 36 events would even take place.

This brings to mind a decision made a year ago for NZ Marine staff to personally contact all the members of NZ Marine to get their views on what the Marine Industry could/would look like going forward into the 'alternative universe'. We were after members' input to provide the NZ Marine team with strategies going forward.

From the feedback, it would be fair to say that the potential risks to the NZ Marine Industry were recognised by our members and there was concern that, as an industry, we would be facing significant challenges with a projected economic downturn across the board.

At the time, the positive economic impacts of New Zealanders returning home and having to forego overseas holidays was not on the radar. As we now know, it had a very positive spin-off for some sectors of New Zealand's marine market, in particular for power boat manufacturers.

With the exclusion of non-New Zealand residents to our borders, there was also considerable concern for the refit and repair sector. Given NZ Marine had projected up to 160 superyachts visits during the America's Cup event, as well as potentially 400 cruising yachts during the Pacific hurricane season, the outlook for this market segment was dire. The projected business plan would have generated some \$450 million in economic benefit to New Zealand, which was now at risk.

Intense lobbying by Peter Busfield and his team led to a border exemption process where superyachts (over 24 metres) would be granted access to New Zealand with their essential delivery crew, providing they had refit or repair work booked for over \$50k.

This agreement required assistance from MBIE, NZ Customs, Maritime NZ, Department of Health, MPI and Immigration. Setting up of quarantine berths and dealing with disparate government departments proved challenging for superyacht agents and NZ

Marine alike, with ever-changing personnel and processing protocols, often resulting in applications having to be restarted.

To date these efforts have resulted in some 25 superyachts and 60 cruising vessels arriving in New Zealand. If you take the view that the glass is half full, then I believe this has been an outstanding effort – well short of the original target but more than enough to ensure sustainability of that sector in future.

There are plenty more challenges – another AC37 cycle, subject to the politics of the venue location, and for the NZ Marine Events Team, organising and running the 2021 Auckland Boat Show to capitalise on the home-grown market momentum for the benefit of our members.

One of the main areas of focus for the Board of NZ Marine has been the RoVE review (Reform of Vocational Education), a Government-driven initiative. The initiative plans to replace the soon to be disbanded NZMACTITO training organisation with a PTE (Private Training Enterprise) which has been given the MAST (Marine and Specialist Technologies) acronym.

Chris van der Hor and his team are working through the NZQA application process to get the MAST PTE approved on behalf of the NZ Marine Industry. The MAST PTE will not only manage but also deliver training to apprentices where appropriate. The transition to the new organisation aims to minimise any disruption to existing apprentices, employers and members.

Once again in our 'alternative universe', our initial concern was that we would see a slight drop in apprenticeship numbers because of the projected economic impact of Covid-19 on the maritime industry. The reality has been quite different and very positive. Apprentice numbers have grown thanks to government initiatives such as TTAF (Targeted Training and Apprenticeship Fund), as well as the Apprenticeship Boost scheme (Employer Wage Subsidy) and the great work of the NZMACTITO staff.

I thank all staff members for their support during these 'alternative' times and also board members who have unstintingly helped provide direction to the Executive Director of NZ Marine and the General Manager of the NZMACTITO. This organisation is membership-driven, and as we saw at the recent NZ Millennium Cup event, it is good to see members/sponsors rolling up their sleeves and getting involved.

**Garry Lock**  
President, NZ Marine



# Executive Director's Report



**Peter Busfield**  
Executive Director  
NZ Marine Industry  
Association

## One voice moves marine industry forward in 2020-21.

**NZ MARINE'S PRIMARY GOAL** is to increase business opportunities for you, our member companies.

In past years we have focussed on promotional activities such as the Auckland Boat Show in the Viaduct and promotions overseas promoting New Zealand as a destination and as a hub of bespoke high-tech equipment manufacturers, boat designers and builders. However, with all of those, 'face-to-face' activities cancelled in 2020, we changed our focus to just retaining 'business as usual' where possible for the New Zealand marine industry.

Our representation to the NZ Government over the past 12 months has resulted in increased business for the marine industry. Whilst this was very challenging, we did achieve most of what we set out to achieve, as noted below.

Our 'one voice' approach to the Government was a key part in this success and, along with the film industry, we have become the envy of many industries in New Zealand in this regard. For instance, I have been informed that the construction industry is represented by 160 separate trade associations! No wonder they find it hard to get cut through; the Government does not have to be responsive to them. Our 'one voice' approach is evidenced in the overall governance model of NZ Marine overleaf.

### SOME OF THE CHANGES FOR WHICH WE GAINED GOVERNMENT SUPPORT INCLUDE CHANGING LEGISLATION AND RULES:

- Permitting marine industry companies to operate/move/demonstrate recreational boats for business purposes in Covid restriction Level 3.
- Permitting the public to use non-powered small

boats close to shore in restriction Level 2

- Extending the temporary import entry and visitor visas so that the 200 offshore visiting cruising yachts, already in New Zealand that were due to depart the country by June 2020, be allowed to stay until later in 2021.
- A border exemption process where visiting cruising boats up to 24m and superyachts over 24m and commercial vessels can enter New Zealand with the delivery crew, on the basis that the boat has booked refit/repair with NZ marine industry companies of at least \$50,000.

### CURRENT REPRESENTATION TO GOVERNMENT IS ONGOING AND WE ARE CURRENTLY REQUESTING THE FOLLOWING:

We have identified that, without Government changes to the current closed border rules that prohibit yacht owners and their families sailing into New Zealand or gaining air border exemptions to fly here and join their yacht, visiting cruising yacht and superyacht numbers entering NZ in the 2021 season – and likely the 2022 season – will be dramatically reduced. This will in turn reduce the business marine and related industries derive from visiting yachts for those seasons.

On average each visiting superyacht injects \$2.7m and each cruising yacht \$90,000 directly into the New Zealand economy. In a normal year we have approximately 40 foreign-flagged superyachts and 400 to 500 foreign-flagged cruising yachts visit NZ.

In the eight months to April 2021 under the approved refit/repair border exemption provision referred above, approximately 25 foreign-flagged

## Highly qualified at Seafarer Marine



Peter Busfield with Sam and Robert Neal, owners of Seafarer Marine Engineering, Picton, with their display of apprentice certificates in their reception.

**ON A RECENT VISIT** to member companies in the Picton area NZ Marine Executive Director Peter Busfield called in to Seafarer Marine Engineering and was impressed by the culture of training demonstrated by the number of certificates on display.

Robert Neal started Seafarer Marine Engineering 20 years ago and has been providing marine services to the local water taxi companies, fishing fleets, commercial barging companies and private boat owners. His son Samuel also works for Seafarer, undergoing his Marine Systems Engineering training. Sam is now fully qualified and is Manager overseeing operations and a team of 5 engineers, including his younger brother Hamish, now also a qualified engineer.

[www.seafarermarineengineering.co.nz](http://www.seafarermarineengineering.co.nz)



Insiders of the America's Cup evening at the French New Zealand Chamber of Commerce – 26 February.

L-R Martin Fischer (Co-Design Coordinator Luna Rossa Prada Pirelli), Bruno Troublé, Prada, Sylvaine Carta-Le Vert (French Ambassador to NZ), Peter Busfield, Zoe Pajot (Hesketh Henry and Chair NZ Marine's Young Professionals Group), FNZCC President Tibo Bjø.

superyachts and 60 foreign-flagged cruising yachts gained border exemptions and entered NZ for refit/repair. The reduced number of yachts visiting is being felt by the companies that service these yachts and we are very concerned that this situation is going to get a lot worse unless the border exemption rules are modified as described in 1 to 3 below.

As such we are making representations to Immigration NZ, Maritime NZ, Ministry of Health, NZ Customs, Economic Development arms of government including MBIE, NZTE and MFAT that the following be implemented:

- 1) That superyachts (24m plus) and cruising yachts (less than 24m) owners and their families be allowed to sail into NZ on their yacht, subject to the yacht compiling to the existing rules including the Ministry of Health, MBIE and Immigration NZ approval for yacht entering New Zealand for a refit or repair of not less than \$50,000. We note that these people will be isolating on their yachts sailing here and can complete their isolation whilst awaiting results of a covid test at the Ministry of Health approved and NZ Customs managed isolation berths at the Bay of Islands Marina, Opuia.
- 2) That the proposed air bubble with Australia be extended to include the maritime border in relation to superyachts and cruising yachts/their owners, owners' families and normal yacht crew.
- 3) That the temporary import entry for superyachts and cruising yachts already in New Zealand be extended to June 2022 for those yachts where the TIE requires these yachts to depart the country prior to June 2022.
- 4) Due to the skilled worker shortage in the New Zealand marine industry, we are seeking that skilled employees already in New Zealand on worker visitor visas be granted visa extensions where employers require the on-going services of those employees.

#### LOCAL NZ MARKET ACTIVITY:

New Zealand has seen a significant increase in local boat sales, both of locally built boats and imported boats (mostly from Australia and Europe), in the period July 2020 to March 2021. The reasons include:

- A catch up on reduced sales from the strict COVID lock-down, March to May 2020.
- International travel restrictions prompting people to seek some of the real values of life by experiencing boating with family and friends and seeing New Zealand first on a boat!

- New boat models have given boat owners a reason to upgrade.
- House prices have significantly increased, providing confidence and additional equity for homeowners to borrow against to buy a boat.
- Interest rates for house mortgages have dropped to a 70-year low of 2%, freeing up cash many homeowners have used to finance a boat.
- Interest rates for boat (and car) purchases have dropped from approximately 12% to 8%.
- The America's Cup World Series, Prada Challenger Series, and America's Cup Match, held December 2020 to March 2021 in Auckland, has seen increased interest in sailing and water sports nationwide. Yacht and fishing club memberships are on the increase and many people purchased or refitted their boat to view the 36th America's Cup from the water – over 1000 boats were on the Hauraki Gulf in Auckland watching the Prada Cup Final and Emirates Team NZ successfully defend the America's Cup.
- NZ has seen a decrease in numbers of visiting yachts and subsequently the marine businesses that service this sector of the industry have suffered a reduction in business in the period April 2020 to March 2021.

Given the attraction of the America's Cup, there were 160 superyachts on their way to New Zealand in 2020-21, but as referred to above, only 25 made it here. Of the expected 600 cruising yachts, only 60 made it to New Zealand due to the closed border.

So, the opportunity lost here was enormous, not only for NZ, but for the other South Pacific nations the yachts would have visited travelling to and from New Zealand. We are now focussing on how we can regain this segment of the market.

#### EMIRATES TEAM NEW ZEALAND SUCCESSFUL DEFENCE OF THE 36TH AMERICA'S CUP

We congratulate the whole ETNZ team on this outstanding achievement. Many NZ Marine member companies played an important part in ETNZ's winning AC 75 *Te Rehutai* and also the support boat fleet and parts of Luna Rossa, Team Ineos UK and American Magic teams' boats. Well done all round – this clearly demonstrates the business the America's Cup brings to our industry. We encourage and look forward to the Cup being defended again in New Zealand!

Peter Busfield  
Executive Director

# NZ Marine Boards & Committees

## One Voice

The 'One Voice' that gives our marine industry respect and clout with Local and Central Government is assisted by our inclusive industry representation structure as demonstrated on the below Board/Committee list.

**THE NZ MARINE EXECUTIVE** is made up of the chairpersons of every major sector of our industry. The Executive then delegates the monthly board responsibilities to a Board of Management that works closely with the NZ Marine Executive Director and General Manager of the NZ Marine & Composites ITO to carry out the board approved strategies. We thank the industry personnel who volunteered their time for the advancement of the NZ marine industry and encourage members to contact any of the below for advice, assistance or to table ideas to further advance the industry.

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Griff Simpson	CPC Chairman	03 384 3199	griff@mrboats.co.nz
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### NEW ZEALAND MARINA OPERATORS ASSOCIATION EXECUTIVE

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# NZ Marine Export Group News

## MEET THE NZ MARINE EXPORT GROUP BOARD



**Clint Jones**  
President



**Albear Montocchio**  
Vice-chair



**Garry Lock**  
NZ Marine President



**Stacey Cook**  
Manager



**Gareth Hodson**  
Board member



**Richard Thorpe**  
Board member



**Neven Barbour**  
Board member



**Glen Orr**  
Board member



**Peter Busfield**  
CEO

## New chairman, new board members and a refresh on the Group

We welcome Clint Jones, President of International Development, Propspeed as Chairman of the NZ Marine Export Group, with Albear Montocchio, Global Marketing Manager at HamiltonJet as the Vice Chair.

**CLINT AND ALBEAR ARE** supported by Richard Thorpe TNL Pindar, Gareth Hodson, Electronic Navigation Ltd, Glenn Orr, Neven Barbour Orams Marine, Garry Lock, President NZ Marine, Stacey Cook and Peter Busfield.

This year, along with the overall strategic plan being revised, the Board agreed to a crisis plan of the below priorities.

**PRIORITY 2** (actioned November 2020) – NZ Government to allow superyacht owners and family to join the vessel in NZ (via air border or on the vessel).

**STAGED APPROACH** – Seek urgency for immediate approval for owners to join the vessel in NZ if they are linked to ETNZ or challenging syndicates

Seek approval for all superyacht owners, and their family to join vessel in New Zealand

**PRIORITY 2**– NZ Government to allow cruising yachts (under 24m) to cruise to NZ with owners/crew on board without the need for prebooked refit/repair.

The continued lobbying of NZ Marine to allow vessels in for refit/repair has been successful and the strategy to allow smaller cruising vessels under 24m allowed into New Zealand, without the need for refit/repair, is a work in progress and we will keep all NZ Marine members informed of this progress.

Along with the above priorities, the Group has been working in conjunction with the Marine Equipment Trade Show (METS) in Amsterdam and our 10-15 companies that exhibit there and what this year's planned in-person show will look like.





L to R: Wayne Mapp (former Cabinet Minister and North Shore MP), Peter Montgomery MBE, Peter Kiely ONZM, Simon Watts, North Shore MP and Peter Busfield congratulating PJ Montgomery at the America's Cup inductee dinner at the RNZYS.

## Peter Montgomery in AC Hall of Fame

Peter 'PJ' Montgomery MBE is the first Kiwi broadcaster inducted into the America's Cup Hall of Fame.

**YACHTING'S MOST RECOGNISABLE** voice, legendary sports broadcaster Peter Montgomery MBE, was inducted in the America's Cup Hall of Fame at a special ceremony at the Royal NZ Yacht Squadron on 19 March.

Peter has covered 13 America's Cup regattas and countless other yachting events, as well as broadcasting for rowing and rugby.

Peter is a fantastic ambassador for the sport of yachting and for the marine industry. We congratulate Peter on this great achievement and contribution to our enjoyment of the America's Cup event.

## Maximising and building future digital commerce capability for export success

The NZ Marine Export Group Board has identified that with closed borders, and the likelihood of international travel being disrupted for a further 1-2 years, communication with existing and potential customers will pivot around digital communication.



Export Group members met at NZ Marine House on March 22 to discuss digital strategy.

**AS SUCH, NZ MARINE EXPORT GROUP** is putting a major focus on this and, with the assistance of NZTE, Propspeed and ENL, it held a targeted marketing session using current examples of efficient and effective tools for members to learn from.

This session opened with a presentation by Ben Glazeswki, Associate Director at Deloitte across Digital Customer and Tech Strategy Teams with a background in human-centred design and digital. Over the last 12 months, Ben has been spending most of his time working with numerous New Zealand businesses on the extent to which digital can play a part in future-proofing businesses in a post-Covid world.

This was followed by a panel session with Marcus Hamilton, Propspeed, and Cameron Hirst, ENL, discussing where digital marketing has opened up new markets.

# Road to the America's Cup

## Great turn-out for NZ Marine's Road to the America's Cup seminars

Following our successful Road to the America's Cup webinar in September, which featured presentations from the many key organisations responsible for the infrastructure and delivery of the America's Cup, we held our final Road to the America's Cup seminar as a breakfast meeting on Wednesday 9th December at The Maritime Room, Auckland Viaduct.



**OVER 120 MEMBERS**, marine stalwarts, superyacht captains and other guests heard from some of the key figures involved in the managing of the 36th America's Cup events and their plans for this world-class event.

Veteran broadcaster and NZ Marine Ambassador Peter Montgomery MBE was our MC and facilitated some insightful conversations with all our guest speakers, including Bruno Troublé ONZM, America's Cup veteran and consultant to Prada Cup, who also presented a fascinating video presentation, showcasing the history of the America's Cup.

Martin Paget of America's Cup Events Ltd will be managing the On-Water Programme for all America's Cup events and updated guests on how the on-water operations will be managed.

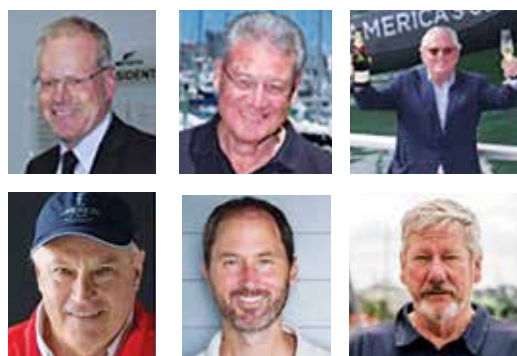
Iain Murray, America's Cup Regatta Director for the America's World Series Christmas Regatta, Prada Cup and America's Cup explained his role and update guests on the racecourses that will be used.

Guests also heard from Leon Sefton – America's Cup, Director of Production Broadcasting of the Christmas Regatta, Prada Cup and America's Cup – who gave an interesting insight to the TV coverage we can expect to see and the up-close footage we will see from the cameras on-board the America's Cup race yachts.



Iain Murray, AC Regatta Director addresses the seminar.

### GUEST SPEAKERS AT THE ROAD TO AMERICA'S CUP SEMINAR



L to R:  
Peter Busfield,  
Peter Montgomery,  
Bruno Troublé,  
Iain Murray,  
Leon Sefton,  
Martin Paget



Article courtesy of Boating NZ magazine.

Words by  
Lawrence Schäffler, *Boating NZ*  
Photographs by  
ACE Media Studio Borlenghi



## Winning the 'Lazarus' Cup

**THE AC75 FOILING MONOHULL** generated controversy from the moment the design was first unveiled following ETNZ's 2017 success in Bermuda. Many predicted it would 'never fly' but fly it did, taking foiling (and sailing) to new heights – literally.

But achieving such a revolutionary blend of aero- and hydrodynamic forces was never going to be easy, which is largely why this year's event generated such extraordinary 'Lazarus moments'.

Consider the lot of Ineos Team UK's *Britannia* in the 2020 pre-Christmas regatta. A wallower rather than flyer, she was quickly and widely dismissed as a 'lame duck'. But she disappeared into her shed during the short Christmas break and emerged a serious contender.

Remarkable though it was, *Britannia*'s resurrection was easily overshadowed by the fortunes of *Patriot* – the American Magic team's entry, skippered by New Zealand's Dean Barker. With an impressive turn of speed, she immediately established her credentials. Until that tumultuous race against *Luna Rossa* in the Prada Cup, when she launched skywards at high speed and came crashing down.

The structural wounds were critical – evident from the large hole in her hull. That she was able to be kept

Auckland's 2021 edition of the America's Cup will be remembered for its extraordinary 'come-back-from-the-dead' narratives. Lazarus himself might have blushed.

afloat (thanks, in part, to the instant aid rendered by chase boats from rival teams) was remarkable. We could only guess at what additional damage she sustained to her complex electronic and hydraulic systems.



Incredibly, against an impossibly tight deadline to make the Prada Cup start line, *Patriot* emerged from her shed in fighting trim, sporting a large band-aid across her hull as a show of appreciation for the help she received from her rivals and wider New Zealand marine industry. A Lazarus moment that beggars belief.

But for many fans the most outlandish come-back-from-the-dead-narrative of the 36th America's Cup must surely

be that of ETNZ's *Te Rehutai*'s Houdini-like win during the Race 8. Sailed in flukey and capricious winds, *Te Rehutai* fell off her foils during a risky manoeuvre – and wallowed for an eternity as stunned fans watched *Luna Rossa* sail serenely to a four-minute lead.

Until she too fell off her foils.

By which stage ETNZ was back up on her foils, hauled in her rival and eventually won by over four minutes. An eight-minute turnaround in a race where the winning margin is typically less than 30 seconds? Gob-smackingly bizarre.

*Te Rehutai*, in fact, engineered quite a few Lazarus resurrections during her eventual 7-3 win over *Luna Rossa*. These were best displayed during Races 7 & 9 – where less-than-perfect starts saw the ETNZ boat trailing and on the back foot for much of the races.

Somehow, unbelievably, the team saw/created opportunities late in the races, turning almost certain defeats into wins.

*Luna Rossa* helmsman Francesco Bruni summed it up when asked about ETNZ's irritating come-from-behind performance. Sailing against them, he admitted colourfully – if a little despondently – was "like trying to drown a fish underwater."

Lazarus might have chuckled at his analogy.

**WHAT A REGATTA. CONGRATULATIONS ETNZ AND TE REHUTAI – YOU'VE DONE US ALL PROUD!**



# NZ Millennium Cup

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## Exhilarating racing at the NZ Millennium Cup

The NZ Millennium Cup marks the final stanza in an exhilarating season of racing in New Zealand.

**THE 15TH EDITION** of the NZ Millennium Cup was held in Russell, Bay of Islands, 28-31 March and once again participants and organisers enjoyed a week of great racing, networking and fun events over four days.

The regatta, which is run by the industry for the industry, is one of the must-do regattas on the world superyacht circuit and has garnered a reputation as a fun, hospitable, but fiercely competitive event. The regatta was first held alongside the 2000 America's Cup and is now in its 15th year. It's the longest-running superyacht regatta in the South Pacific and it has built a reputation for its camaraderie and fierce competition.

Planning is already underway for next year's regatta, returning to Russell and the Bay of Islands, 14-17 February, 2022







Photographs by  
Jeff Brown, Breed Media

"The spirit of the regatta is fantastic. Another outstanding regatta – I really love the whole family we have here, so thank you."

**MIKE MAHONEY,  
OWNER OF TAWERA**

Tawera

EXPORT GROUP NEWS



ABOVE: Smuggler chase boat.  
RIGHT: Principal Race Officer  
Harold Bennett briefs owners  
and captains with the daily race  
schedule.  
BELOW: Bruno Troublé addresses  
guests at the Welcome Function.









TOP: Crews prepare for the annual Tawera Rum Barrel Skiff Race off Russell Beach. TOP RIGHT: Aschanti.  
MIDDLE: Tawera crew member Marlene claims the rum barrel for the victorious Tawera team.

"Thank you to the NZ Millennium Cup organisers for once again putting on an amazing regatta, which in my opinion is still the best in the world."

**TIM MICHALICK,**  
CAPTAIN OF SASSAFRAS

BELOW: The victorious *Miss Silver* crew celebrating at the famous Duke of Marlborough Hotel, Russell.  
BELOW RIGHT: and the Millennium Cup organising team.



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MILLENNIUM CUP DATES: 14-17 FEBRUARY 2022 [WWW.MILLENNIUMCUP.COM](http://WWW.MILLENNIUMCUP.COM)

# Superyacht Welcome Function



## NZ Marine hosts another successful superyacht welcome



The 2020 annual Superyacht Welcome Function was held at The Maritime Room, Auckland Viaduct on Friday 16 December.

**THE EVENT WAS WELL ATTENDED** with approximately 120 captains and crew from 35-plus superyachts, together with over ninety sponsor and key marine industry representatives.

NZ Marine Executive Director Peter Busfield welcomed the guests and thanked the crews for choosing New Zealand as a cruising and/or refit destination. We were honoured to have America's Cup veteran Bruno Troublé address the gathering and show a video profiling the fascinating history of the America's Cup.

Fellow America's Cup veteran and former Team New Zealand CEO Ross Blackman joined Bruno Troublé on stage and entertained the crowd with some America's Cup reflections and thoughts on AC36.

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

NZ Marine thanks Craig Roe of Reid Yacht Services for his great contribution to the success of this event.

ABOVE: Ross Blackman & Bruno Troublé; RIGHT TOP L-R David of DM Marine Electronics; Aletta, Hector & Matthew of SY *Ikaron*; RIGHT BOTTOM: Russell & Emma of Brandit Kiwi with Ben from North Sails.





Photographs by  
Matt Crawford, courtesy of  
The Superyacht Gathering

CLOCKWISE FROM TOP  
LEFT: Crew of the SY *Adix*  
& Vicki Angland; Karma &  
Kate of Urban Sea; Guests  
enjoying the hospitality.



This annual event is a great  
opportunity for the marine  
industry to meet socially and  
build relationships...



2020 SUPERYACHT FUNCTION PROUDLY SUPPORTED BY:

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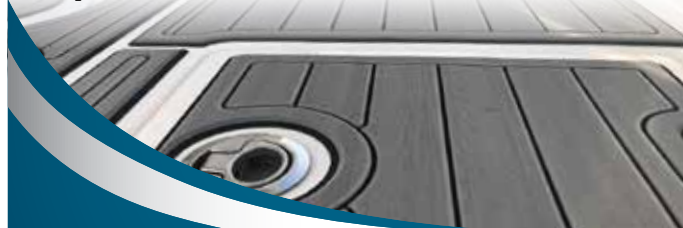


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# Boating After 5

## Bluefix Boatworks NOVEMBER 2020

With fewer events possible in 2020, it was great to be able to hold a Boating After 5 at Bluefix Boatworks in Opuia on November 5.



**THE EVENT ATTRACTED** about 70 members from throughout the North Island who were able to view Bluefix's current projects, including the 73-footer *Manakai* nearing completion.

Members heard an update from Peter Busfield on the current situation with border exemption for visiting yachts and Bluefix director Brad Rowe introduced his team, including five current apprentices who are training through the NZ MACITO. Bluefix were great hosts with guests enjoying the spit-roast and freshly shucked oysters.

Shortly after the Boating After 5 event, Bluefix Marine successfully launched *Manakai* on November 17. *Manakai* is a 73ft commercial fishing boat, lines inspired by Phillip Carey, designed and engineered by LOMOcean Design.

[www.bluefixboatworks.co.nz](http://www.bluefixboatworks.co.nz)



TOP: Bluefix Marine at the launch of *Manakai*.  
ABOVE: Peter Busfield addresses the After 5 crowd.  
FAR LEFT: Brad Rowe introducing his apprentices.  
LEFT: *Manakai* nearing completion in the Bluefix yard.



LEFT: Brad Rowe addresses the crowd.  
RIGHT: Brad and Charlotte Rowe with their daughter.







LEFT Safety at Sea's Dean Barker answers questions about the America's Cup.

BELOW Safety at Sea MD Richard Macalister addressing the gathering.

## Safety at Sea

25 FEBRUARY 2021

Our first Boating After 5 of the year was held at Safety at Sea, Westhaven, part of the Kiwi Yachting Group that have been supplying the marine industry with quality equipment since 1988.

**THE KIWI YACHTING** Group continues to grow and in more recent years has evolved with America's Cup Skipper Dean Barker coming on board as a Director.

Two new Southern Pacific Inflatable boats were displayed on the evening – a high bowed chase boat called The PerformR, designed by Rob Shaw, and a European-style luxury tender powered by a performance petrol jet engine called The Prodigy,

designed by Kit Carlier.

Members enjoyed great hospitality from the Kiwi Yachting team and, with yachting journalist Rebecca Hayter as MC, heard from Kiwi Yachting MD Richard Macalister, pictured right, designer Rob Shaw and America's Cup skipper Dean Barker.

[www.safetyatsea.co.nz](http://www.safetyatsea.co.nz)

[www.southernpacific.co.nz](http://www.southernpacific.co.nz)



Two new Southern Pacific Inflatable boats were displayed on the evening..



LEFT: Plenty of interested members attended the After 5 function at Safety at Sea.

RIGHT TOP: L-R: Rolf Eidt, designer Rob Shaw and Georgi Yankov; BOTTOM RIGHT: Tristan Campbell, Andy Lamont and Blair McNaughton.





NZ Marine is pleased to announce that the 2021 Auckland Boat Show is confirmed to take place on 7–10 October, in the Viaduct Harbour.

**TICKETS WILL GO ON SALE** through iTICKET in June 2021 and we are looking forward to seeing our members at the show promoting the boating lifestyle to New Zealanders.

Looking ahead to 2022 and future years, the NZ Marine Board of Management has approved the Boat Show Policy Committee's recommendation to move the show back to its original March date. The only reason we moved from our original March date several years ago was due to the show venue not being available because the Volvo Ocean Race was utilising all the available space at the time.

The reason we wish to move the show to late summer/early autumn is so that we can capitalise on warmer, more settled







weather at that time of the year and provide sufficient lead time for exhibitors to fulfil orders taken at the show over the autumn, winter and spring period. A show in March also provides us the great opportunity to promote "boating as a lifestyle".

With the recent Viaduct expansion, including new marina and buildings for the Prada Cup and America's Cup, we are confident that this will give us facilities where boat demonstrations and boating clubs can use the water space to promote the many forms of boating. We will keep members informed of our progress on the March 2022 show.

Thank you for your support – [stacey@nzmarine.com](mailto:stacey@nzmarine.com)

[www.auckland-boatshow.com](http://www.auckland-boatshow.com)



The 2021 edition of the Auckland Boat Show promises to be popular with NZ Marine members and New Zealand boating public, both starved of events in 2020.

# Industry Training Organisation

## Report from NZMAC ITO



**Chris van der Hor**  
GM Industry Training

### A year in focus

**LIKE MOST OF YOU** I was glad to see the end of 2020 – it was a time to take a break and enjoy a great Kiwi summer holiday, something which we are very fortunate to be able to enjoy here in New Zealand.

To summarise last year from an industry training perspective is really looking at a game of two halves. When COVID-19 became a reality for New Zealand at the beginning of the year, we, like most businesses, put our best guessed strategies in place and prepared for an uncertain future. We faced challenges we had not experienced before, particularly the mandatory national lockdown.

During lockdown we contacted all of our apprentices and company trainers to check in and we supported them as much as we could. As our programmes are already fully available on online, our apprentices were able to continue their studies without disruption, and many took advantage of getting ahead before returning to a busy workload.

The company trainers were regularly checking in on their teams, which – as well as the efforts we all made – was instrumental in minimising disruption to the trainees' progress.

When New Zealanders realised that international travel was not going to be an option for the foreseeable future, boat sales and related services took off. This resulted in NZMAC TITO seeing an increase

of 220% in the number of new apprentices over the second half of the year. This was certainly helped by the Government's COVID response initiative, with free apprenticeships through the Target Training Apprenticeship Fund (TATF) which runs till 31 December 2022 and the Apprenticeship Boost wage subsidy, continuing until the end of August 2022. This was warmly welcomed by employers, particularly as there is still an existing skills shortage within the industry.

With our current staffing levels, this increase in numbers of new apprentices in training created a lot of additional work for the TITO team, to which they responded well. NZMAC TITO achieved a good performance outcome in its benchmarked government educational performance indicators (EPIs), despite enduring a COVID lockdown. This is outlined in the graphs below.

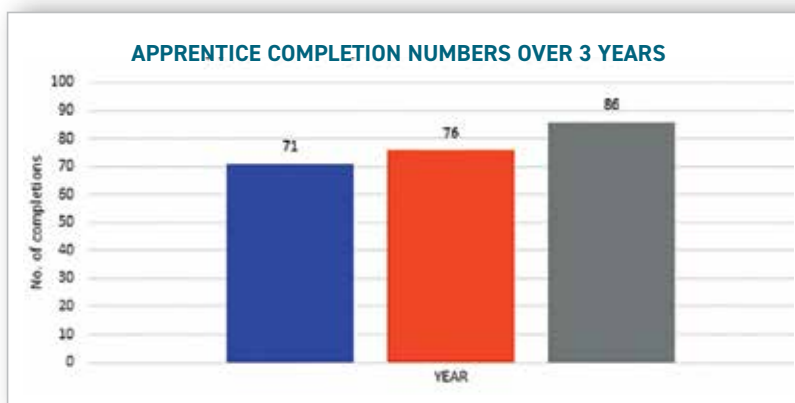
### UPDATE ON THE REFORMS OF VOCATIONAL EDUCATION (ROVE)

Despite a disruptive COVID year, the Tertiary Education Reforms across the 11 TITOs and for RoVE officials have continued at pace.

As of April 1, 2020, all 11 Industry Training Organisations (ITOs – including NZMAC) became transitional ITOs (TITOs) under the Education (Vocational Education and Training Reform) Amendment Bill.

NZ Marine & Composites TITO has been working closely with RoVE and New Zealand Qualification Authority (NZQA) officials to establish a clear pathway for the marine and composites sector through the establishment of a new entity as a Private Training Establishment (PTE). This body will continue to service and manage workplace apprenticeships alongside our 220-plus employers and some 580 apprentices/trainees.

The transition is progressing well, with the new entity, which will be known as the Marine and Specialised Technologies Academy of New Zealand (MAST Academy), ready for registration. We have been encouraged by strong





"Despite a disruptive COVID year, the Tertiary Education Reforms across the 11 ITOs and for RoVE officials have continued at pace."

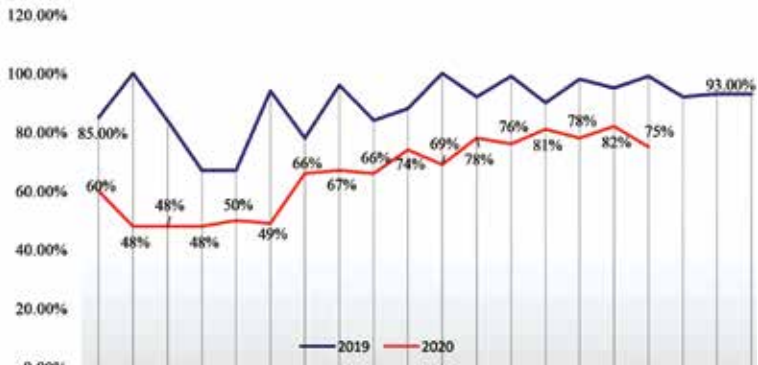
industry support and the advice we are receiving from officials, so we are preparing our application to the NZQA to register the MAST Academy as a PTE.

We have also appreciated strong industry support, evident in support letters from various employer and industry associations (including NZ Marine, Composites Association of NZ, NZ Marina Operators Association). There will be a seamless transition for apprentices and employers from the existing TITO to the new MAST Academy, about which we will advise you closer to the time of transition. In the meantime, it is business as usual for our team and for apprentices, who can focus on their training.

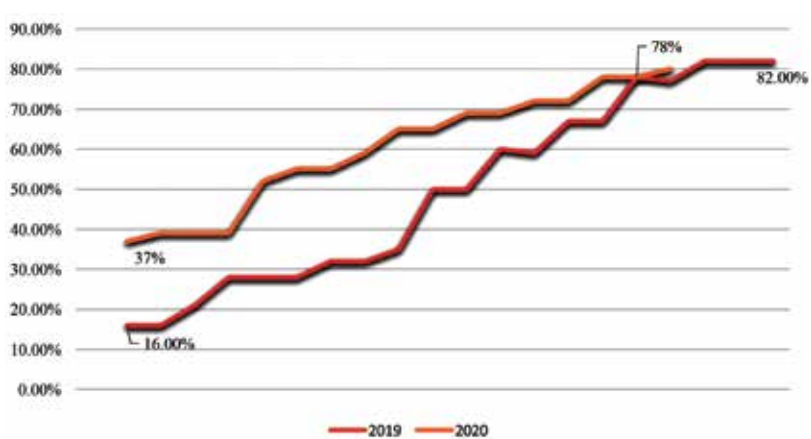
The team sees an exciting year ahead. All the new developments and opportunities we've identified for the MAST Academy will bring many benefits for learners and the marine industry.

**Chris van der Hor**  
General Manager

CREDIT ACHIEVEMENT RATE 2020 VS. 2019



RETENTION RATE 2019 VS 2020



# New team members at NZMACITO



## Amy Newton

**ORIGINALLY FROM PLYMOUTH** in the UK, Amy's background lies in Commercial and Corporate Banking, Customer Service and Health and Social Care. Before arriving in New

Zealand last year, Amy spent four years with the Royal Bank of Scotland/NatWest, working with businesses to help them achieve their financial and business goals.

Amy is a keen PADI Advanced Diver, paddle-boarder and kayaker who loves the ocean and keeping active. Once an apprentice herself and with a history in mentoring, Amy enjoys her role as Training Administrator and is keen to make a valuable contribution to NZMACITO and the marine industry as a whole.



## Mike Howe

**MIKE BEGAN HIS** marine engineering career as a deckhand/second engineer on several yachts in the Mediterranean. He travelled widely with his Kiwi wife before returning to NZ and

working as an engineer at Salthouse Marine Group.

After a break spent working for his father-in-law, Mike re-joined the marine industry, learning skills from the talented men and women at Alloy Yachts. He spent the last six years as a service engineer in the water treatment industry.

Mike is excited to start his new role as a Field Officer at NZ Marine & Composites Industry Training Organisation.

## School to work: Reid Wilson

Reid Wilson has always enjoyed tinkering with tools and making things – by the time he was 14 he had his own wood-working workshop complete with power tools and machines.

**"I SPENT A LOT** of time researching woodworking on YouTube and reading and buying books," he says.

Reid heard about the New Zealand Marine & Composites Industry Training Organisation's (NZMAC ITO) Launch it, School to Work programme through his careers advisor at Pakuranga College and thought he'd investigate apprenticeship opportunities in marine cabinetry.

When he went for an interview at Lloyd Stevenson Boatbuilders (where he is currently doing his apprenticeship) and learnt they weren't offering cabinetry apprenticeships at the time, Reid (19) decided to give boat-building work experience a shot.

"I soon realised that I enjoyed this just as much, since there is a huge number of skills to be learnt in boatbuilding with such a variety of work."



He is currently completing an NZ Certificate in Wooden Boatbuilding (Level 4) and an NZ Certificate in Composite Boatbuilding (Level 4) and intends on doing a third apprenticeship in marine interiors.

"The thing I enjoy most about my job is the variety of work and skills and the high level of quality required to produce a good boat," he says. "Some of the challenges are solving issues on the job and making the job as safe and healthy for

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"You've got nothing to lose and you never know, you might end up finding something you love..."

me as possible by taking the right precautions and using PPE."

In his final year of high school, Year 12, Reid took English, Maths, Chemistry, Construction and Allied Trades (CAT), and Product Design. He says CAT and Product Design have been the most useful subjects as they taught him basic trade skills, such as measuring, using hand and power tools, sketching, and health and safety precautions.

One area he wishes he had considered studying is graphic design/tech drawing: "This would have improved my drawing skill and made it easier to do quick sketches on the job for working out issues or planning a part of a job."

Reid's goal is to one day work for himself as a contract boatbuilder/cabinetmaker "and possibly build my own boat".

If you're thinking about the Launch it, School to Work programme, Reid's advice is to give it a go.

"You've got nothing to lose and you never know, you

might end up finding something you love that you wouldn't have considered doing at school.

"I have definitely found something I enjoy doing, which makes it a lot easier to come to work and want to learn and take the apprenticeship seriously."

The Launch it, School to Work programme connects senior students interested in a career in the marine or composites industries with employers who are wishing to source employees.

Students are employed on a part-time basis, usually spending 1-2 days per week at work and 3-4 days at school, and complete NZQA-approved unit standards. Work completed is credited towards NCEA Levels 2 and 3 and is also accredited to an NZMAC ITO industry qualification.

Words by SARA CARBERY, photos by LOGAN WEST

#### REID WILSON'S TRAINING INFORMATION

REID WILSON PARTICIPATED IN THE LAUNCH IT, SCHOOL TO WORK PROGRAMME RUN BY THE NEW ZEALAND MARINE & COMPOSITES INDUSTRY TRAINING ORGANISATION.

HE IS COMPLETING A NEW ZEALAND CERTIFICATE IN WOODEN BOATBUILDING (LEVEL 4) AND A NEW ZEALAND CERTIFICATE IN COMPOSITE BOATBUILDING (LEVEL 4).

REID STUDIED ENGLISH, MATHS, CHEMISTRY, CONSTRUCTION AND ALLIED TRADES (CAT), AND PRODUCT DESIGN IN YEAR 12.

For more information about the Launch It, School to Work programme, visit [www.nzmacito.org.nz/schools](http://www.nzmacito.org.nz/schools) and for information on careers in the New Zealand marine and composites industry, visit [www.nzmacito.org.nz](http://www.nzmacito.org.nz)

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## 2020 Graduation event celebrates achievements of NZMAC ITO apprentices

The achievements of 85 NZMACITO graduates were celebrated at the Royal New Zealand Yacht Squadron in Auckland on December 3, 2020.



ABOVE: RYNZS Commodore Aaron Young.  
RIGHT: Chris van der Hor speaks.  
FAR RIGHT: Cody Kelly receives his leadership award from Richard Thorpe.

**THE GRADUATION DINNER** and ceremony were enjoyed by over 200 guests, including graduates and their guests, company representatives, speakers, VIPs, board members, staff and sponsors. Forty-nine (of the total 85 graduates of 2020) attended the event and were presented their certificates by Bianca Cook, Volvo Ocean Race Sailor and guest speaker for the evening.

Glenn Campbell, President of the Composites Association of NZ, spoke to the audience on updates in the composites industry and the Association's future plans.

Special guest speaker Bianca Cook gave a very honest and inspirational speech, detailing her personal journey over the past years and how she has become the successful sailor she is today. Motivating the room by talking of







Glenn Campbell, CANZ President.

Special guest speaker Bianca Cook gave a very honest and inspirational speech...

the obstacles she has faced and overcome to become an ocean sailor, Bianca also described how growing up within the successful family business of Yachting Developments has pushed her to achieve her dreams, with the constant support of her father Ian and late mother Blanche.

There was also a very uplifting Graduate Acknowledgement by Stuart Bryan of Lloyd Stevenson Boatbuilders Ltd, who gave his thanks and acknowledgements to the apprenticeship programme, his speech giving the room plenty of laughs and cheers, with moments of reflection for the graduates too.



## 2020 Graduate Acknowledgement Stuart Bryan – Lloyd Stevenson Boatbuilders Ltd

At our recent graduation ceremony, one of our 2020 graduates took to the stage to speak to the audience about his journey through his apprenticeship and give thanks to those who supported all the apprentices on their journey.

**STUART GREW UP** in Kaitia, where he undertook woodworking at college. His teacher, Sean Booth, was a trained boat builder and taught the class the basics of boat building methods in their lessons. This inspired Stuart to look at boat building apprenticeships, leading him to apply for a job with Lloyd Stevenson Boatbuilders in Auckland. This was a big move for Stuart at a such a young age, to pursue a new career in the big city, a huge change from the small town he grew up in.

After many late nights and long hours spent with different mentors and support from senior apprentices, Stuart really felt like he was finding his feet at the company.

He also gave thanks to his ITO Field Officers Christopher Butler, Joe Daw and Mike Birdsall for their support and guidance throughout his apprenticeship. Stuart had concerns around his literacy skills upon starting his training, with his strengths lying more in the practical side of work, but his Field Officers put him at ease, supporting him through the written assessments with any queries, as well as helping him build connections in the wider boat building community.

Stuart echoes the feedback we regularly receive: the skills learnt on the apprenticeship programme support not only a career in boat building, but also develop skills applicable in other aspects of life, such as showing initiative, learning to work independently, working as part of a team, and developing confidence and capability.

Stuart also gave thanks to his parents for supporting him in his career



choices. He thanks Lloyd Stevenson and Jeremy Anderson for seeing his future potential and for giving him the opportunity, allowing him the chance to work in what he describes as "one of, if not the, highest quality boat yards in the country".

Thanks were also given to Bob Fisher, his mentor in his early career at Lloyd Stevenson Boat Builders, as well as the other trades staff at the company, for becoming more like family than colleagues.

It was clear on the night that Stuart's speech certainly resonated with the graduates in the audience – his manner and presentation were highly engaging for everyone present. We thank Stuart for having the confidence to come up and speak, and of course for his thanks and acknowledgement.

It is promising graduates like Stuart that are the reason the apprenticeship programme is successful with industry. They show a desire to learn from their employer and a willingness to apply themselves to become extraordinarily skilled individuals in our specialised industry. The knowledge and skills gained will allow Stuart to build a successful career.



**FAR LEFT:**  
James Frew with his certificate, backed by Bianca Cook and his Field Officers.

**LEFT:** The NZMAC TITO team with a cake celebrating 20 years.

After the presentation of the graduate certificates, several special awards were also made.

The Bruce Robinson Memorial Rotary International Youth Leadership Award was presented by Richard Thorpe, Rotary Club of Botany East Tamaki, to Cody Kelly of Bluefix Marine.

After the presentation of the graduate certificates, several special awards were also made.

The NZ Marine & Composites Industry Training Organisation Award was presented by Chris van der Hor, NZMAC TITO General Manager, to Kevin Ward of Q-West Boatbuilders Ltd.

Four NZ Marine & Composites Industry Trainer Excellence Awards were also presented by Garry Lock,

## GRADUATES OF 2020

NAME	COMPANY	NEW ZEALAND CERTIFICATE
Anish Naidu	Mercury Bay Marine	Power Boat Systems Servicing & Repair (Technician) Level 4
Andrew King	Pine Harbour Marina	Marina Facilities (Level 4), Marina Operations
Cameron Tanner	C-Tech	Composites (Level 3)
Colleen Perese	Surtees Boats	Production Boatbuilding (Level 4) - Alloy
Michael King	Surtees Boats	Production Boatbuilding (Level 4) - Alloy
Toby Darkin	Surtees Boats	Production Boatbuilding (Level 4) - Alloy
Shane London	Extreme Boats	Power Boat Rigging (Level 4)
George Busfield	Weber Marine	Boatbuilding (Level 4) Composites
Callum Sutherland	Image Boats	Production Boatbuilding (Level 4) - Alloy
Alexander Deane	Osprey Boats	Production Boatbuilding (Level 4) - Alloy
Ryan Kose	Fishing Boats NZ	Power Boat Rigging (Level 4)
Britney Tuffley	ex Core Builders Composites	Composites (Level 4)
Alexander Ive	Panuku Development	Marina Facilities (Level 4), Marina Operations
Jason Haig	Spencer Marine	Boatbuilding (Level 4) Composites
"Hyung (Eddy)" Chang	Mackay Boats	Composites (Level 4)
Sophie Forsyth	Panuku Development	Marina Facilities (Level 4), Marina Operations
Aaron Hughes	Port Motueka Marine Services Ltd	Power Boat Rigging (Level 4)
Lachlan Maguire	Boatbuilding & Shipwright Services Ltd	Boatbuilding (Level 4) Wood
Lachlan Maguire	Boatbuilding & Shipwright Services Ltd	Boatbuilding (Level 4) Composites
Scott Keenan	Allvo Marine Engineering	Marine Systems - Systems Engineering (Level 4)
Mark Hyde	FI Innovations Ltd	Composites (Level 4)
Joseph Foster-Christie	Waiheke Working Sail Charitable Trust	Boatbuilding (Level 4) Wood
Petronella Van Paridon	Kerikeri Cruising Club Inc.	Marina Facilities (Level 4), Marina Operations
Adam Harrap	Dickey Boats Ltd	Fill & Fair Surfaces (Level 3)
Connor Johnstone	Weber Industries Ltd	Boatbuilding (Level 4) Composites
Michael Preddy	Stabicraft Marine Ltd	Production Boatbuilding (Level 4) - Alloy
Cristin Swain	Hobsonville Marina Management Ltd	Marina Facilities (Level 4), Marina Operations
Jamie Forrester	Oceania Marine Refit Services	Marine Coatings - Interior (Level 4)
Jamie Forrester	Oceania Marine Refit Services	Marine Coatings - Exterior (Level 4)
Andrew Stratford	Marine Services Wanganui Ltd	Marine Systems Engineering
Lyle Llana	Sealegs International Ltd	Power Boat Rigging (Level 4)
Aaron Palmer	Lake Taupo Harbourmaster - Internal Affairs Dept.	Marina Facilities (Level 4), Marina Operations
Dylan Mckay	Lloyd Stevenson Boat Builders	Boatbuilding (Level 4) Composites
Dylan Mckay	Lloyd Stevenson Boat Builders	Boatbuilding (Level 4) Wood
James Wright	Advanced Aerospace (C-Quip)	Composites (Level 3)
Laurent Torlois	Advanced Aerospace (C-Quip)	Composites (Level 4)
Aaron Deihl	Hawkes Bay Marine	Power Boat Systems Servicing & Repair (Technician) Level 4
Levi Manning	Armatec Environmental	Composites (Level 4)
Shaymus Nicholas	Norsand Boat Yard	Marine Coatings - Interior (Level 4)
Shaymus Nicholas	Norsand Boat Yard	Marine Coatings - Exterior (Level 4)
Jonathan Shaw	Blackdog Cat 2016 Ltd	Boatbuilding (Level 4) Alloy
David Marginet-Mangas	Panuku Development	Marina Facilities (Level 4), Marina Operations
Benjamin Fox	White Pointer Boats	Production Boatbuilding (Level 4) - Alloy
Duanne Smit	White Pointer Boats	Production Boatbuilding (Level 4) - Alloy
Ethan Holland	Makaira Boats	Boatbuilding (Level 4) Alloy
Justin Lewis	Seatech Marine Ltd	Power Boat Systems Servicing & Repair (Technician) Level 4
Justin Bish	Nautique	Boatbuilding (Level 4) Wood





CLOCKWISE FROM TOP LEFT: Guest speaker Bianca Cook; Bianca Cook, graduate Callum Sutherland with Field Officer Clare Gannon; Kevin Ward with his Outstanding Apprentice award.

NZMAC TITO Chairman: to Wendy Croft and Tim Height of Bluefix Marine, Karl Gaensicke of Sealegs International Ltd, Chass Wardle of Q-West Boatbuilders Ltd and Bradley Maskell of Yachting Developments.



## GRADUATES OF 2020

### NAME

Justin Bish  
Stuart Bryan  
Stuart Bryan  
Christopher Laurie  
Jason Ennis  
Jonathan Beer  
Rhys Wallace  
Kevin Ward  
Sean Jex  
Krishna Sami  
Yuri Taylor  
Dip Singh  
Gavin Drennan  
Seunghwan Hwang  
Drew Lucas-Robertson  
Monika Heid  
Cody Kelly  
Max Rickards  
James Frew  
James Frew  
Will Miller  
Alivya Clarke  
Luke Molloy  
Morne Myburgh  
Morne Myburgh  
Daniel O'Gorman  
Michael Thompson  
Seunghoon Han  
Dylan Brown  
Jason Hayward  
Ben Pettman  
Harrison Macgeorge  
James Hobson  
Dion Whaanga

### COMPANY

Nautique  
Lloyd Stevenson Boat Builders  
Lloyd Stevenson Boat Builders  
McCallum Boats Ltd  
CWF Hamilton & Co Ltd  
Stabicraft Marine Ltd  
Skelton Craft - JMS Alloy Boats  
Q-West Boat Builders  
Dickey Boats Ltd  
Advanced Marine Spray Painting  
Proac No.7 Ltd  
Superior Boats  
Yachting Developments  
Yachting Developments  
Robertson Boats  
Far North Holdings  
Bluefix Boatworks  
Marine Evolutions  
Lloyd Stevenson Boat Builders  
Lloyd Stevenson Boat Builders  
Seafarer Marine  
Far North Holdings  
Rayglass  
Rayglass  
Rayglass  
Warren Hay Marine  
Manson Anchors  
Smuggler Marine  
Coast Shipwright Services  
Tristram Marine  
Holton Marine Ltd  
Shaw Diesels  
Motor Yacht Service Centre  
White Pointer Boats

### NEW ZEALAND CERTIFICATE

Boatbuilding (Level 4) Composites  
Boatbuilding (Level 4) Wood  
Boatbuilding (Level 4) Composites  
Marine Systems - Systems Engineering (Level 4)  
Marine Coatings - Exterior (Level 4)  
Production Boatbuilding (Level 4) - Alloy  
Production Boatbuilding (Level 4) - Alloy  
Boatbuilding (Level 4) Alloy  
Filling & Fairing  
Marine Coatings - Exterior (Level 4)  
Power Boat Systems Servicing & Repair (Technician) Level 4  
Composites (Level 4)  
Boatbuilding (Level 4) Composites  
Boatbuilding (Level 4) Composites  
Team Leader Certificate (Level 4)  
Marina Facilities (Level 4), Marina Operations  
Boatbuilding (Level 4) Composites  
Marine Coatings - Interiors (Level 4)  
Boatbuilding (Level 4) Wood  
Boatbuilding (Level 4) Composites  
Marine Systems - Systems Engineering (Level 4)  
Team Leader Certificate (Level 4)  
Team Leader Certificate (Level 4)  
Team Leader Certificate (Level 4)  
Power Boat Rigging (Level 4)  
Power Boat Systems Servicing & Repair (Technician) Level 4  
Boatbuilding (Level 4) Steel  
Production Boatbuilding (Level 4) - Composites  
Boatbuilding (Level 4) Wood  
Production Boatbuilding (Level 4) - Composites  
Boatbuilding (Level 4) Alloy  
Marine Systems - Systems Engineering (Level 4)  
Production Boatbuilding (Level 4) - Composites  
Boatbuilding (Level 4) Alloy

### NATIONAL CERTIFICATE

Daniel Metzger  
Mitchell Jackson  
Nathaniel Deverell  
Scott Thompson  
James Newell

HMB Marine Electrical  
Marine Electrics Opuia  
Thunder Road Engineering  
Marine Services Whanganui

### COMPANY PROGRAMME

Caleb Adams  
Simon O'Sullivan  
Jhune Eugenio  
Mark Wong  
Ryan Schroder

McLay Boats Ltd  
Sealegs International Ltd  
Sealegs International Ltd  
Sealegs International Ltd  
Sealegs International Ltd

Boatbuilding (Marine Systems Engineering) Level 4  
Boatbuilding (Marine Electrical & Electronic Installation) Level 3  
Boatbuilding (Marine Electrical & Electronic Installation) Level 3  
Boatbuilding (Marine Electrical & Electronic Installation) Level 4  
Boatbuilding (Marine Electrical & Electronic Installation) Level 3

McLay Boats Alloy Production Boatbuilding (Level 4)  
Sealegs Fabrication Engineering Programme  
Sealegs Fit Out Engineering Programme  
Sealegs Fabrication Engineering Programme  
Production Trailer Boat - Alloy

# Industry news



## Grand Prize a great lure for 2021 Hutchwilco NZ Boat Show

Visitors to the 2021 Hutchwilco New Zealand Boat Show at the ASB Showgrounds in Greenlane, Auckland on May 13-16, 2021 will again have the chance to win a stunning Surtees/Yamaha Grand Prize with a retail value of over \$250,000.

**THE GRAND PRIZE**, consisting of a Surtees 7.5-metre 750 Game Fisher enclosed cabin, a Yamaha F250 four-stroke outboard complete with Helm Master EX boat control system, a custom-built tandem Hosking trailer and a comprehensive Garmin electronics package, will also come loaded with everything the lucky winner will need for a great day's (or weekend's) boating and fishing.

Visitors to the show will also be able to win other great prizes. These include a powered Viking Kayaks package worth \$6500 for those who buy their tickets online, two 2+1 Viking Kayak packages given away each day from Viking's stand and a Manta Hydrofoiler XE-1 foiling water-bike, worth around \$13,000 from EuroCity Marine.

EuroCity Marine will also be sponsoring the popular Master Class Series of free fishing seminars.

Those with something special to demonstrate will again be able to take advantage of the show's 20m diameter Hutchwilco Pool.

The show will feature the latest

models from New Zealand's world-class aluminium and GRP boat builders, as well as the latest boating and fishing innovations.

Show general manager Dave Gibbs says even bigger crowds are expected this year, following the Covid-forced cancellation of the 2020 event.

With borders closed and overseas holidays off the menu, Kiwis have flocked to the water in ever-increasing numbers.

While bookings from exhibitors have been exceptionally strong, Dave Gibbs says he will always do his best to accommodate any New Zealand marine business.

"This is New Zealand's show. We attract boaters and fishers from all over the country and so, if you are a marine business, anywhere in New Zealand, get in touch. We'll definitely find a space for you."

One of the reasons the Hutchwilco New Zealand Boat Show is so popular is the chance for visitors to win the truly incredible boat prize package full of the

latest technology, electronics and equipment. The prize also includes a complete set of Okuma fishing gear worth over \$5000, along with a full set of Hutchwilco lifejackjackets, a grab bag and dry gear bag; an Oceansignal EPIRB, a year's worth of Yamaha Marine Insurance, a Lifetime Coastguard Membership and a Coastguard Day Skipper Course.

**WHAT: Hutchwilco New Zealand Boat Show**

**WHERE: ASB Showgrounds, Greenlane, Auckland**

**WHEN: May 13-16, 2021.**

**OPEN: 10am to 6pm; late night Friday to 9pm.**

**ADMISSION: Adults: \$25; children 16 & under FREE.**





## More of us are boating

New Maritime NZ research highlights the changing face of recreational boating in New Zealand, with 1.7 million adults now out on the water and using an increasingly diverse array of watercraft. That's around 45% of all adults – and the first increase in four years.

**WHILE FOR MANY** it's the image of a middle-aged bloke out for a spot of weekend fishing on a power boat that springs to mind," says Sharyn Forsyth, Chair of the Safer Boating Forum and Maritime NZ Deputy Director, "these days you're just as likely to find younger men and women flocking to the water in other types of craft, with kayaks being the largest single type of recreational vessel now in use."

It's that changing demographic – and a continuing number of people dying on the water – that saw boating safety agencies launch a new multi-media campaign in October (the start of Safer Boating Week) targeting watercraft users of all kinds to be better prepared.

"With increasing numbers of new recreational boats and the breadth of on-water activity now taking place, including new types of activity such as foil boarding, it's more important than ever that we reach everyone with our boating safety code messages," says Forsyth.

"On average around 20 recreational boating fatalities occur every year, so it's more important than ever that people are well-prepared before going out on

the water. This means you should always wear a life jacket, carry at least two waterproof ways of calling for help, check the marine weather conditions, avoid alcohol, and be a responsible skipper by knowing the basic boating rules."

Forsyth says the Safer Boating Forum's 'What's Your Plan' campaign focuses on supporting boaties to take time to ensure they have covered the three elements of a good plan – preparing your boat or kayak and equipment, checking your gear to make sure it's in good working order, and knowing the marine forecast and rules of where you're going before heading out on the water.

Maritime NZ's annual recreational boatie survey (conducted by research firm Ipsos) shows that while most boaties (84%) rate safety as important, there is still work to be done to ensure all boaties keeps themselves safe. Around 20% still report that they never wear a lifejacket (or not very often or only some of the time), while one in four report that they never, not very often or only some of the time check the marine or mountain forecast before going out on the water.

### KEY RESEARCH FINDINGS INCLUDE:

- 77% of boaties wear a life jacket all of the time or most of the time they are on the water (77% in 2019; 75% in 2018)
- 87% reported having enough lifejackets on board for all passengers every time, or most of the time (79% in 2019; 82% in 2018)
- 57% reported having at least two ways of calling or signalling for help every time or most of the time, they go on the water (56% in 2019; 58% in 2018)
- 76% reported checking the weather every time or most of the time before going out (75% in 2019; 77% in 2018)
- 80% avoid alcohol all of the time or most of the time (78% in 2019; 83% in 2018)
- 53% of boaties are men, 47% are women
- Kayaks are the most commonly used recreational vessels (32%); followed by powerboats less than 6m long (19%); jetskis and powerboats more than 6m long (9%); and dinghies with engines and stand-up paddleboards (7%).

Source: Maritime New Zealand

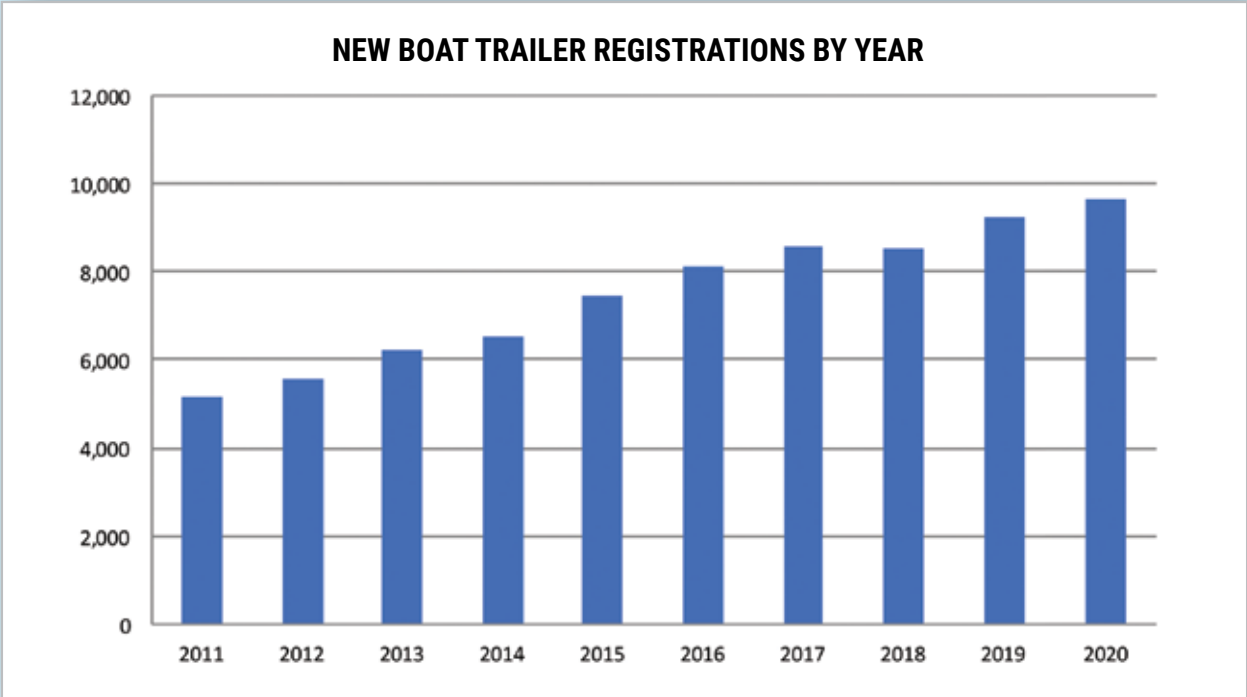
# Industry Statistics



## New Zealand boat-trailer registrations and outboard motor sales

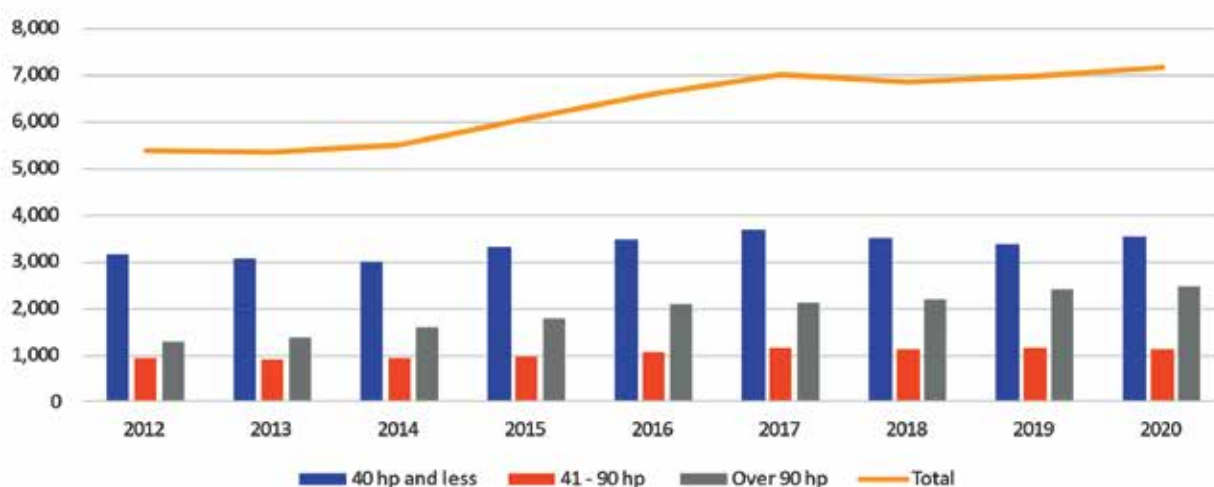
The New Zealand Marine Industry Association (NZ Marine) has commissioned PowerStats to carry out ongoing research into specific sectors of the New Zealand marine industry. This insight will allow NZ Marine’s members to make better-informed business decisions.

Through the support of various organisations and agencies, PowerStats was able to collect, analyse and present its findings on particular segments of the leisure marine industry in New Zealand and Australia.





### RETAIL SALES OF OUTBOARD ENGINES IN NEW ZEALAND, AS REPORTED BY OUTBOARD ENGINE DISTRIBUTORS ASSOCIATION (OEDA) MEMBERS, 2012 - 2020



### ESTIMATED STOCK OF BOATS IN NEW ZEALAND

**Total number of boats in New Zealand** is estimated to be 1.5 million. (Source Royal NZ Coastguard Surveys and marine industry Surveys, Maritime NZ, Yachting NZ and NZ Marine Industry Association).

**Total number of boats moored**, ie. yachts and launches, on marina berths is 13,000 and swing moorings/pile berths = 11,000. Total = 24,000. Of these 24,000, 55%, or 13,200, are estimated to be keel boat yachts and 45%, or 10,800, launches. **Total number of commercial boats** (charter, tour, work boats) is approximately 7,000.

**Total number of trailer power boats**, 3.5-metre to 8.5-metre length is approximately 205,000.

**Total number of trailer-sailer boats** 5-metre to 8.5-metre length is approximately 16,000.

**Total number of small craft** e.g. dinghies, Lasers, P class, Optimists, canoes, windsurfers, paddleboards etc. is approximately 1,142,000.

### SUMMARY OF EXISTING STOCK

**Yachts and launches** 24,150

**Commercial boats (moored)** 7,100

**Trailer power boats** 208,500

**Personal watercraft** \*92,000

**Trailer-sailer boats** 16,100

**Dinghy/inflatables/canoes/SUPs/**

**Optimists/windsurfers etc** \*1,142,606

### ESTIMATED GROWTH OF BOAT NUMBERS IN NEW ZEALAND PER ANNUM

**Yachts and launches** 200

**Commercial boats** 100

**Trailer power boats** 3500

**Personal watercraft** 1000

**Trailer-sailers** 100

**Dinghies/inflatables/canoes/SUPs etc** 40,000

**Subtotal** 44,900

**Less scrapped/exported** -6,000

**Total** 38,950

\* FIGURES SOURCED FROM MARITIME NEW ZEALAND 2020 RECREATIONAL BOATING SURVEY.

# Women in Marine: Bronwyn Fink

WORDS BY JOHN EICHELSCHEIM

## Family and business

Bronwyn Fink has spent most of her adult life in the marine industry.

**SHE AND HUSBAND** Lance founded Tristram Marine, one of New Zealand's most successful production fibreglass trailer boat builders. And while the pair are now less involved in Tristram Marine's day-to-day running, they continue to provide their sons, Tristram and Kingsley, who now run the company, with an invaluable sounding board.

Bronwyn comes from a boating family.

"My family loved fishing and boating; we were always on, in or around the water," she remembers.

She met Lance through fishing friends who were building a boat. Lance was working for his father, a boat builder, at the time.

The two young people hit it off and Bronwyn was pretty soon fully involved in Lance's life. Romance blossomed, they married and their first son, Tristram, was born five years later.

With Tristram just 11 months old, Lance and Bronwyn decided to go out on their own. Getting a new business off the ground takes hard work, which Lance never shirked, often working seven days a week. Busy with a new family, Bronwyn initially restricted her involvement in the fledgling business to keeping the books.

"Tris and I would visit Lance at the factory on weekends," laughs Bronwyn.

But by the time Kingsley was born four years later, Bronwyn was well and truly entrenched in every aspect of Tristram Marine.

"Kingsley was brought up at work," laughs Bronwyn. He would accompany his mother and brother Tris to the Hamilton factory every day, where the boys would make cars and boats out of packing boxes.

"The business and our family grew up together," says Bronwyn, who has



always been a great foil to her husband's ambition: "Lance is a real go-getter, incredibly passionate, while I took care of the paperwork side of the business, as well as helping Lance out wherever possible."

Theirs has been a highly successful partnership. The business grew steadily, with the whole family playing its part – at countless boat shows, at the factory and at home. She believes their shared experiences brought them closer together as a family.

*"We treat every boat we build as if we own it – as if we'd built it for ourselves."*

Bronwyn credits much of Tristram Marine's success to the whole family's dedication and a strong determination to build their brand.

"We treat every boat we build as if we own it – as if we'd built it for ourselves," explains Bronwyn. Tristram Marine customers become part of the extended family.

"A big part of my role was caring for clients, our customers, ensuring

they were happy. Lance and I always tried to ensure we never sold them a boat that wasn't right for them. Honesty is a big part of our business and always has been," says Bronwyn.

Bronwyn and Lance have now taken a well-deserved step back from the business, which is now run by their sons Tristram and Kingsley. Tristram studied to earn a Chartered Accountant's qualification working for Deloitte for eight years before applying his skills to a management and marketing role as Tristram Marine's Business Development Manager. Kingsley, who's "a chip off the old block [Lance]," ably looks after boat sales and boat development while also running the impressive modern showroom as General Manager.

Bronwyn is extremely proud the boys have chosen to take over the family business, carrying Tristram Marine forward into the future. After more than 33 years at the sharp end, she and Lance now spend considerable time in Whitianga at their new holiday home, but always available to share their wisdom and experience with Tristram and Kingsley as required. The family remains close and business is thriving.



# Yacht Agents Group

## NZ Marine Yacht Agents Group established

The inaugural meeting of the NZ Marine Yacht Agents Group was held in December 2020.



**THE COMMITTEE** was formed to address issues affecting this sector including the border exemption process for visiting yachts, lobbying for superyacht owners to be able to join their yachts, and working on a code of practice.

Representatives from all NZ Marine yacht agents attended the meeting and

agreed to join the committee.

Peter Busfield updated the group on the current status of the border exemption process for yachts entering New Zealand and reported on recent communications sent to Hon Kris Faafoi and Hon Stuart Nash to request access for owners, explaining

the economic benefit they would bring to New Zealand.

Craig Roe of Reid Yacht Services and Peter Busfield are co-chairs of the Committee, Andrew Howarth of Viking New Zealand is Vice Chair, and Alison Walker of Integrated Marine Group is Secretary.

## Changes at Power Equipment

A major restructure and Brian Macken's retirement has seen Power Equipment put a new management team in place.

**DAVE LOW HAS ASSUMED** the role of New Zealand Branch Manager, assisted by Martin Cook, recently promoted to the new position of Marine Product Manager.

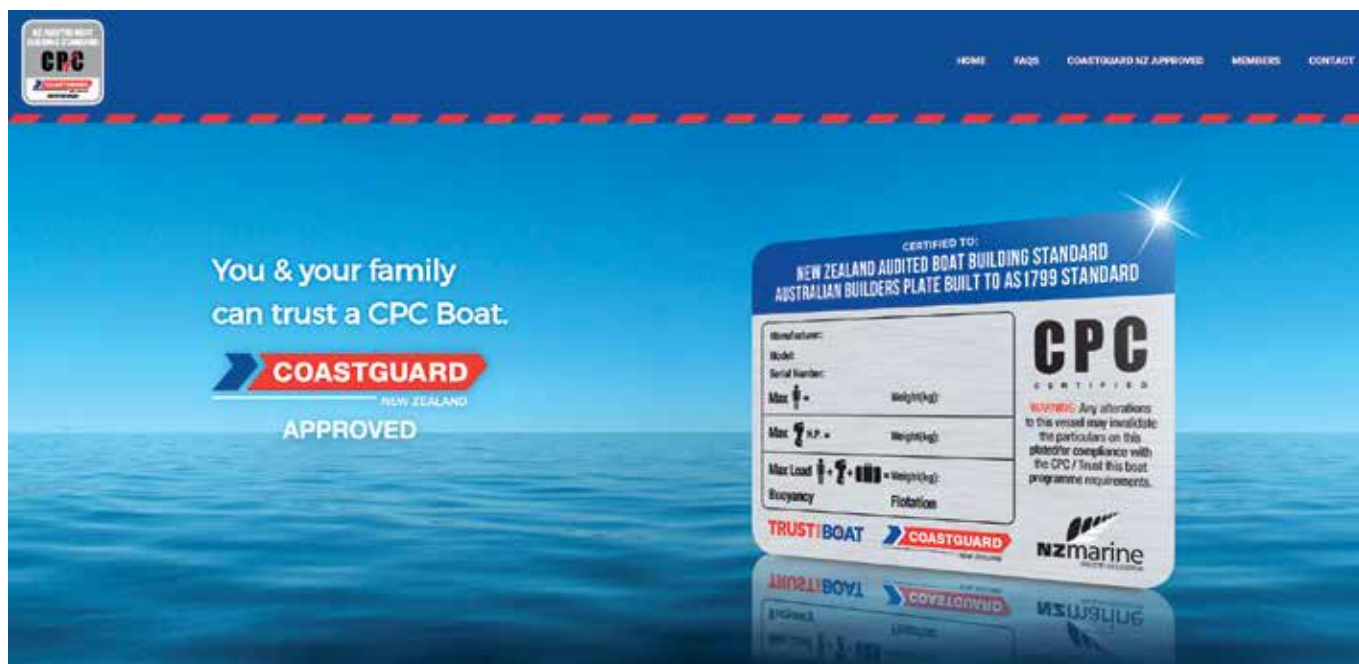
Power Equipment Ltd has decided to limit retail service and cease maintenance operations. It will no longer carry out any Yanmar servicing or maintenance work but continues to employ technical staff to support its products and dealer networks, including warranty and dealer training.



Power Equipment's premises at Rosedale, Auckland.

Power Equipment has entered into an arrangement with AB Marine in Westhaven to take over its existing local customer base. AB Marine has absorbed some ex-Power Equipment maintenance staff to ensure continuation of service support.

NZ Marine thanks Brian Macken for his many years of support, particularly in his role leading the NZ Marine Big Engine group and wishes him a long and happy retirement.  
[www.powerequipment.co.nz](http://www.powerequipment.co.nz)



## NZ Marine CPC Manufacturers Group launch new website

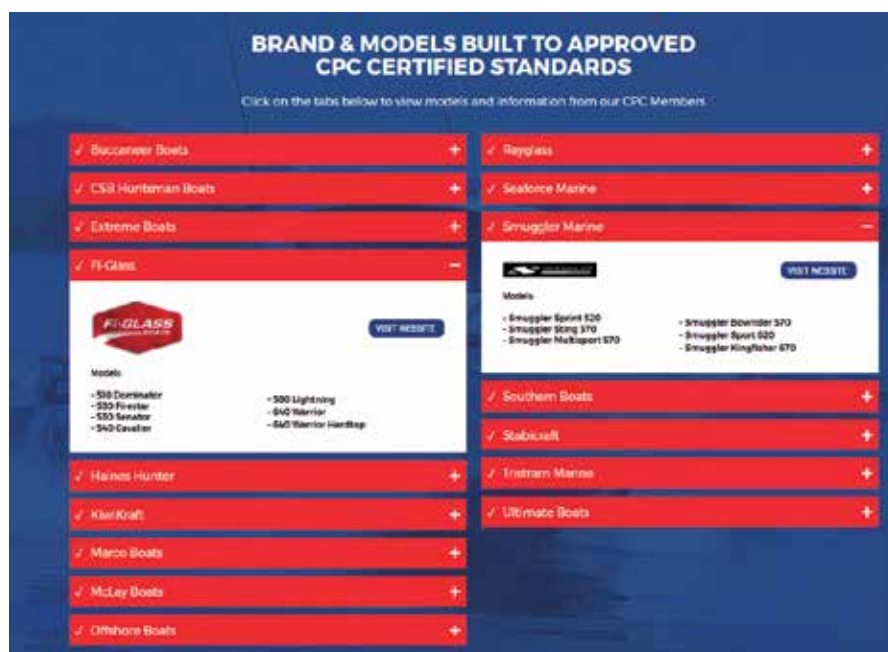
The NZ Marine CPC group of trailer power boat manufacturers has recently launched its new website – [www.cpc-standard.com](http://www.cpc-standard.com) – to promote the group and the benefits of buying a CPC-plated boat.

**THE CPC PROGRAMME** is a joint initiative between the NZ Marine Industry Association and the Royal New Zealand Coastguard Federation and is designed to ensure that NZ manufactured boats are built to a quality that achieves or surpasses a minimum safety standard.

The new website explains the standards that a CPC-plated boat must meet and that each CPC manufacturer is audited by an independent marine surveyor on an annual basis.

All members of the CPC Group are featured on the website with a list of their current CPC plated models and a link to their own website. Visitors to the site can also view promotional videos on the CPC programme.

**[www.cpcstandard.com](http://www.cpcstandard.com)**



The new CPC website profiles the CPC manufacturer boatbuilders and explains to the boating public the benefits of buying a CPC-plated boat.





## Salthouse Coach Boats on the scene

The 6 metre Salthouse Coach Boats are fresh on the scene and the result of a collaboration of ideas between Greg Salthouse and numerous Olympic class coaches and sailors who have been looking to improve what is in effect their 'on the water office'.

**DESIGNED TO PROVIDE** a smoother ride, tighter turning angles, more working room and a simple clean layout, these boats are also making coaches lives a bit easier with their ability to track clean and straight during close on-water coaching.

Fuel efficiency is an important factor - with a boat weight of 500kg (including 60hp outboard) the Salthouse Coach Boat has exceptional planing ability, in turn reducing fuel consumption while giving quick response times around the course to keep up with fast paced classes.

Construction is a solid GRP hull with composite epoxy flooring giving exceptional and solid build quality. The Pontoon can be Hyperlon or PVC with a range of colour choices.

Complete with optional trailer packages and the ability to add or tweak custom features to each boat, the Salthouse Coach Boat fits easily into shipping containers for overseas transport.

[www.salthouseboats.com](http://www.salthouseboats.com)

### Introducing Claire Benton

NZ Marine Events Co-ordinator



**AFTER COMPLETING A** Bachelor of Business, Claire's career started at Unilever Australasia, beginning as an analyst and working her way up to managing one of their larger categories. Claire left Unilever to start a family and whilst her three children were very young she enjoyed working on various part time, fixed term contracts. In 2019, Claire decided to change paths and try part-time events work, leading her to NZ Marine.

2020 was a learning year for Claire, with the planning and changing venues of the Auckland Boat Show, which ended up being cancelled two weeks out, as well as assisting with the planning of the NZ Millennium Cup. Claire has been enjoying her work at NZ Marine over the past year, which has been like no other thanks to Covid19, and played a key role in the planning and running of our recent successful NZ Millennium Cup 2021 in the Bay of Islands.

In her free time she enjoys spending time with family and friends, traveling (if possible) and keeping fit. Claire has enjoyed boating with her family and looks forward to increasing her boating knowledge with the planning of the 2021 Auckland Boat Show.

### HPi-CEproof NZ Ltd

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+64 21 108 8793  
[newzealand@hpi-ceproof.com](mailto:newzealand@hpi-ceproof.com)  
[www.hpi-ceproof.com](http://www.hpi-ceproof.com)



**EU Recreational Craft Directive** -RCD 2013/53/EU  
Recreational crafts (boats) between 2.5m and 24m.

EU Notified Body HPi Verification Services (HPiVS)-  
Ireland and CEproof Group have merged to become  
**HPi-CEproof** worldwide.

**UK Recreational Craft Regulations** -RCR Jan 2021-  
UK leaves EU, CE marking will no longer be valid  
within the UK. **HPi-CEproof** can place the UKCA- and  
CE marking on a product simultaneously.

**CE**  
2810

**UK  
CA**  
1521



# NZmarine 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 year.

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](mailto:caroline@nzmarine.com)

 <p><b>3Sixty Marine Ltd</b> John Martin 027 242 1088 <a href="http://www.3sixtymarine.com">www.3sixtymarine.com</a></p>	 <p><b>Amare Super Yacht Services</b> Debbie Wood 021 488 298 <a href="http://www.amare.co.nz">www.amare.co.nz</a></p>	 <p><b>Apex Marine and General Ltd</b> Brent Mullan 021 825 735 <a href="http://www.apexmarine.co.nz">www.apexmarine.co.nz</a></p>	 <p><b>Bay Marine Electronics (2018) Ltd</b> Michael Wohnsiedler 07 577 0250 <a href="http://baymarineelectronics.co.nz">baymarineelectronics.co.nz</a></p>	 <p><b>Built Boats Ltd</b> Matt Gibson 021 423 851 <a href="http://www.builtboats.co.nz">www.builtboats.co.nz</a></p>
 <p><b>Catalano Shipping Services Ltd</b> Duthie Lidgard 09 303 3494 <a href="http://www.catalanoshippingpacific.com">www.catalanoshippingpacific.com</a></p>	 <p><b>Composites Projects Ltd Nic de Mey Yachts</b> Nic de Mey 0275 595 093 <a href="http://www.nicdemeyyachts.com">www.nicdemeyyachts.com</a></p>	 <p><b>Dan Leech Naval Architecture</b> Dan Leech 027 306 2423 <a href="http://www.leechboats.com">www.leechboats.com</a></p>	 <p><b>Dawson &amp; Associates</b> Peter Dawson 03 544 1967 <a href="http://www.maritimelaw.co.nz">www.maritimelaw.co.nz</a></p>	 <p><b>Electric Boat Co Ltd</b> Chris Claydon 021 637 911 <a href="http://www.electricboat.co.nz">www.electricboat.co.nz</a></p>
 <p><b>GFAB Trailers Ltd</b> Danny Sunkel 021 777 591 <a href="http://www.gfab.co.nz">www.gfab.co.nz</a></p>	 <p><b>Hauraki Design Consultancy</b> Peter Lawson 09 361 1661 <a href="http://www.haurakicomposites.co.nz">www.haurakicomposites.co.nz</a></p>	 <p><b>HS Composites Ltd</b> Phil Breytenbach 09 295 2000 <a href="http://www.hscomposites.co.nz">www.hscomposites.co.nz</a></p>	 <p><b>Hybrid Electrical</b> Jason Edwards 027 258 5323 <a href="http://www.hybridelectrical.co.nz">www.hybridelectrical.co.nz</a></p>	 <p><b>K2 Marine Ltd</b> Amos Kay 021 075 7894 <a href="http://www.k2marine.co.nz">www.k2marine.co.nz</a></p>

## Looking for support for your boat owner customers?

Partner with Nautilus Marine Insurance, specialists in protection for all types of pleasure craft.

- > Comprehensive pleasure craft wording
- > Local support across New Zealand

Call us today on 0800 455 003  
or visit [nautilusinsurance.co.nz](http://nautilusinsurance.co.nz)

For a confidential discussion on how Nautilus Marine can partner with you on insurance for your customers, repairs and support, including competitive income opportunities for your business, speak with Lianne Waru, NZ National Manager on 021 790 580 or email [LianneW@nminsurance.co.nz](mailto:LianneW@nminsurance.co.nz)

Nautilus Marine Insurance is a trading name of Nautilus Marine Underwriting Agency Ltd NZBN: 9429031454261, FSP: 388326 (NM Insurance) and is underwritten by Zurich Australian Insurance Ltd ABN 13 000 296 640 AFSL 232507 (ZAIL). It is issued by NM Insurance on behalf of ZAIL. Always read (and tell clients to read) the Policy Wording at [nautilusinsurance.co.nz](http://nautilusinsurance.co.nz) before buying or renewing insurance.





 <p><b>Machina Supply Co Ltd</b> Lee Cummings 027 848 8548 www.machinasupply.co.nz</p>	 <p><b>Manson Anchors Ltd</b> Ned Wood 09 835 0968 www.mansonanchors.com</p>	 <p><b>Marine IQ Ltd</b> Glenn Robertson 03 573 5533 www.marineiq.co.nz</p>	 <p><b>The Marina Brokerage</b> Brent Rubbo 09 534 7196 www.marinabrokerage.co.nz</p>	<p><b>Marine Cabinetry Ltd</b> George Busfield, Tel 022 029 3036</p>
 <p><b>Marine Power Systems Ltd</b> Robert Baldwin 09 320 3019 www.marinepower.co.nz</p>	 <p><b>Marinelogix NZ Ltd</b> Mark Donaldson 021 191 0909 www.marinelogix.co.nz</p>	 <p><b>Marra Marine</b> Tim Marra, 0210 408 049 www.marramarine.co.nz</p>	 <p><b>Mt Maunganui Marine</b> Ben Fife 021 155 6339 www.mtmaunganuimarine.co.nz</p>	 <p><b>Naiad New Zealand Ltd</b> Corne Kleinloog 03 573 7246 www.naiad.co.nz</p>
 <p><b>NZ Marine Refunds Ltd</b> Bernard Coogan 09 869 3573 www.marinerefunds.co.nz</p>	 <p><b>On Board Marine 2019 Ltd</b> Liam Power 021 927 030 liam@onboardmarine.co.nz</p>	 <p><b>Offshore Boats NZ Ltd</b> Jonathon Barlow 09 553 3433 www.facebook.com/offshoreboatsnz/</p>	 <p><b>Pinnacle Marine European</b> Grant Saunders 09 377 6602 www.pinnaclemarine.co.nz</p>	 <p><b>Sail IQ Ltd</b> Andrew Hall 09 950 3889 www.sailiq.co.nz</p>
 <p><b>Salthouse Boatbuilders</b> Greg Salthouse 021 313 707 www.salthouseboats.com</p>	 <p><b>Serco New Zealand Training Ltd</b> Clinton Williams 0225 659 055 www.serco.com/aspac</p>	 <p><b>Southern Ocean Boat Builders Ltd</b> Greg McNabb 07 281 1160 www.southernoceanmarine.com</p>	 <p><b>Superyacht Coatings International Ltd</b> Ben Steele 0800 SYCOAT www.superyachtcoatings.com</p>	 <p><b>Tamaki Marine Park Ltd</b> Martin Hannon 09 534 8341 www.tamakimarinepark.co.nz</p>
 <p><b>The Marina Shop</b> Bill Garlick 09 402 6093 www.themarinasshop.com</p>	 <p><b>Tidal Yachting Ltd</b> Alisha King 022 030 5856 www.tidalyachting.com</p>	 <p><b>Tohatsu Outboards NZ</b> Michael Goddard 04 237 7800 www.tohatsu.co.nz</p>	 <p><b>Waypoint Electronics Ltd</b> Wayne Limbrick 0274 965 299 www.waypointelectronics.com</p>	 <p><b>West Rakino Group Ltd - Hauraki Fenders</b> Damon Joliffe 09 448 1057 www.haurakifenders.co.nz</p>
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# Member news

## Full carbon sportfisher under construction at LSB



Currently under construction at LSB is an 18m high-speed, full-carbon sport-fisher from Dennis Harjamaa of Artnautica Yacht Design.

**THE ARTNAUTICA 60** is lightweight with highly efficient hull dynamics. This, combined with Volvo Penta's D11 IPS 800s, results in a boat capable of both 30-plus knot speed and long passage-making of 1200nm-plus at 10 knots.

The Artnautica 60 is due for launch early 2022.

[www.lsb.co.nz](http://www.lsb.co.nz)

### Specifications

**LOA** 18m

**BEAM** 5.6m

**DRAFT** 1.27m

**POWER** 2 x VP D11 IPS  
800 625hp each

## LSB launch first Catalyst quad powercat

**LAUNCHED FEBRUARY 2021**, T/T Skorpios is the latest custom superyacht tender from Auckland's Lloyd Stevenson Boatbuilders.

Designed by Morelli & Melvin, T/T Skorpios is the first Catalyst built since LSB acquired the moulds from Salthouse Boatbuilders in 2019. She is number 19 in the Catalyst family and LSB's 67th custom build.

Built to Lloyd Stevenson's usual high standard from carbon and e-glass with a foam core, T/T Skorpios is a lightweight, high-performance chase boat powered by four 300hp Yamaha outboards. While T/T Skorpios is a true superyacht tender, the Catalyst design can fulfill a wide range of tasks, including chase boat, luxury tender, private motor yacht, fishing and dive platform, island hopper and resort boat.

LSB reports strong enquiry around the design.

[www.lloydstevensonyachts.co.nz](http://www.lloydstevensonyachts.co.nz)





## New Year's Honours

NZ Marine congratulates Michael Hamilton of HamiltonJet and Keith Ingram of Professional Skipper magazine for their great contribution to our industry and their recognition in the 2021 New Year's Honours List.

### Keith Ingram

**KEITH INGRAM WAS** made a Member of New Zealand Order of Merit (MNZM) for services to the fishing and maritime industries. A recreational fishing advocate, Keith has been a member of the New Zealand Recreational Fishing Council for the past 35 years, including 12 years as president. He is a past president of the New Zealand Marine Transport Association (NZMTA), where he contributed significantly to the Maritime Transport Act 1994. He remains on the NZMTA board.

Keith was a Field Editor for *Boating NZ* magazine for 10 years, before establishing *Professional Skipper* magazine, now in its 25th year. He remains an advisor to Maritime New Zealand, the Ministry of Fisheries, the Department of Conservation and the New Zealand Shipping and Fishing industries.

He has been the Patron for the Tug *William C. Daldy* Preservation Society since 2008 and is a marine assessor to the Transport Accident Investigation Commission.



### Michael Hamilton

**MICHAEL HAMILTON OF** HamiltonJet was awarded the Companion of the New Zealand Order of Merit for services to marine engineering and business.

Michael Hamilton has made a significant contribution to the New Zealand economy as head of HamiltonJet, one of the biggest waterjet manufacturing companies in the world.

In 1990 Michael designed a new generation of waterjet, far larger than anything to date, which was a significant leap forward for CWF Hamilton & Co.'s capability to compete for waterjet propulsion packages in ships traditionally driven by propellers.

His contribution to the marine industry has seen the emergence of specialist fleets of jet-powered vessels in markets such as tourism, aquaculture, offshore oil fields, patrol, wind farms, search and rescue, and passenger ferries.

Privately he supports many charitable causes, including the Coastguard, Dingle Foundation, Christchurch City Mission, Starship, Pacific Leprosy, IHC, Fred Hollows, Banardos and others. He also supports children through Child Fund and the Variety Club.

Michael was one of the lead jet boat drivers and the boat engineer for Sir Edmund Hillary's 1977 Ocean to the Sky expedition up the length of the Ganges River, and then on to the summit of a mountain peak at its source in the Himalayas.



Source: New Year Honours 2021 – Citations for Members of the New Zealand Order of Merit, Department of the Prime Minister and Cabinet

## Introducing See-Level

As a marine based operator, you'll understand that seasickness can be one of the most debilitating issues affecting your crew and passengers. The cost to your business in loss of productivity from your crew and lack of enjoyment from your customers can be a real concern.



**FROM A HEALTH AND SAFETY** perspective it can be hard to deliver effective seasickness solutions without causing unwanted side effects. Until now...

Kiwi owned and operated See-Level is a revolutionary new product that utilises Virtual Reality to virtually transport your seasick passengers to a stable platform. The VR headset shows a

relaxing campsite scene in a forest with a view of the water and a stable horizon. Extensive research has shown that most people start to feel better after just 15 minutes of using the technology.

The See-Level computer collects data from the vessel, constantly monitoring the movement and response to the current sea state. This is then con-

veyed to the headsets, reversing the motion that you are feeling to trick your brain in to thinking you are on a stable platform. This data is then used again to train your brain to get used to the vessels movement, this is called habituation, and is delivered in a controlled manner.

[www.see-level.com](http://www.see-level.com)



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**[www.tnlpindar.com](http://www.tnlpindar.com)**

## Changes to recreational craft regulations due to Brexit

**AS PART OF THE EU**, the UK has always followed and certified sub 24m leisure craft to the Recreational Craft Directive (RCD) as transposed into UK law. From January 2021, the transposed UK law known as the Recreational Craft Regulations (RCR) has some changes due to Brexit.



Under both the RCD and the RCR, certain vessels and components needed to be certified and marked accordingly (this has up until now been the CE mark and will now be the new UK mark).

From January 2021, under the RCR, the UK will no longer have notified bodies but will now have Approved Bodies for the certification of these products and vessels. HPI-CEproof Ltd has been accredited as an approved body by the UK Government.

**Contact Rolf Eidt, NZ Marine member**  
**HPI-CEproof NZ Ltd, phone: +64 (0) 21 287 5877**  
**[newzealand@hpi-ceproof.com](mailto:newzealand@hpi-ceproof.com)**  
**[www.hpi-ceproof.com](http://www.hpi-ceproof.com)**





The hydrofoil-assisted electro-hybrid-drive vessel *Aria* utilises HamiltonJet's EHX driveline system.

BELOW: Richard Keir of Hamilton Jet explains the innovative EHX system to Peter Busfield and other guests on-board during the America's Cup.

## HamiltonJet launches Electro-Hybrid Drive test boat

HamiltonJet's new Electro-Hybrid Drive (EHX) demonstrator boat was on display at the Wynyard Basin Marina for the duration of the America's Cup.

**THE ICONIC** New Zealand company announced it has refitted a Q-West-built 15-metre aluminium hydrofoil-assisted catamaran with its innovative EHX system.

"Over the last eight months we've successfully converted the vessel into a parallel hybrid fitted with our EHX hybrid electric drive-line solution, which controls the batteries, electric machines and diesel engines," says HamiltonJet CEO Ben Reed.

"The vessel runs in electric, diesel, diesel-generate and diesel-boost modes. Diesel-boost combines the electric machine with the diesel engine to increase the vessel's top speed to 42 knots. Importantly, the transition between modes is seamless."

Other features of the extensive refit include HamiltonJet's latest HTX30 waterjets and AVX controls, along with a Danfoss electric drive system accompanied by a special

"This project underpins our strategic focus on Electrification, Digitisation and Autonomy."

A60 fire-rated enclosure to house the 78kWh capacity Corvus Dolphin Lithium-Ion batteries. It also showcases HamiltonJet's advanced skipper assistance, autonomy and remote connection innovations.

"This project underpins our strategic focus on Electrification, Digitisation and Autonomy. We were excited to demonstrate how EHX works while taking in America's Cup racing action," says Ben Reed.

[www.hamiltonjet.com](http://www.hamiltonjet.com)



## Haines Hunter HQ

Same place, same excellent service, but now with a new name, Miller Moyes SeaCraft rebranded to Haines Hunter HQ on October 1.



Dennis McCorkingdale, Retail Manager, left, and Denis Kendall, CEO.

**THE LONG-STANDING** dealership in Ellerslie has been the traditional home of Haines Hunter, operating as the retail arm for the leading boat brand. Haines Hunter HQ remains an authorised Yamaha dealer committed to its other supplier partners, such as Simrad, Lowrance and Hutchwilco.

Seacraft dates back to 1946 when Sandy Sands formed Sea Craft Ltd at Cawley Street, Ellerslie. From this site, hundreds of Sea Craft boats were manufactured and sold throughout New Zealand.

After decades of manufacturing, a strategic merger joined Sea Craft Ltd and Miller Moyes Ltd in 1980. Miller Moyes, under the guidance of Les Miller, had established an immensely strong marine retail business in Auckland and provided an outlet to retail Sea Craft's range of boats.

At the same time, Sea Craft acquired the manufacturing rights to the already established Australian Haines Hunter range of powerboats and set about establishing a nationwide dealer network for the Haines Hunter brand.

Since then, Miller Moyes Seacraft has continued selling Haines Hunter boats to the greater Auckland and Northland areas, getting thousands of Kiwis out onto the water.

The renaming comes at a time where Haines Hunter has also undergone a brand refresh and a resurgence in the local market, led by the recently launched, highly anticipated all-new 635 model.

For Haines Hunter CEO Denis Kendall, it's the start of an exciting new chapter.

"As the sole Haines Hunter dealer for Auckland and Northland, it made sense

that the location shared the Haines Hunter name. It makes it easy for people to know exactly what HQ sells. Haines Hunter has an extraordinary fan base, and the name helps to strengthen that relationship.

"Haines Hunter is 100% dedicated to the dealership model and supporting our partner-dealers around the country, many of whom have been with Haines Hunter for decades – something we are very proud of."

As well as investing in the rebrand, Haines Hunter HQ will get a new website and will invest further in the site and buildings in the years to come.

As the summer boating season is here, now is the perfect time for customers to come in and get their boats and motors serviced and to experience the new Haines Hunter HQ.

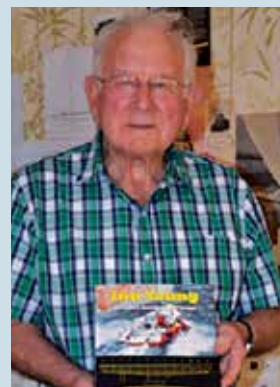
[www.HainesHunterHQ.co.nz](http://www.HainesHunterHQ.co.nz)

## Obituaries The NZ Marine Industry lost two industry icons during 2020.



### BOB TAIT

BOB TAIT passed away in May 2020 after a long illness. Bob was president of the Boating Industries Association/NZ Marine for seven years, was instrumental in growing our Industry Training Organisation, and was bestowed with life membership of our Association.



### JIM YOUNG

JIM YOUNG ONZM, renowned sailor, boat builder and boat designer passed away in June 2020 at the age of 94. Jim Young is best remembered as the designer of the Young 88, the 30ft keelboat which is New Zealand's largest one design keelboat class.





Herley Boat's electric catamaran could change the future of boating in New Zealand.

## Herley Electric Powercat

Herley Boats (owned by Sean Kelly of Pacific 7) launched its first electric catamaran mid-2020, changing the future of New Zealand boating.

**THIS ENTIRELY NEWLY** designed 34-foot displacement catamaran features two 90kw/120kw peak electric motors with 300Nm of torque. These motors will run in parallel from a 120kw diesel generator coupled to a permanent magnet generator and Lithium-ion battery storage, with the ability to re-charge the system within 30 minutes out at sea.

The system will have the ability to run

on either lithium or diesel alone, or on both systems simultaneously for top performance.

The on-board control system will feature abilities to select the type of drive mode, electric-only for zero fuel burn, economy cruise for greatest fuel efficiency, or performance mode for high-speed operation. The vessel's hull form has been specifically designed to create minimal drag under the water-

line with expected ranges exceeding 2500km on a 640L fuel tank.

The customisable layout comprises of two double berths, separate shower, separate head, dining area, galley, large cockpit and a versatile cockpit Island. Finishing details will include timber cabinetry, upholstered and painted panels and LED lighting throughout.

[www.herleyboats.com](http://www.herleyboats.com)

## Ray White Marine NZ

**RAY WHITE MARINE NZ** recently opened its doors in the Auckland Viaduct with a new team.

Located on Halsey Street right beside the Viaduct Marina, the new office is right in the middle of a marine hotspot.

Ray White is Australasia's most successful real estate and marine business with over 110 years of experience.

"Not many people in New Zealand realise just how successful Ray White Marine Australia has been, so it was natural to extend that formula and opportunity to our clients and customers here in NZ," says Grant Dickson, Director of Ray White Marine NZ. And with 182 offices across New Zealand, Ray White is well positioned to deliver.

Ray White Marine NZ can offer new sales from a world-class line-up including Ferretti Yachts, Pershing, Itama, Riva, Mochi Craft, Customline and Techno Hull.

Their brokerage can market vendors' pre-owned vessels, nationally and internationally.



Ray White has approximately 1200 individual offices and over 15,000 personnel in Australia, New Zealand, South-east Asia, China, the Middle East and Atlanta, USA.

Contact Grant Dickson for an appraisal or for general enquiries.

[grant@raywhitemarine.com](mailto:grant@raywhitemarine.com)

[www.raywhitemarine.co.nz](http://www.raywhitemarine.co.nz)



Burnsco's new Westhaven, Auckland store is now open for business.

## New Westhaven store for Burnsco

Burnsco has opened a new store in the heart of Westhaven Marina next to the Westhaven Marina Offices.

**THE NEW STORE** is 70% bigger than Burnsco's current store in Gaunt St, and offers the country's widest range of boating, fishing, RV and outdoor equipment.

With lots of dedicated parking, including space for boat trailers and RVs, shopping will be easier for those on the go. Customers can enter the new store either from

the car park or from the Pohutukawa-lined promenade along the marina.

Burnsco's friendly staff, offering unmatched experience and product knowledge, are looking forward to welcoming customers into the new surroundings.

**WWW.BURNSCO.CO.NZ**



## New sales manager at GMS

SPENCE HERBERT JOINED the General Marine Services team in September, bringing an impressive portfolio of experience to the role based on more than 30 years in the retail environment.

"Spence knows the power of people and looks to enhance it with GMS staff to create the best customer experience possible. He believes feedback is a gift, welcoming customer comment to streamline GMS's offering so we can be the best we can," says Roy Chalton, Company Director at GMS.

**www.generalmarine.co.nz**

## New marketing manager for L&B



LUSTY & BLUNDELL has appointed Shirner Dyson as its new marketing manager.

L&B CEO Mark Milburn says Shirner, who joined the company in 2018 as a marketing executive, will now take a more strategic role as part of the management team.

"She will also be using her extensive experience in social media marketing to communicate with our clients and the boating public, using multiple communication channels to better understand their needs and provide appropriate, practical solutions."

Mark says Shirner's intelligence, formal marketing education, previous work experience and ability to adapt to new and emerging methods of communication make her perfect for the new role.

"As our new marketing manager, we believe she will be a real asset, not only to Lusty & Blundell, but to the wider industry as well."

**www.lusty-blundell.co.nz**





## Naiad's big plans for New Zealand

New Zealand maritime pioneer Naiad is renowned for RHIBs that are trusted to handle the toughest maritime conditions.

**WITH A TRANS-TASMAN CUSTOMER** list that includes Coastguard, Defence, Australian Border Force, Marine Rescue and Police, they are also popular with tourism operators and high-end leisure customers who value high-performance handling and stability.

So, when founder Steve Schmidt retired last year after 40-plus years, The Whiskey Project Group were quick to identify the opportunity to sustain and grow Naiad's legacy, in accord with their own reason for being.

Founded in 2019 by ex-Royal Australian Navy Clearance Divers and Special Operations veterans, The Whiskey Project Group has a clear focus to create specialist and military watercraft to provide optimum protection and performance for those who risk their lives in the maritime environment.

"Our priority is serving New Zealand and Australian maritime operators. This means providing them with the competitive advantage of leading-edge design, truly fit-for-

purpose boats and contributing to a strong sovereign maritime industry that will design, build, support and sustain these watercraft," said Managing Director Darren Schuback.

Chief Operating Officer Ryan Carmichael says that Naiad's design and build teams remaining in New Zealand was of strategic importance to further strengthen the New Zealand sovereign supply network and domestic economic benefits:

"Investing in growth opportunities such as Naiad will create New Zealand marine industry jobs, future proof the integrity of Naiad's innovative designs and technologies and return significant public value to New Zealanders."

Carmichael also acknowledges the legacy that is now in their charge:

"Steve Schmidt and John Cowan created a remarkable legacy that we are committed to upholding."

[www.thewhiskeyproject.com.au](http://www.thewhiskeyproject.com.au)

[www.naiad.co.nz](http://www.naiad.co.nz)

## NZ Petrol Refunds

**WE ARE A SMALL TEAM** located in the Far North, dedicated to serving NZ's marine industry.

Many commercial operators are unaware they are owed money by the NZTA. You could be claiming back the road tax portion of your fuel bill whenever fuel is used in vessels and machinery.

87.4c per litre is the current nationwide tax rate for petrol – aquaculturists, charter operators, water taxis, superyachts, fishing boats, marine support vessels, tenders etc. are eligible for

## NZ MARINE Refunds

refunds. And, if you operate in the Auckland region, the regional fuel tax on diesel and petrol is also claimable (11.5c per litre).

As a registered agent with the NZTA, we work on your behalf to manage the registration process, backdated two years and ongoing quarterly claims. No minimum usage, no refund no fee with friendly and efficient service. Get in touch to see how we can help.

Ph 09 777 2030 [info@marinerefunds.co.nz](mailto:info@marinerefunds.co.nz)

[www.marinerefunds.co.nz](http://www.marinerefunds.co.nz)



British adventurer and TV presenter Bear Grylls took delivery of his third Sealegs in July 2020.

## 1500th Sealegs

Sealegs International shipped its 1500th amphibious boat in July 2020.

**THE SHIPMENT**, a heavily customised 7.7m RIB, was to British adventurer Bear Grylls, the third Sealegs craft he has purchased. Like its predecessors, it will serve as a constant companion for his outrageous TV exploits.

Sealegs pioneered the amphibious production boat market and is the largest amphibious boat company in the world. Sealegs vessels can be found in more than 55 countries around the globe.

"I am proud to be a part of the team that created amphibious boating, now a part of New Zealand's heritage of innovation in the marine industry," said David McKee Wright, Sealegs Chief Executive Officer.

"We're honoured a discerning customer like Bear Grylls, who appreciates build quality and performance, has chosen Sealegs for the third time."

Since reaching the milestone of 1,000 amphibious craft in 2015, the company has been active in a range of new markets with new applications, including AmpTracs technology.

On the commercial side, Sealegs released the Sealegs System 100, capable of supporting up to 10 tonnes in payload, and its team is busy working on larger projects. Sealegs amphibious range of aluminium-hulled RIBs and all-aluminium centre-consoles and cabin boats extends from compact 6.1m vessels to 9m Hydrosol models.

[www.sealegs.com](http://www.sealegs.com)



## Sales Director for WhisperPower Pacific

WhisperPower Pacific is delighted to announce the appointment of Zac Sherlock as Sales Director.



**SHERLOCK (PICTURED LEFT)** will be responsible for overseeing the continued growth of WhisperPower in the Pacific region. New markets are opening up and Sherlock brings the energy, knowledge and cultural experience WhisperPower needs to further explore these markets.

Sherlock grew up in New Zealand and has lived in Australia, Asia, USA, UK, Mexico and Canada. In that time, he worked in a number of engineering roles and large projects, mainly focusing on the marine and mobile sectors.

This makes Sherlock ideal to lead WhisperPower's sales and meet its clients' needs.

"I have a passion for ensuring the best possible service and customer satisfaction – I'm excited to be joining John and the team at WhisperPower," says Zac. John McGettigan, CEO, (pictured right) added, "I've been looking to fill this role for a long time and Zac ticks all the boxes. He is a much-needed addition to the team".

[www.whisperpower.com](http://www.whisperpower.com)



# Superyacht Gathering

Hosted in Auckland, New Zealand, from 24-26 March, The Superyacht Gathering 2021 was hailed as a stunning success by attendees.



Photo credit: Matt Crawford



Organising team Ellie Brade, Olivia Woodbury, Linda Berry and Metta Peterson.

**HELD JUST AFTER** the close of the 36th Americas Cup, The Superyacht Gathering brought together a eclectic mix of people across all disciplines.

"In this new world where face to face meetings are far less frequent than the pre-Covid years, the value of events like The Superyacht Gathering has never been more apparent," says

Linda Berry, Managing Director and co-founder of The Superyacht Gathering. The event featured a number of fascinating speakers and excellent networking opportunities including breakfast with the America's Cup at the Royal NZ Yacht Squadron and a lunch at Mudbrick on Waiheke Island. [www.thesuperyachtgathering.com](http://www.thesuperyachtgathering.com)



## Balex for bigger boats



**BUILDING ON THE SUCCESS** of the original Balex Automatic Boat loader system, Balex Marine has now developed a range of products to suit every trailer boat.

Balex Sport is based on the original Balex system. The setup consists of one set of patented 160cc HYDRA4 Adaptive Drive Units, a 1600W HYDRA4 12V power unit equipped with the new long-range, waterproof, floating Balex remote perfect for boats weighing up to 2.5 tonnes.

Balex Pro features heavy-duty 250cc HYDRA4 Adaptive Drive Units providing 56% more drive force than the original Balex Sport system. The Pro is also equipped with the new long-range, waterproof, floating Balex Remote. Balex Pro is ideal for commercial vessels or larger vessels weighing up to 3 tonne.

Balex Ultra doubles the lift and doubles the grip. With two sets of 250cc HYDRA4 Adaptive Drive Units, a 2000W HYDRA 4 24V Power Unit and the new long-range, waterproof, floating Balex remote the Balex Ultra has been designed to trailer boats weighing up to 3.5 tonne and measuring up to 9.5m long.

[www.balexmarine.com](http://www.balexmarine.com)

## Euro City dealing Volvo Penta

Euro City, based in Napier, is a well-established automotive dealer with Audi, Volkswagen, Skoda and MG to its name.

**THE COMPANY IS** branching out into the marine industry and Volpower NZ is proud to announce that Euro City is the latest edition to their Volvo Penta dealer network.

Euro City is also importing the global brands of Crownline and Finseeker boats, which will be on display at the Auckland Boat show, October 7-10.

Dealer principal and owner Terry Elmsly is excited about getting involved in the marine industry and has employed the very experienced Ian Ward to head up the marine side of the business. With a long history in the marine industry in NZ and Fiji, Ian brings extensive knowledge and experience to the team.

Euro City is now stocked with parts and ready to assist with your Volvo Penta requirements.

[www.eurocity.co.nz](http://www.eurocity.co.nz)

[www.volpower.co.nz](http://www.volpower.co.nz)



## New owners at Voyager Trailers

Nathan and Fernanda Brown recently purchased well respected boat trailer manufacturing business Voyager Trailers.

**WHILE THE BROWNS** are new to the marine industry, they are no strangers to business or boating, with both having enjoyed boating in various forms since an early age.

Despite a worldwide pandemic, the change of industry and a return to working for themselves is exciting. The couple brings enthusiasm, new ideas and sound management to Voyager Trailers from other industries.

Nathan and Fernanda's sole focus is

on quality product. To achieve this they need an experienced, close-knit crew, which they have been lucky enough to retain. They can call upon a wealth of knowledge from existing staff.

The Browns plan minor tweaking and upgrades to the current trailer range, the changes identified when they carried out market research. Some improvements are already in place.

Focusing solely on boat trailers, Voyager Trailers build and repair boat

trailers and supply replacement trailer parts and accessories.

Nathan and Fernanda would like to extend a special thanks to past owners Steve and Stephanie Williams for the seamless handover, to Voyager Trailers staff for accepting and helping them during the handover period, and to their loyal customers, and suppliers.

All the contact details remain the same.

[www.voyagertrailers.co.nz](http://www.voyagertrailers.co.nz)





## Stabicraft 2250 Ultracab WT earns Red Dot Award

Stabicraft's 2250 Ultracab WT (Walk-Thru), with its distinctly unprecedented walk-through forward raking pilot house form, has been awarded a prestigious 'Best of the Best' Red Dot Award for global product design in 2021.

**DESIGNED FOR THE AMERICAN MARKET** in the Pacific Northwest, the Stabicraft 2250 Ultracab WT has gained popularity for its unimpeded access to the bow. The Walk-Thru allows easy access to the foredeck, and that in combination with lean forward glass is something other manufacturers have not been able to master. This is a demonstration of Stabicraft's commitment

to customer centric design.

Stabicraft visionary, Paul Adams said this model took perseverance. "Being an iterative design process, it transformed over a four-year period into what it is today. This award is excellent affirmation for the Stabicraft design team. The Ultracab WT gives the customer what they want and more, in a way they haven't seen before."

Akin to the Oscars of product design, the Red Dot Awards are one of the world's largest design competitions. Twenty international professionals judge thousands of submissions on innovation, feasibility and functionality. In 2016 Stabicraft won a category Red Dot for the Stabicraft 1600 Fisher – Carbon.

[www.stabicraft.com](http://www.stabicraft.com)

## Woodbine Marine expands showroom

Woodbine Marine has announced the construction of a new custom boat showroom and service centre on a 3000m<sup>2</sup> site in Hamilton.

**STABICRAFT AND YAMAHA** Marine confirmed as keystone suppliers of the Hamilton branch at this stage, with more leading brands to be announced as agreements are finalised.

With an expected opening date in June or July 2021, the new facility will complement Woodbine Marine's existing Ti Rakau Drive, Auckland showroom and service centre by servicing customers in the Waikato region.

[www.woodbinemarine.co.nz](http://www.woodbinemarine.co.nz)



## Another Elite AT43 launched

*Zambuka*, the second boat out of the AT43 moulds for the team at Allan Tongs Boatbuilders, was launched at Westpark, Auckland in December 2020.



**THE PROUD NEW OWNERS**, an experienced boating family from Kerikeri, Bay of Islands cruised their home waters over summer.

Boat number two differs in some ways from boat number one.

A new pillarless windscreen design increases the amount of interior light and improves visibility, while a 250mm extension to the boarding platform affords greater utility.

The interior layout is significantly different, now with a U-shaped galley and U-shaped dining arrangement, and an additional settee to port alongside the helm position. The attractive custom American walnut interior joinery was built in-house.

Power is provided by a single Cummins QSC 600hp engine driving a conventional shaft and bronze propeller. Bow and stern thrusters facilitate manoeuvring in tight spaces.

Hull number three is already under construction. Due to be completed by mid- 2021 for a Nelson-based owner, she will sport twin 440hp Cummins engines on shafts.

These New Zealand designed and built GRP-moulded 13.2m motor yachts have been a welcome addition to the New Zealand

production boat building landscape.

With the popularity of new AT43, Allan Tongs Boatbuilders is in growth mode, looking for qualified boatbuilders and other staff. It is also seeking bigger premises.

[www.allantongsboatbuilders.co.nz](http://www.allantongsboatbuilders.co.nz)



## Ocean Time ramps up

OCEAN TIME'S DOMINIC LOWE sets high standards for the boat brokerage company he founded a little over a year ago. A passionate boatie, Lowe has over 22 years' experience selling yachts in New Zealand, where he's lived for the last 16 years, in Europe and in the UK. Since launching Ocean Time in 2019, Lowe has concentrated on growing the business's profile and building long term relationships with customers.

Business has been better than he could have hoped for, says Lowe, and he has decided it is time for Ocean Time to move to the next level.

In 2020 Lowe took on Jeremy Thatcher in a sales role and Lowe's wife Joanne has recently taken on a senior role.

"Our skills are very complementary," says Joanne. "Dominic is very much focused on sales and marketing, relationships with clients and ensuring sale and purchase processes work well for everyone. With my organisational, administration and managerial skills, I can focus on the rest of the business, taking some of the load off Dominic."



Ocean Time's focus will be on connecting its customers with the boat style that suits their needs.

Ocean Time clients will enjoy high-quality project management for their yachts and the highest level of after-sales support. Using its international partner network, Ocean Time can facilitate sales in New Zealand, Australia and the South Pacific, as well as managing handovers overseas.

Ocean Time is based at Gulf Harbour Marina but services greater Auckland and valued clients all over New Zealand.

[www.oceantime.co.nz](http://www.oceantime.co.nz)





During the Prada and America's Cup, viewers would have noticed a special fleet of Rayglass Protector support vessels trailing the yachts as they raced around the harbour.

**NOW THE RACING** is over, all 26 Protectors will become part of the Coastguard's fleet of rescue vessels, saving lives all over New Zealand.

The special vessels were built by Rayglass in collaboration with Coastguard New Zealand and Emirates Team New Zealand, using a \$9.8 million grant from Lotto New Zealand.

Coastguard New Zealand is the charity dedicated to saving lives at sea. To carry out its vital work, it needs high-performance boats that can brave

tough conditions.

Rayglass started building the special fleet of dual-purpose Protector vessels early in 2020. This allowed Rayglass to provide additional employment and apprenticeships in the marine sector at a time when it was needed most.

Rayglass Protectors are ideal both as support vessels and Coastguard rescue boats. Thanks to their high-performance design, they can easily keep up with foiling yachts travelling at 50

knots and easily handle the rough weather Coastguard often operate in.

Each vessel has 4UNZ on the front of its cabin: a reference to the identifying letters and numbers on racing yachts and the ultimate purpose of the boats to benefit local communities.

With the America's Cup in the bag, Rayglass is refitting the vessels ready to deliver them to Coastguard units most in need all over New Zealand.

[www.rayglass.co.nz](http://www.rayglass.co.nz)

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## Sea Eagle II refit

The world's largest aluminium yacht arrived at Opua Isolation Berth in April 2021 using the NZ Marine-negotiated border exemption for yachts with booked refit/repairs, bringing significant work to the Far North and Northland regions.

**OPUA MARINA'S ISOLATION** berth recently hosted the 82m *Sea Eagle II*, the world's largest aluminium yacht, for a few days to complete its isolation and prepare for going into Port Nikau for work. The new superyacht berth at Opua Marina has been set up as an official isolation berth, with supervision by NZ Customs and Ministry of Health personnel on-site to facilitate superyacht arrivals to NZ.

*Sea Eagle II*, designed by Dykstra Naval Architects and built in Holland at Royal Huisman, is on her maiden voyage and can accommodate up to 12 guests in six spacious cabins including the owner's VIP suite. *Sea Eagle II* has two NZ captains, Tod Thompson and Max Cumming, who both coincidentally call Russell home.



*Sea Eagle II* is currently at Port Nikau, Whangarei, undergoing refit work managed by Integrated Marine Group.





*Sea Eagle II* has two NZ captains, Tod Thompson and Max Cumming, who both coincidentally call Russell home.

NZ Marine member Integrated Marine Group (IMG) arranged for *Sea Eagle II* to gain entry into New Zealand through the border exemption programme negotiated by NZ Marine which has resulted in 25 superyachts gaining entry to NZ for refit/repairs in the last eight months. These yachts are now providing business and significant employment in the Whangarei and Northland areas.

IMG act as both *Sea Eagle II*'s vessel agent and project managers responsible to manage the repair works for which they were allowed entry. The scheduled work at Port Nikau entails build yard warranty work, on behalf of Royal Huisman and other European suppliers, and ongoing routine maintenance work.

IMG now have an office in Port Nikau, Whangarei, and are working in conjunction with Port Nikau to ensure an efficient works programme for visiting vessels and pleasant stay in the region.

As well as *Sea Eagle II*, Integrated Marine Group also is currently managing refit works onboard MY *Senses* and SY *Altair* in Port Nikau. MD Mark Wightman says the diversity of these three vessels serves to highlight IMGs broad skill set and experience in the refit sector. He

proudly adds that this is their seventh refit period conducted onboard MY *Senses*. The *Senses* refit programme has entailed three months' work at Heron Ship Repair slipway followed by a further four months, completing works at the Port Nikau facility.

[www.integratedmarinegroup.com](http://www.integratedmarinegroup.com)  
[www.bayofislandsmarina.co.nz](http://www.bayofislandsmarina.co.nz)







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