



NZmarine
INDUSTRY ASSOCIATION

News

Summer 2023

TOP OF THE CHARTS

Boating now New Zealand's top leisure activity



What's inside

- New honorary members
- Latest statistics
- Boat show bonanza
- Visiting yachts return
- MAST Academy
- Member news

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President's Report



Garry Lock
President
NZ Marine Industry Association

Looking back, looking forward

LOOKING BACK AT THE PRESIDENT'S REPORT from early last year, it conjectured as to what the future might hold.

Among the predictions were that supply-chain issues were going to remain a challenge, and that material costs would continue to increase. We were working towards to sea border being reopened mid-2022, and developing a strategy to get cruising boats back into the Pacific and owners and boats into New Zealand under the refit policy.

So we had an idea of what to expect, and had discussed strategies that would best support the NZ Marine Industry Association's projected needs. We are now in the process of executing these plans. Post the border reopening on August 31 2022, events in the local market unfolded as expected, with supply-chain issues and material-cost increases. The associated rate of inflation as a result of material-cost increases and labour shortages are all having an impact, but the market has shown resilience.

The best support we can offer the local industry is to provide the opportunity to display their products at the Auckland Boat Show. The timing of the show from March 23-26 2023 is a great opportunity to showcase the industry as the market does indeed revert to historical averages.

For the refit and repair market, the need to reinvigorate the Pacific cruising grounds has been a focus, with considerable input from the New Zealand Marine Export Group. The key strategy has been around partnering with Fiji, Tahiti and Australia in disseminating up-to-date border information for cruising vessels. The NZ Marine Industry Association has provided regular updates and coordinated the information. The Destination New Zealand publication and the Superyacht New Zealand website have been completely updated to support this Pacific push. In response to this promotional activity being rolled out by the experienced team at NZ Marine, it was pleasing to see in the later part of 2022 the return of the inflow of foreign-flagged cruising and superyachts to New Zealand and the related business it is providing many of our member companies.

As part of NZ Marine's role to support the New Zealand Marine Export Group, Stacey Cook and New Zealand Trade and Enterprise supported the Superyacht Cup in Palma in June 2022. We were also represented by New Zealand Marine Export Group board member Gareth Hodson in Monaco.

In late 2022, Peter Busfield attended the Fort Lauderdale International Boat Show, which we identified as the key target market in which to develop a superyacht charter business in New Zealand, again as part of the Pacific push. We gratefully acknowledge the support of NZTE and Auckland Unlimited with this event.

We also had nine New Zealand companies exhibiting and fifteen 'walkers' at the METSTRIDE Show in November 2022.

The Commercial Vessels Group's directory outlining products and services has been updated – another major piece of work – and distributed to the commercial

market. The CPC programme is going from strength to strength, with additional members now approved to plate their boats for the New Zealand and Australian markets. Boat broker companies have been working in collaboration, resulting in a revised/refreshed code of ethics and sale and purchase documentation. New Zealand-designed and -built electric ferries are being procured by ferry operators nationwide, and in Auckland have been well supported by Auckland Transport.

SailGP is a welcomed international event coming to New Zealand in 2023 and 2024, and with the yachts designed and built in New Zealand is a great flagship profiling our technology-based industry internationally. While many of the potential America's Cup 2024 benefits have been lost due to the event's move to Barcelona, we need to recognise the reality and plan to leverage the opportunities that a prime-time central European event could potentially deliver.

The NZMACITO transition to MAST Academy is now complete. MAST is now not only arranging training but also can now deliver training – a subtle but key point of difference between NZMACITO's more limited capabilities and MAST's new operating remit. The MAST shareholding has been transferred from the interim shareholder New Zealand Marine Export Group to the Boating Industries Association (NZ Marine). To achieve this, NZMACITO was formally disestablished by the Minister of Education, and following this MAST received approval from NZQA to update their shareholding on August 18 2022.

The training numbers have grown to around 700. The Outdoor Fabric Product Association trainees have been added to the portfolio of programmes offered by MAST. Chris van der Hor and the team are working hard, with the help of employers, to make a dent in the current labour/skills shortfall!

Other changes are coming, with more stringent biosecurity rules aimed at limiting the spread of invasive species around our coastlines. The allowable standard of light fouling will become commonplace, and there will be a need/case for more haul-out infrastructure. We can also expect more marine conservation areas to be developed for the long-term environmental benefits of Aotearoa.

Our financial position has been maintained through the pandemic and the Events Transition Support Payment we received from the Government as part compensation for the cancelled March 2022 Boat Show was a key contributor to our current position.

Thanks to the Board of Management for their support and guidance through the past year and the work of the NZ Marine Industry Association Team.

Garry Lock
President, NZ Marine Industry Association

A Note from the Executive Director



Peter Busfield
Executive Director
NZ Marine Industry
Association

The joint meeting of the NZ Marine, NZ Marine Export Group and MAST Academy boards was held at NZ Marine on 15 November 2022.



Celebrating connectedness

THE MARINE INDUSTRY in New Zealand is fortunate to have so many enthusiastic and smart people who volunteer their time to form the 16 various boards and committees which serve their respective sectors of the industry (see following pages). On occasion we stop and acknowledge people who have gone well beyond what might be expected of them, and this is evidenced by the Honourable memberships recently bestowed on John Street and Lionel Sands (see page 6-7).

This also reminds me of the importance of our annual 'stalwarts' get-together at the Auckland Boat Show, where we celebrate past and current achievements with those who formed the industry that we enjoy today. After three years of not being able to host the show (and this function), we very much look forward to being able to do so in March 2023.

Peter Busfield
Executive Director



Past President Myles Fothergill and Executive Director Peter Busfield address guests at the 2018 Stalwarts get-together at the Auckland Boat Show.

NZ MARINE BOARD OF MANAGEMENT 2022-23

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



Garry Lock
President



Jason Dickey
Vice President



Tracey Stevenson
Vice President



Albear Montocchio
Export Group Chair



Denis Kendall
Board member



Michael Eaglen
Board member



Lisa Easte
Board member



Blair Geldard
Board member



Robert Knox
Board member



Peter Busfield
NZ Marine
Executive Director

At the 57th Annual General Meeting of the Boating Industries Association of NZ Inc (trading as NZ Marine) the above members were elected to the Board of Management. Garry Lock was re-elected (unopposed) as the President, and Tracey Stevenson of Lloyd Stevenson Boat Builders and Jason Dickey of Dickey Boats were both re-elected unopposed as Vice Presidents for the 2022/23 year.

New Honorary Members

Celebrating the contribution of industry stalwarts

John Street

JOHN STREET — accountant, ships' chandler and supporter of all things maritime in the region — is widely regarded as the king of the Auckland waterfront. During his time in the industry the downtown shoreline, Viaduct Harbour and Wynyard Quarter have evolved as a hub for yachts and power vessels of all sizes, and John has played a pivotal role in this city being the 'City of Sails'.

After completing his accountancy exams, John worked at Mason Bros, a marine engineering company that was part of a network of marine movers and shakers known at the time as the 'Waterfront Mafia'. In 1959 John joined his father at the long-established marine supply company A Foster & Co in the 1906 Fanshawe St building that began its life on the waterfront.

As a Boating Industries Association Executive member at the time Robert Muldoon introduced a 20% tax on boats in 1979, John was quick to marshal the industry and campaign against what was perceived as an unjust and potentially

fatal blow at a time when many New Zealand companies were beginning to develop export markets. The next Government eventually reduced the tax to 10%, and the industry prospered.

Street became involved with competitive sailing when yachting manager Don St Clair Brown asked to use the Foster's RIB — the first rigid-hulled inflatable in the country — as a media boat for the Olympic sailing trials. The boat was also called on by the waterfront police for anti-nuclear protests and for Whitbread race start patrol duty.

John also rose to the challenge when the Royal New Zealand Yacht Squadron decided to use French-built Beneteau yachts to form a dedicated match-racing fleet. John realised that would deal a huge blow to our local boatbuilding industry, so he worked with the squadron and McDell Marine to create the Farr MRX fleet, which is still providing a great racing platform for young sailors more than 30 years later.

Street's passion for maritime history

led him to gift an eclectic collection of historic, nautical objects to the New Zealand Maritime Museum in 2017. The exhibition provided a rare opportunity to see John's treasure trove and discover the projects that have helped shape the City of Sails as well as New Zealand's maritime industry.

In 2002, after selling Foster's, he decided he wanted to give back to the boating world and wider community by bringing some of New Zealand's early maritime history back to life. Through his work with the Classic Yacht Charitable Trust, John has been personally responsible for the saving and restoration of many classic yachts. Although he retired as chairman and principal funder of the trust in 2021, he is still involved as founder and patron. John has been at the helm of many of Auckland's maritime projects for over 50 years. We thank John for his outstanding contribution to the New Zealand marine industry and for his significant role as guardian of our maritime heritage.

JOHN'S CONTRIBUTION AND DEDICATION TO OUR INDUSTRY IS LONG AND VARIED:

- Past director of Whitbread Stopover Ltd
- Past Trustee of NZ Maritime Museum
- Past Chairman of NZ International Yachting Trust
- Past member of NZ Yachting Academy
- Past committee member of NZ Yachting High Performance Committee
- Past President of NZ Marine (1986–87)
- Past Executive member of NZ Marine Export Group/Marex
- Past Director of the 2000 America's Cup Village development
- NZ Yachting Federation Honour Award (1994)
- Life Member Yachting NZ
- Sir Bernard Ferguson Yachtsman of the Year 2004
- Founder and patron of the Classic Yacht Charitable Trust
- Awarded Member of NZ Order of Merit in Queen's Birthday Honours List 1996, for services to yachting and maritime affairs.

LEFT: John Street (right) and his wife Lorraine with Peter Busfield (left) and Garry Lock of NZ Marine.



At a special event held at NZ Marine in November 2022, we welcomed John Street and Lionel Sands as two new Honorary members. John and Lionel are only the third and fourth recipients of this award, with the first two recipients being Ian Cook and the late Bob Tait. We were delighted to recognise and celebrate the significant contribution John and Lionel have made to the New Zealand marine industry.

Peter Busfield
Executive Director

Lionel Sands

LIONEL SANDS has been a member of the New Zealand marine industry for literally his entire life, and it's hard to imagine anyone more suited to a career in the New Zealand marine industry. Lionel is a third generation boatbuilder: Lionel's grandfather was a boatbuilder in UK, and then under the guidance of his legendary father, 'Sandy' Sands, apprentice boat builder Lionel built his first boat, a 12 foot Seacraft clinker dinghy.

He worked in all facets of the business before gradually taking over from his illustrious father, becoming an accomplished boat builder, designer and salesman for the company's growing range. In that time, he played an integral part of the switch from the solidly built timber boats of the 1960s to the gleaming GRP boats of today. It represented a radical departure from traditional boatbuilding skills, but Lionel recognised it as the new way forward.

In the early 1970s Lionel also spent a couple of years working for Jim Young, building wooden Vindexes and NZ37s and 43s. He had a huge respect for the designer and boatbuilder and remembers learning a lot about himself while working for him.

Lionel oversaw the purchase of the Haines Hunter franchise in the 1980s and the later acquisition of the brand. Over the following years, he quickly built Haines Hunter into one of New Zealand's top GRP boat brands, a position it still holds today.

Lionel modified designs to meet the growing demand for bigger models in the 1980s — the Haines Hunter SF700 Mark I model came out of the moulds in 1986, just in time for the IMTEC show, a forerunner of today's Auckland On the Water Boat Show — and it was an instant hit, with twenty-five sold over the three days.



ABOVE: Lionel Sands (second from left) and family members, wife Peggy and grandson Luka, with Peter Busfield (left) and Garry Lock of NZ Marine.

In 1993 and '94, Lionel again followed in his father's footsteps and became president of the Boating Industries Association of NZ (now NZ Marine). Lionel was also integral in the setting up of the Boating Industry Training Organisation in the mid-1990s

Lionel's proactive, passionate and pioneering spirit has helped develop and lead the industry...

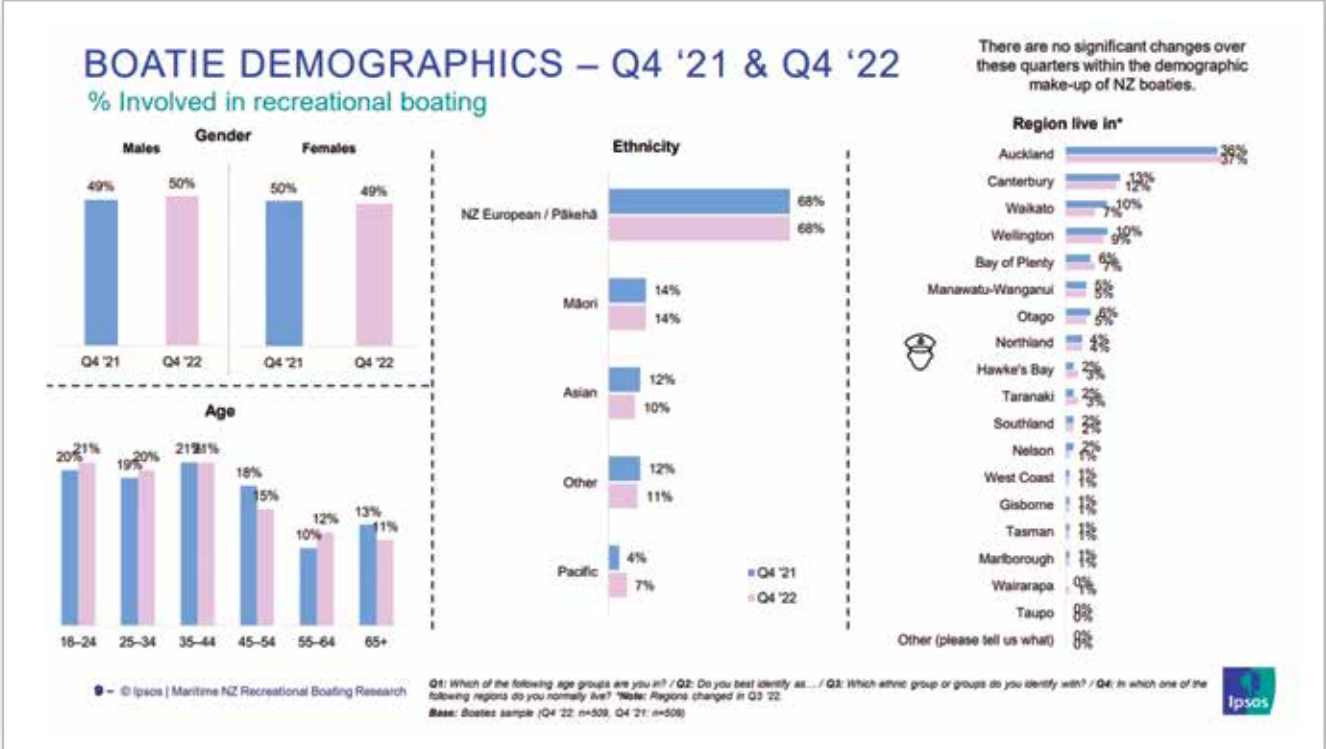
(now MAST Academy) and the successful audited boat-building CPC programme, of which Lionel was the chairman for many years.

Apart from the time he spent with Jim Young and three years building boats in Fiji, Lionel has spent his entire

working life with his company, now known as Haines Hunter NZ. There isn't an official record of just how many Haines Hunters have been built in New Zealand, but the estimated figure is in excess of 6500.

Lionel has helped thousands of Kiwis get onto the water in a boat, sponsored numerous maritime events and steered dozens of young apprentices into a life building the world-renowned Haines Hunter trailer powerboats.

Lionel's proactive, passionate and pioneering spirit has helped develop and lead the industry through some tough times and he has been an inspiration to generations of young boat builders. Lionel is a very wise stalwart of the industry who is always available to assist others in their endeavours, and we see honorary membership as appreciation of his services to this great industry.



Source: Maritime NZ

Statistics on the New Zealand Marine Industry

Comparison of the financial year ending March 2022 with calendar year 2019

Sources: PowerStats Ltd surveys 2022 and 2019
2022 results, version date: 6 September 2022
2019 results, version date: 24 November 2020

Business categories	Total revenue (\$NZD million)			Domestic revenue (\$NZD million)			Export revenue (\$NZD million)			Export revenue as % of total	
	2022	2019	% change	2022	2019	% change	2022	2019	% change	2022	2019
Build - Boat builders (incl refit)	\$796.7	\$597.3	33%	\$612.5	\$432.1	42%	\$184.2	\$165.2	12%	23%	28%
Build - Trailer manufacturers	\$25.6	\$16.3	57%	\$24.9	\$16.3	53%	\$0.7			3%	
Build - Naval architects and designers	\$18.8	\$16.5	14%	\$12.7	\$12.1	5%	\$6.2	\$4.4	40%	33%	27%
Build - Engine distribution, repair and installation	\$293.4	\$258.8	13%	\$284.7	\$238.0	20%	\$8.7	\$20.8	-58%	3%	8%
Build - Imported material suppliers	\$31.3	\$20.4	53%	\$30.7	\$18.4	67%	\$0.6	\$2.0	-69%	2%	10%
Build - Imported equipment and chandlery	\$253.8	\$354.6	-28%	\$231.6	\$336.9	-31%	\$22.2	\$17.7	25%	9%	5%
Build - Engineering and maintenance services	\$30.5	\$31.0	-2%	\$25.7	\$21.8	18%	\$4.8	\$9.2	-48%	16%	30%
Build - Electrical services	\$36.7	\$44.4	-17%	\$28.0	\$34.1	-18%	\$8.7	\$10.3	-15%	24%	23%
Build - Other services (incl haulage, cleaning etc)	\$35.7	\$13.8	159%	\$29.0	\$11.9	143%	\$6.8	\$1.9	259%	19%	14%
Boat builders - subtotal	\$1,522.4	\$1,353.0	13%	\$1,279.6	\$1,121.5	14%	\$242.8	\$231.5	5%	16%	17%
Deal - Importers and brokers	\$207.0	\$84.6	145%	\$195.0	\$77.3	152%	\$12.0	\$7.3	65%	6%	9%
Deal - Trailer power boat dealers	\$259.2	\$171.6	51%	\$254.4	\$167.0	52%	\$4.8	\$4.6	5%	2%	3%
Boat dealers - subtotal	\$466.2	\$256.2	82%	\$449.4	\$244.3	84%	\$16.8	\$11.9	42%	4%	5%
NZ Manuf - Spar makers	\$65.7	\$61.5	7%	\$13.1	\$5.5	139%	\$52.6	\$56.0	-6%	80%	91%
NZ Manuf - Sail makers	\$41.3	\$45.6	-9%	\$7.4	\$4.8	54%	\$33.9	\$40.8	-17%	82%	89%
NZ Manuf - Electronic equipment	\$213.7	\$148.9	43%	\$93.4	\$21.7	330%	\$120.2	\$127.2	-5%	56%	85%
NZ Manuf - Major components	\$152.5	\$97.1	57%	\$47.7	\$16.7	186%	\$104.8	\$80.4	30%	69%	83%
NZ Manuf - Boat fittings	\$127.2	\$55.3	130%	\$41.6	\$32.0	30%	\$85.6	\$23.3	267%	67%	42%
NZ Manuf - Safety gear (incl. clothing)	\$16.4	\$8.6	90%	\$9.1	\$3.9	133%	\$7.3	\$4.7	55%	44%	55%
NZ Manuf - Materials	\$73.4	\$49.7	48%	\$30.3	\$38.9	-22%	\$43.0	\$10.8	299%	59%	22%
NZ Manufactured equipment - subtotal	\$690.1	\$466.7	48%	\$242.7	\$123.6	96%	\$447.4	\$343.1	30%	65%	74%
Other - Brokers	\$8.0			\$7.6			\$0.4			5%	
Other - Insurance	\$30.9	\$60.6	-49%	\$26.0	\$60.6	-57%	\$4.9			16%	
Other - Marketing and media	\$13.1	\$13.7	-4%	\$8.8	\$7.0	26%	\$4.3	\$6.7	-36%	33%	49%
Other - Yacht agent	\$19.2			\$8.0			\$11.2			58%	
Other - All other	\$63.3	\$33.6	88%	\$40.9	\$32.5	26%	\$22.4	\$1.1	1974%	35%	3%
Supporting services - subtotal	\$134.5	\$107.9	25%	\$91.4	\$100.1	-9%	\$43.1	\$7.7	456%	32%	7%
Marinas and drystacks	\$84.1	\$86.4	-3%	\$76.3	\$81.2	-6%	\$7.8	\$5.3	49%	9%	6%
Supporting services - subtotal	\$84.1	\$86.4	-3%	\$76.3	\$81.2	-6%	\$7.8	\$5.3	49%	9%	6%
Total	\$2,897.3	\$2,270.2	28%	\$2,139.4	\$1,670.7	28%	\$757.9	\$599.5	26%	26%	26%

NB1: the 2022 boat builders value includes \$315M of trailer powerboat manufacturing revenue
NB2: the 2019 boat builders value includes \$213M of trailer powerboat manufacturing revenue
NB3: the 2019 "Engine distribution, repair and installation" data have been adjusted

Boating is New Zealand's largest recreational activity, with 1.9 million people, or 40 percent of New Zealanders, participating in boating each year, according to the latest statistics provided by Maritime New Zealand. A survey by NZ Marine has also revealed a \$2.9 billion industry, more than 1,540,000 boats in New Zealand and an annual growth of an estimated 44,810 vessels per year. This rise in boating participation has led to a significant increase in marine industry business internationally and here in New Zealand.

'The marine industry is New Zealand's largest non-agricultural manufacturing industry,' says NZ Marine CEO Peter Busfield. 'It's an industry built on high-tech design, industry-led training and passionate people.'

The survey results show substantial growth for the New Zealand marine industry, taking the total turnover from \$2.3 billion in 2019 to \$2.9 billion in the 12-month period to 31 March 2022.

'We've seen strong growth of 28 per cent in the domestic market, as well as export growth of 26 per cent,' Busfield says. 'Given the challenges with material supply, international freight and distribution disruptions worldwide, this growth is a credit to the more than five hundred member companies of the NZ Marine Industry Association. As an industry, we can be proud of the substantial contribution we make to the New Zealand economy.'

While further industry growth is restricted in part by staff shortages, the industry-owned Marine and

Specialised Technologies Training Academy (MAST) is able to mitigate the effects of this in part. The marine industry has 275 businesses employing and training 760 apprentices nationwide via MAST. However, Busfield says more apprentices are urgently needed.

After a two year hiatus, NZ Marine is looking forward to supporting its members once again through staging the Auckland Boat Show from 23-26 March, the largest on-water event planned for Auckland in 2023. The event is the most extensive of its kind in New Zealand, held in the heart of central Auckland in Jellicoe Harbour, the former America's Cup bases, and acts as a showcase for the newly released vessels, new innovations and services from the marine industry. After a period of strong industry growth, the show is expected to be one of the biggest held in the over 20 years that it has been staged.

'Our high-tech industry is known

globally for its manufacturing and design, and we also market New Zealand as the main South Pacific charter and refit base to international superyachts and cruising yachts as part of our export strategy. This double-pronged approach has us on track to achieve our export revenue goal of \$1.4 billion by 2030,' Busfield says.

The NZ Marine Industry Association is formed of 500 member companies, representing over 80% of total industry turnover. It supports the growth of the marine industry through exhibition events like the Auckland Boat Show, its apprentice training academy MAST, and member support and advocacy.

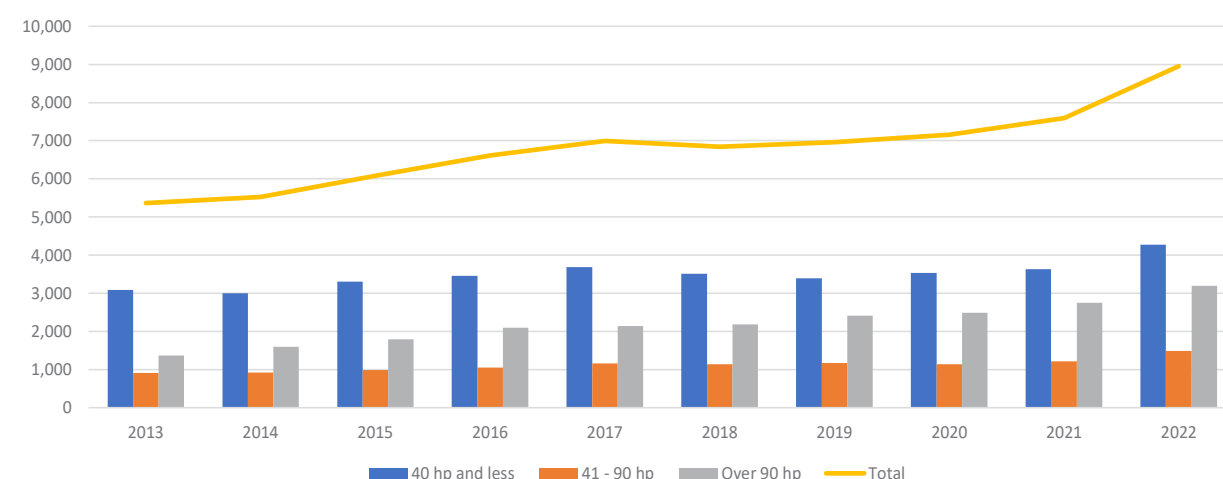
The association also represents its members on the global stage through targeted marketing strategies which take New Zealand capability to the world, and markets New Zealand as a refit, cruising and charter destination through industry events and media campaigns.

Industry Statistics

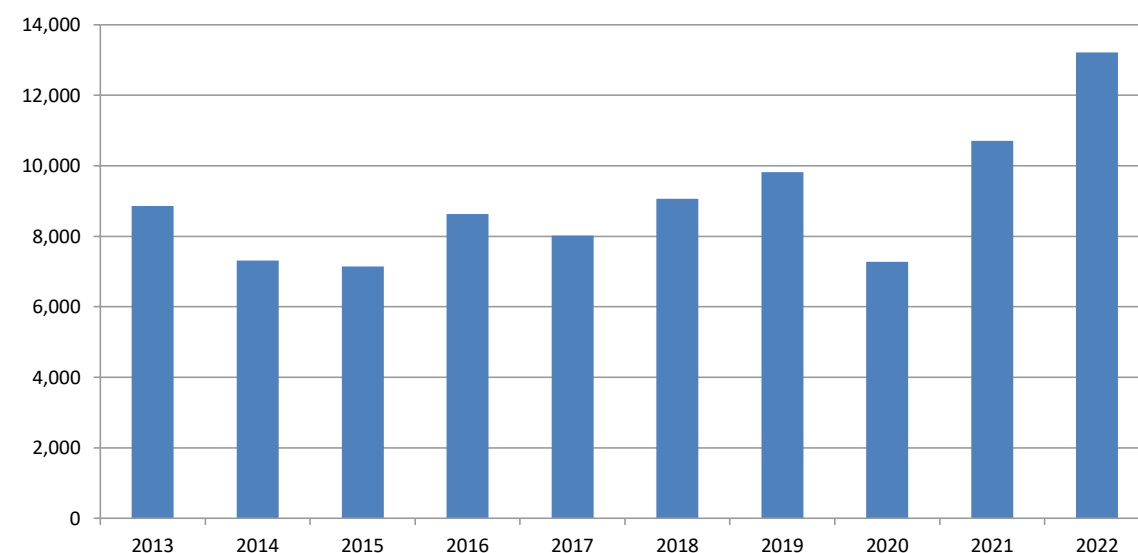
New Zealand outboard motor sales to December 2022

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.

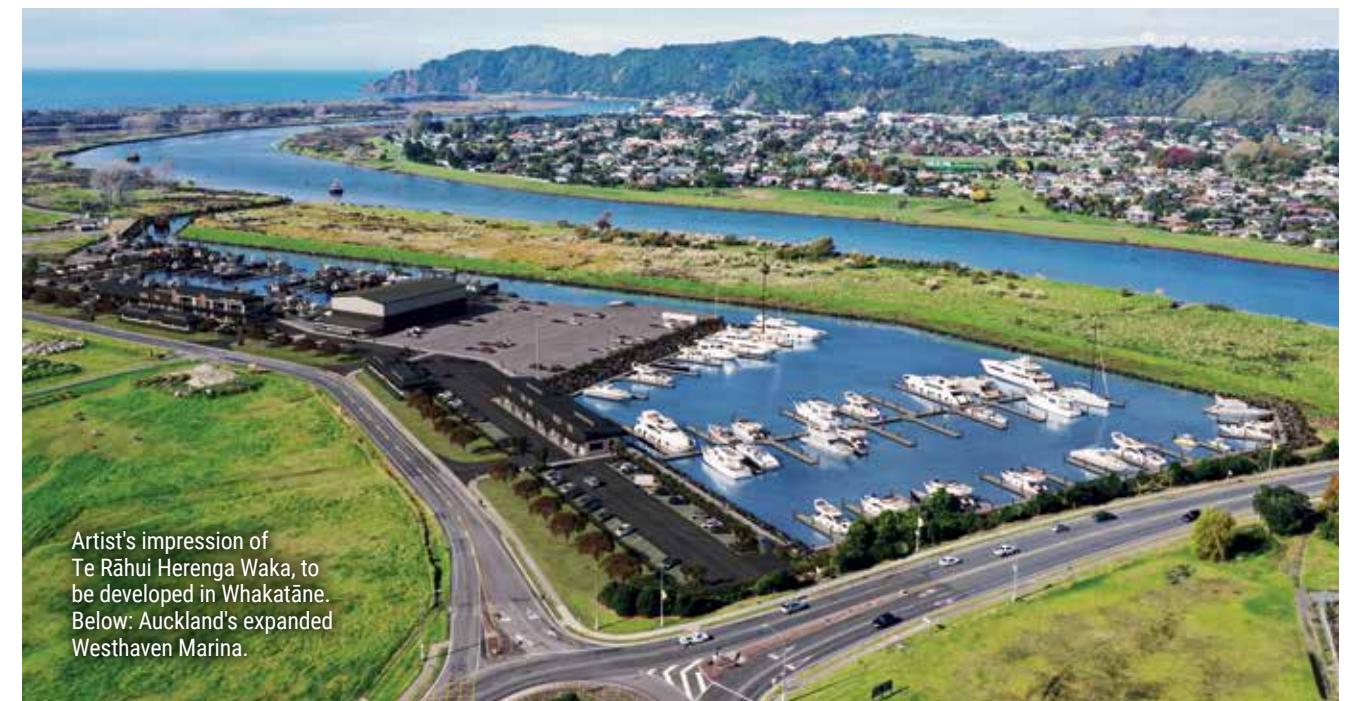
**RETAIL SALES OF OUTBOARD ENGINES IN NEW ZEALAND BY YEAR
(AS REPORTED BY OUTBOARD ENGINE DISTRIBUTORS ASSOCIATION MEMBERS 2013 - 2022)**



TOTAL OUTBOARDS IMPORTED INTO NEW ZEALAND PER YEAR



NZ Marina Operators Association



Marinas growing to meet demand

Chris Galbraith, chair of NZ Marine's sister organisation the New Zealand Marina Operators Association, says capital investment is a sure sign the sector is in good health.



'THERE HAS BEEN PLENTY over the past twelve months, both in water- and land-based developments, including haulout equipment.' Despite water-space constraints, new marinas are being built at Waiheke Island near Auckland and at Whakatāne.

New and expanded boatyards are strategic assets for the commercial marine sector. Galbraith explains: 'Marinas and boatyards are like an environmental gateway to make sure the impact of vessels through biofouling, maintenance and waste discharge is minimised. New Zealand has been particularly innovative in this area, setting benchmarks both through the Clean Marinas programme and the strict environmental standards needed to construct or expand a new marina in recent years.'

FROM NORTH TO SOUTH, SOME OF THE NEW AND RECENT PROJECTS INCLUDE:

- Upgrade of the 8000 sq m boatyard at Bay of Islands Marina
- A new 114-berth marina in Whangārei
- Auckland: significant expansion of Orams Marine Village in Auckland for superyachts and the local fleet; Westhaven Marina nearing the end of the suite of projects outlined in its 2012 masterplan; Half Moon Bay extensively refurbished and

expanded; and Tāmaki Marine Park acting as an important part of the solution to Auckland's infrastructure shortage

- Kennedy Point Marina at Waiheke Island is under construction
- Te Rāhui Herenga Waka in Whakatāne will be the first boat harbour owned by Māori in New Zealand
- The \$20 million Queenstown Marina opened in November 2022, with 85 berths. A further 85 berths are now underway, and a suite of new commercial buildings will be available for occupation in 2025.
- Since opening in May 2018, the 170-berth Te Ana Marina has breathed life back into Lyttelton's west-side waterfront
- A masterplan is now being finalised for Nelson Marina in the top of the South Island that will enable this operation to meet the needs of the region for the future.
- Marsden Cove Marina and VesselWorks in Tauranga are relatively new operations creating maritime hubs and operations for their regions.

These are just some of the projects currently underway. To keep up to date, please subscribe to NZMOA's newsletter at www.nzmoa.com or follow them on Facebook or LinkedIn.
by Zoe Hawkins for NZMOA



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NZ Marine Industry Sector Groups 2023

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NZ Marine Export Group

NZ MARINE EXPORT GROUP BOARD MEMBERS

We welcome back our Board members for the 2022–2023 year



Albear Montocchio
Chair



Clint Jones
Vice-chair



Garry Lock
NZ Marine President



Gareth Hodson
Board member



Mark Wightman
Board member



Richard Thorpe
Board member



Neven Barbour
Board member



Glen Orr
Board member



Stacey Cook
Export Group Manager



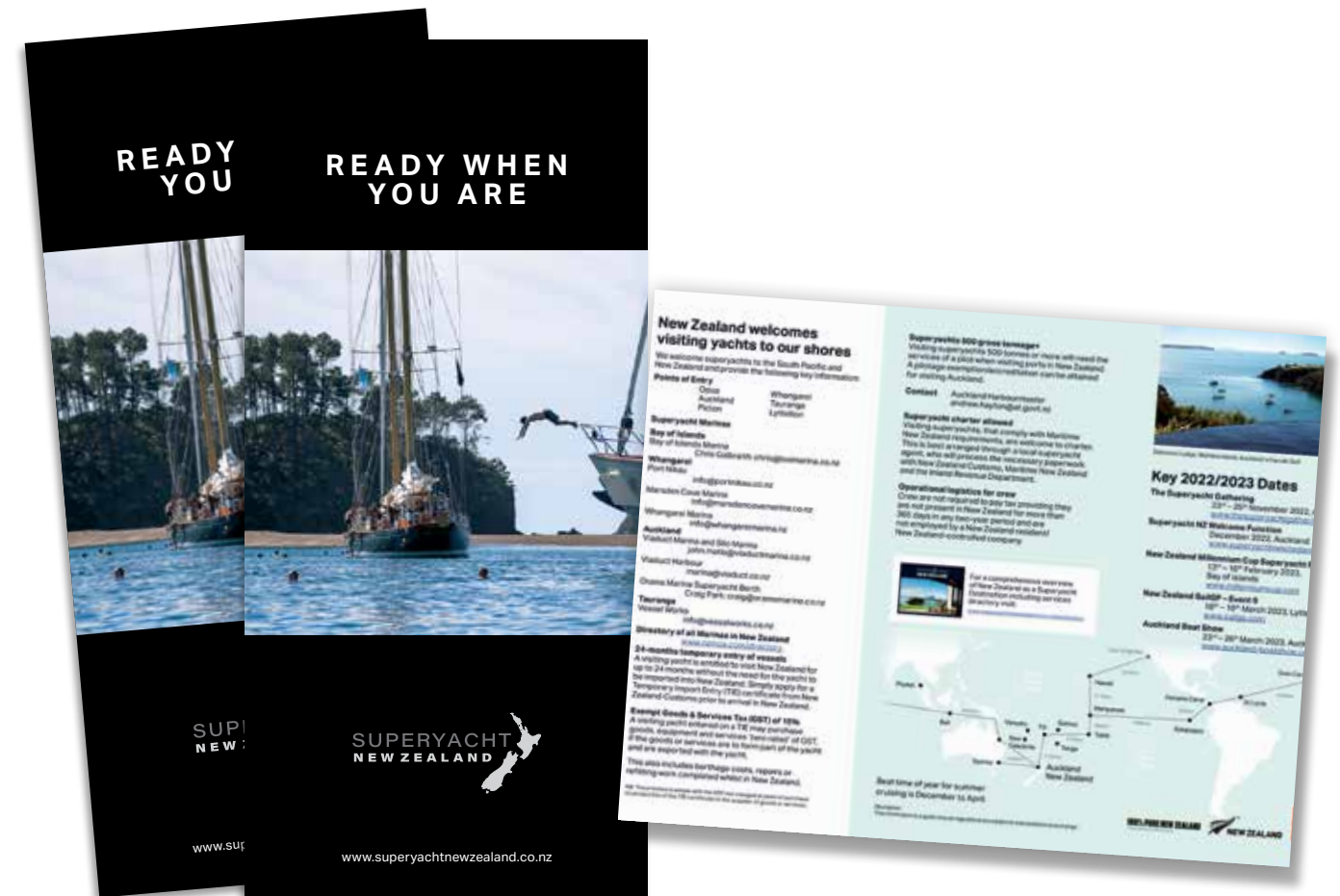
Peter Busfield
NZ Marine Executive Director

At the NZ Marine Export Group AGM, held on 14 September 2022, the above board members were nominated and approved. At the subsequent Export Group board meeting, Albear Montocchio was elected chair, with Clint Jones elected as vice chair.

WHILE THE NEW ZEALAND sea and air borders were closed from 2020 to mid-2022, the NZ Marine Export Group board focused on priority objectives such as allowing superyachts to come to New Zealand, and in more recent months formulated plans to increase and continue our long-standing promotion of New Zealand as a superyacht and cruising destination. We were successful in getting an exemption for superyachts and cruising yachts booked for repair/refit/maintenance work of over \$50,000 to be granted entry to New Zealand, and an extension for foreign-flagged yachts already in New Zealand to stay until June 2023.

Destination and Cruising NZ guide

We have published the latest version of this guide for promotion at Superyacht Cup Palma, Fiji, Fort Lauderdale International Boat Show and for METS. This guide has been very well-received.



Superyacht New Zealand

THE GOAL IS TO INCREASE the number of superyachts coming to New Zealand back to 60 superyachts per annum by 2024, providing a potential \$210 million in business to the marine industry.

In April 2022 we approved our Superyacht New Zealand business plan 2022–24 and have since been very active in approaching local and central government for support. We have held presentational meetings and gained support from Dan Taylor, NZTE head of manufacturing, Nick Hill (CEO) and Pam Ford (Director Investment and Industry) of Tātaki Auckland Unlimited and Hunter Nottage, Director of Economic Development and Transitions at MBIE, to showcase our business plan and activities to bring the business back to New Zealand.

The NZ Marine Export Group board has approved \$126,000 of reserves to start this activity. Here is an overview of some of our achievements and upcoming projects:

In May 2022, the NZ Marine Export Group created a new division focusing solely on increasing the number of superyachts visiting New Zealand between May 2022–December 2024: Superyacht New Zealand.



SUPERYACHT NEW ZEALAND BRAND CREATION AND WEBSITE

We have created a new brand, content and assets of logos, videos, photos and a website, www.superyachtnewzealand.co.nz, through which to channel our promotional activities.

SUPERYACHT NEW ZEALAND LAUNCH, 20 JUNE 2022

We officially launched the brand to the NZ industry on 20 June 2022, with a function at NZ Marine House. This was well attended and we received good feedback on this new initiative.

10-MONTH PR & MARKETING CAMPAIGN

We have contracted Albatross PR for digital, social, website and newsletters/press releases, focusing on our marketing goals of:

- increasing the length of stay of superyachts in the country
- establishing New Zealand as the charter base the South Pacific
- cementing its place as the superyacht adventure destination in the South Pacific
- promoting the capability of New Zealand companies to build, service and refit superyachts

'READY WHEN YOU ARE' BROCHURE

This brochure is a small, DLE size which has key contacts and information for yachts visiting New Zealand. It also has a compilation of entry requirements to Australia, Tahiti, Fiji and New Zealand that we coordinate. This brochure has been very well-received by yacht owners and captains.

Over 20 New Zealand marine companies attended METS 2022.



METS

15–17 November 2022

WE WERE PROUD TO SUPPORT over 20 New Zealand companies attending the largest marine equipment trade show in Europe, METS. The 2022 event was well supported by the NZTE Europe team, with the Kiwi Café being hired again for meetings and a New Zealand networking function.

Stacey Cook was on the 8m Superyacht NZ stand, which was utilised every day by companies walking the show for meetings or just simply as somewhere to sit down and network. We have pencilled in more space for 2023, so if you are thinking of attending the show please contact Stacey Cook.



Fort Lauderdale International Boat Show



Peter Busfield with CEO of Burgess Yachts Jonathan Beckett and Charmaine du Plessis.

PETER BUSFIELD was the New Zealand representative on site at the show this year. We had the great support of NZTE North America and also Tātaki Auckland Unlimited with our promotional activities, and we partnered with Boat International for an exclusive captains' networking event.

We partnered with the US Superyacht Association to have New Zealand profiled on the Friday of the show and started a digital campaign with The Superyacht Group. Peter was asked to present to the 60 participants on 'Destination New Zealand' (one of only three countries asked). The five-minute presentation included prepared short videos and was very well-received. Peter gained further insight on how we can promote New Zealand, with a goal of being the superyacht charter hub of the South Pacific.

Superyacht Cup Palma

29 June - 2 July 2022



STACEY COOK ATTENDED THE SUPERYACHT CUP

PALMA regatta in June 2022 as the representative of NZ Marine Export Group/Superyacht NZ, to support the ongoing profile and partnership New Zealand has with the event. NZTE supported the event by continuing the funding for New Zealand as the destination sponsor, which included a race day.

On the New Zealand race day the team went around to every entry to hand over a SYNZ/NZTE branded tote bag with the Destination NZ publication and Ready When You Are DLE brochure. These bags were very well-received.



ABOVE: The Destination New Zealand team at the Superyacht Cup Palma, June 2022, led by NZTE and Superyacht New Zealand.

LEFT: Stacey Cook hands out the SYNZ tote bags to race entrants.

The Superyacht Gathering

NZ MARINE EXPORT GROUP was a Sponsor of the event, with the NZ Marine Industry Association, Stacey Cook (below) presenting at the conference in November.



Superyachts.com joint South Pacific promotional video

SUPERYACHTS.COM is a newly established yet very well recognised digital superyacht media house. New Zealand is included in the South Pacific video, which will be promoted through superyachts.com and also by Australia, Tahiti and Fiji. This video is available on www.superyachtnewzealand.co.nz

Monaco Yacht Show

PARTNERSHIP with NZTE at the Monaco Yacht Show 2022 for a New Zealand networking event.

2023/2024 plans

THE FOCUS IS ON PROMOTING our members and New Zealand as a destination for cruising and superyachts, and we have great support from NZTE and Tātaki Auckland Unlimited in our promotional activities. We are researching how we best leverage off the America's Cup in Barcelona 2024, and are looking forward to increasing our promotional activities and assisting our members internationally.

Destination and Cruising NZ

Updated Destination & Cruising New Zealand has global reach

The 2023–24 edition of the *Destination & Cruising New Zealand* publication was promoted widely at international events in 2022, including the Palma Superyacht Cup, Fiji, Monaco Yacht Show, Fort Lauderdale International Boat Show and METS Amsterdam. Plans are also underway to distribute copies via the international offices of NZ Trade and Enterprise.

PETER BUSFIELD attended the US Superyacht Association Destinations Luncheon on 27 October 2022, as part of the Fort Lauderdale International Boat Show, and presented to the 60 influential participants on 'Destination New Zealand' (New Zealand was only one of three countries invited to present). The five-minute presentation included short videos and was very well received.

The demographic of the attendees was mainly seniors of superyacht associations and superyacht charter agents, who were all keen to take copies of the *Destination & Cruising NZ* book and the Superyacht New Zealand brochure.

At the meeting, attendees discussed a strategy on how to increase visitation of superyachts to areas including the Caribbean, South Pacific, New Zealand and Australia.

A 'New Zealand Day' was also held 28 October on the US



ABOVE: Peter Busfield presents the *Destination & Cruising NZ* publication to Claus-Ehlert Meyer, MD Deutsche Yachten, and Julie Balzano, MarineMax brand marketing manager.

Superyacht Association stand in the Bahia Mar Yachting Centre in Fort Lauderdale, where Craig Park, Rachael Busfield and Scott Wentworth engaged with international media, superyacht captains, yacht designers, and fielded general enquiries on Destination New Zealand. The team was also delighted to welcome legendary yacht designer Ron Holland to the stand.



ABOVE LEFT: Left to right: Craig Park (Superyacht New Zealand/Orams Marine) and Rachael Busfield (Superyacht New Zealand) with Ron Holland of Ron Holland Design and Laura Fuge, yacht designer, engineer and director of Ron Holland Design.

ABOVE RIGHT: Peter Busfield with Dean Trantalis, Mayor of Fort Lauderdale, and David Good of Australian International Marine Export Group.



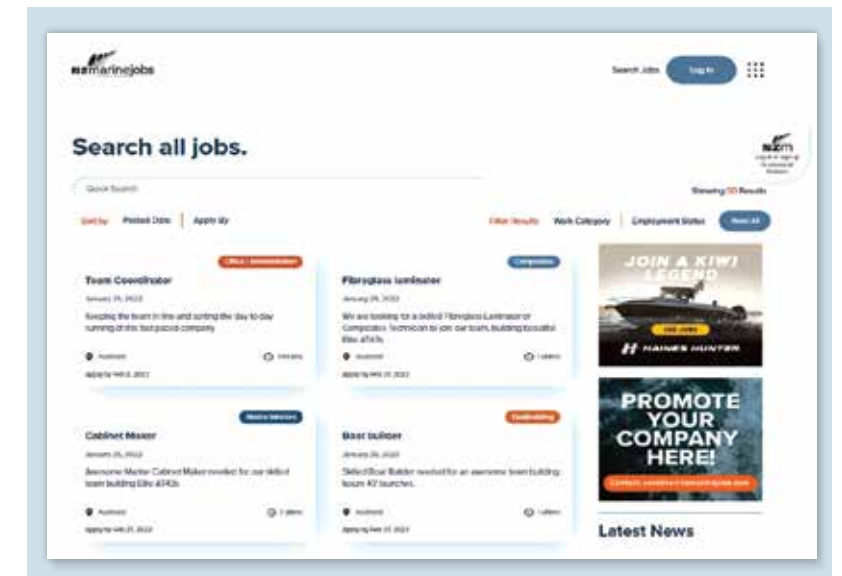
Database of marine talent developed by NZ Marine Jobs

As the marine industry continues to enjoy growth, www.nzmarinejobs.com brings together employers and those looking for new roles within the sector.

NZ MARINE MEMBERS can advertise positions on the site, knowing they will be seen by those with suitable skills and experience. As well as being marine-focused, [nzmarinejobs.com](http://www.nzmarinejobs.com) is far more cost-effective than other channels, with members able to post job vacancies for only \$30 + GST per month.

A database of marine talent is being developed, as job-seekers register as a candidate to view full details of jobs on offer. Those signed up to the site can save jobs to their watchlist, create reminders and have job notifications sent directly to their inbox.

www.nzmarinejobs.com



**The platform connecting
marine industry talent
with employers.**



www.nzmarinejobs.com

Commercial Vessels Group



NZ Marine publishes updated Commercial Vessel Directory

The New Zealand Commercial Vessels Group has published the 2022 Commercial Vessel Directory, profiling New Zealand's commercial boat building, design, engineering, vessel repair, maintenance and refit capability.

MEMBER COMPANIES operate independently, but the Commercial Vessels Group 'umbrella' presents their collective skills, coordinated by NZ Marine, as a formidable, one-stop-shop for commercial vessel projects. By working together, the companies under the group are far more effective in servicing international and domestic markets.

The New Zealand marine industry is internationally respected as one of the most innovative and efficient creators of high-tech vessels and marine equipment in the world. Governments worldwide are now increasingly looking to New Zealand for procurement of vessels for defence, coastguard, Customs, police, pilot, conservation and transport (ferry) operations.

New Zealand has a favourable exchange rate and, more importantly, the quality of build ensures a very long life of service from New Zealand-built vessels. This directory showcases some of New Zealand's world-class commercial vessel capability.

www.nzmarinevessels.com



CPC Group



CPC Group grows in strength

Established in 1997, the NZ Marine-Coastguard New Zealand-approved CPC programme has grown to include 20 of New Zealand's top trailer boat manufacturers, producing a range of fibreglass and aluminium boats, and RIBs as well.

THE PROGRAMME SETS STANDARDS for materials and structural design, fuel and electrical systems, bilge pumps and safe on-the-water performance, as well as offering a two-year structural guarantee.

The CPC programme is unique in that an independent marine surveyor visits and audits each approved manufacturer annually to make sure boats are built to the high-quality CPC standards for safety.

We welcome our newest CPC members, who have joined the programme in the past twelve months:

WHITEPINTER BOATS

FREWZA BOATS

KINGFISHER BOATS

We look forward to continued growth of the group, as the boating public increasingly look to buy a boat they can trust for safer boating with their family.

www.cpcstandard.com

You & your family can trust a CPC Boat.



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

- | | | |
|--------------------|--------------------------|-----------------------|
| ✓ Buccaneer Boats | ✓ KiwiKraft | ✓ Smuggler Marine |
| ✓ Extreme Boats | ✓ Marco Boats | ✓ Southern Boats |
| ✓ Fi-Glass | ✓ McLay Boats | ✓ Stabicraft |
| ✓ Frewza Boats | ✓ Offshore Boats NZ | ✓ Tristram Marine |
| ✓ Haines Hunter | ✓ Rayglass | ✓ Ultimate Boats |
| ✓ Huntsman Boats | ✓ Salthouse Boatbuilders | ✓ White Pointer Boats |
| ✓ Kingfisher Boats | ✓ Seaforce Marine | |



cpcstandard.com



Auckland Boat Show



Tristram Boats

All things marine on show downtown

Legacy Marine Paragon



Smuggler Marine 800 Amphibious



When the Auckland Boat Show kicks off on 23 March, it will be with a record number of brands within its gates.

THE 2023 SHOW will see exhibitors present close to 500 marine brands to a public hungry for nautical products, with boating now New Zealand's most popular recreational activity. Statistics commissioned last year by NZ Marine showed 1.9 million people, or 40 per cent of New Zealand's population, participate in boating each year, with show organisers keen to capitalise on the uptake in on-water activity.

Exhibiting companies are set to use the upcoming show as a launching pad for the innovation which has exploded within New Zealand during a thriving few years in the industry. Rapid growth and record boat sales have seen the country's boat builders create new models, boundary-pushing innovations, and a range of vessels to feed the appetite of the boating public.

INNOVATION ON SHOW

From amphibious vessels crafted for use in New Zealand's bays and coves, to motor yachts designed as family weekenders for the many islands of the Hauraki Gulf, the latest crop of boats on display at the Auckland Boat Show reflect the enjoyment Kiwis draw from being on local waters.

Take Legacy Marine. The Whakatane-based builder has entered the market with its flagship model, the 25 metre (78 ft 9 in) Paragon, constructed from aluminium. It's one of a series in the new Legacy range which also includes L35, L45 and L52 models, drawn from the boat-building pedigree of Extreme Boats, which has been manufacturing smaller aluminium trailer boats for nearly 20 years.

With the evolution to Legacy Marine, the focus has shifted to larger, luxury vessels designed for extended sport fishing and

cruising adventures. With a top speed of 36 knots, and cruising comfortably at 26 knots, a gyro stabiliser means a comfortable ride for those onboard. A 9000 litre diesel capacity delivers an impressive range and the Legacy team has taken care to produce a vessel with minimised noise and vibration.

From Hamilton, Tristram Boats has released the brand-new diesel-powered Tristram 821 Offshore, featuring an array of state-of-the-art technology to provide aspiring Tristram owners with some serious inspiration for new machines. A class-leading beam and excellent stability add to its fishing credentials, while a range of advanced features, including joystick piloting for Skyhook digital anchoring and unmatched manoeuvrability while docking, provide plenty of options for the advanced angler.

The 821 Offshore was born from Tristram Marine's CAD design programme. Internally driven and managed, Tristram's Research and Development CAD programme puts a pivotal focus on offshore trailer boating and blue-water performance. The result is a trailer boat which will excel as a long-range blue-water game-fishing craft, available in sterndrive, single outboard or twin outboard configurations.

Also in the trailer boat market, Smuggler Marine has reported an upsurge in the popularity of its 800 Mid Cabin Amphibious model, with now over a dozen on order from its West Auckland factory. A number of the proven and capable 800 Mid Cabin Amphibious RIBs have found their way to Waiheke Island for discerning owners wanting more from their boating experience.

'The demand for our Amphibious models, especially the 800, is growing on Waiheke, as well as other coastal communities,' says Smuggler Marine managing director, David Pringle.

Elite Boats has designed 18 metre sport-fisher *Crazy Diamond*, which was built by Weber Marine Boatbuilders and commissioned by an avid fisherman for both coastal and Pacific island fishing. A 6000 litre fuel capacity means Tonga is well within range and moderate-vee hull form makes for the ultimate in head-sea performance.

SEA TRIALS COME TO CENTRAL AUCKLAND

Those in the market for a new vessel will find plenty they can experience via sea trial, to get them excited for a new season on the water. Blackdog Cat will bring its ultra-stable twin-hulled aluminium vessels to the sea trial area, with the Whangārei-built boats demonstrating the stable platform which has made them a favourite among fishermen, divers and families.

It'll be joined in the sea-trial area by fellow Northland company Makaira Boats, with its aluminium vessels designed for stable performance offshore, long-range capabilities and striking

hull design. Innovision's alloy boats feature a longer waterline length for improved ride and performance, finer bow entry to reduce pitching, and extra waterline at the transom for added stability at rest, making them a favourite for fishing, diving and other recreational activities; and the perfect vessel to experience in the sea-trial area.

Alongside those companies will be engines on sea trial including offerings from Mercury Marine and Yamaha Marine, amphibious vessels like Sealegs International, and a selection of trailer boats including models from Euro City Marine, Stabicraft with Kev & Ian's Marine, and Profile Boats.

Auckland-based Sealegs has announced the development and release of an electric amphibious tender: its 3.8 m 3.8TE. The new electric amphibious tender was developed after feedback from superyacht owners and crew, and saw the 3.8TE specifically designed to fit within the lazarette of larger vessels.



Sealegs 3.8TE

Innovation is being delivered in the 3TE through Programmable Logic Switching (PLS) technology coupled with next-generation sensors. To achieve this vision, Sealegs has pioneered amphibious electrification with digital controls and software which it calls AMTRAX. This proprietary system controls the craft using sensors from the environment and information from the outboard, and provides intelligent automated control of the amphibious mechanisms and land traction systems, as well as the water propulsion system.

After a two-year hiatus, NZ Marine is looking forward to supporting its members once again through staging the show, with the event set to be the largest on-water event planned for Auckland in 2023. The event will be held in the heart of central Auckland in Jellicoe Harbour, the former America's Cup bases, with tickets on sale now. After a period of strong industry growth, the show is expected to be one of the biggest held in over 20 years that it has been staged.

auckland-boatshow.com

Lusty & Blundell



Elite Marine's Crazy Diamond





Superyacht welcome

Photos: Matt Crawford Photography



TOP RIGHT: Stacey (NZ Marine), Clint (Propspeed), Clive (NZ Marine) and Craig (Orams Marine).
MIDDLE RIGHT: Matthew and Wayne (SY Sassafras) and Wayne (SY Silvertip).
BOTTOM LEFT: Peter (Southern Spars), Edward (SY Aquarius), Zack (SY Halekai), Greg (Rigpro) and Logan (Hall Spars).
BOTTOM RIGHT: Fred, Jeane (MY Rocinante), Duthie (Catalano Shipping), John (Silo and Viaduct Marinas), Clive (NZ Marine), Guy and Nicola (SY Seahawk).

ensure vessels have world-class facilities.

The past three years has seen New Zealand's inner-city marinas, haul out and refit facilities increase exponentially, and it's now possible to berth an exceptional number of large superyachts in the heart of major cities.

Peter Busfield, executive director of NZ Marine, the organisation which administers Superyacht New Zealand, greeted guests and thanked crew for visiting New Zealand. He invited crew to pick up a copy of the Destination & Cruising New Zealand book, which is

also available for download. Detailing the best of New Zealand cruising, it acts as a companion for crew both planning their New Zealand journey and those already in the country.

www.superyachtnewzealand.co.nz

THE EVENT WAS MADE POSSIBLE THROUGH THE SPONSORSHIP OF THE BELOW COMPANIES:		
37 South Altex Coatings ATTEST Ltd Auckland Boat Show Auckland Engineering Supplies Azimut Yachts Babcock New Zealand Bay Of Islands Marina Port Opua Boat Cover Company Brin Wilson Boat Builders Catalano Shipping DM Marine Electronics Doyle Sails ENL Electronic Navigation Glengarry Wines GoFuel Hall Spars Hesketh Henry	Holton Marine Hutchwilco Group IMED Integrated Marine Group (IMG) Lighthouse Marine Equipment Liquid Automation Lloyd Stevenson Boatbuilders Marinelogix Marsden Cove Marina North Sails Oceania Marine Orams Marine Penske New Zealand Port Nikau Power Equipment Propspeed Ray White Marine Reid Yacht Services	Rig Pro Silo and Viaduct Marinas Smuggler Marine Southern Spars Sovereign Services Super Yacht Coatings Tenob Wholesale Marine Terra Power Systems The Produce Co Tidal Yachting Titan Marine TNL Pindar Urban Sea Viking Recruitment VMG Clothing Volvo Penta West Auckland Upholstery and Covers Yachting Developments

NZ Marine/Superyacht NZ welcome visiting yachts

Largest superyacht event in the southern hemisphere shows yachts have made a return

SUPERYACHTS ARE BACK, and the New Zealand industry has welcomed them with open arms. A superyacht welcome function held on December 14, 2022, marking the start of the superyacht cruising season in New Zealand, showed the strength of the return of superyachts to the southern hemisphere cruising grounds.

At the country's annual Superyacht Welcome Function, crew from more than 30 superyachts gathered to celebrate the return to New Zealand's iconic cruising grounds. Hundreds of crew, both newly arrived in New Zealand and from yachts which had undergone refit in the country through winter, demonstrated the return of superyachts in force to New Zealand for its cruising season.

Hosted by Superyacht New Zealand and NZ Marine, crew were joined by

key industry representatives and 54 sponsor companies which service the superyacht industry. The event was also an opportunity to foreshadow one of the key events on the superyacht calendar in New Zealand, as SailGP prepares to race in Lyttelton in March 2023, with SailGP's chief commercial officer Karl Budge on hand to get the crowd excited about the superyacht and

VIP race-viewing to come.

New Zealand's superyacht-friendly legislation and easy clearance policies have seen yachts rapidly return to the country, with a two-year temporary import entry (TIE) gaining yachts tax concessions. With the opportunity to access GST-free goods, services and refit, the nation has also greatly increased its marine infrastructure, to



Visiting crew from SY Seahawk, SY Guillemot and SY Dardanella.

Boating After 5



Launch of Oceania Marine, Whangarei

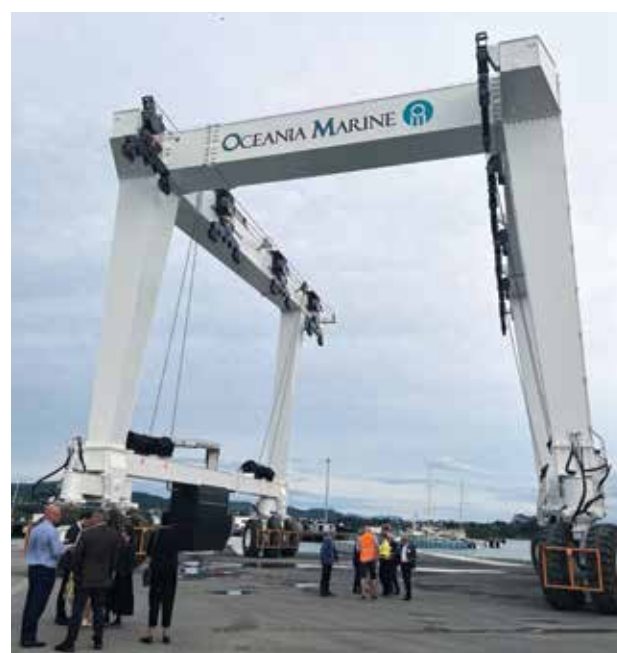
A very well attended Boating After 5 function was held on 17 November 2022 at Oceania Marine, timed to coincide with the launch of New Zealand's second largest marine travelift at their South Shipyard at Port Whangārei.

AT THE COMBINED BOATING AFTER 5 and special launch celebration, the travelift was officially launched with a cutting of the ribbon by Whangārei mayor Vince Cocurullo, Oceania MD Martin Gleeson, head of Kanoa (Regional Economic Development & Investment Fund) Robert Pigou, Whangārei MP Emily Henderson and NZ Marine executive director Peter Busfield.

The new machine complements Oceania Marine's existing 100T machine, providing cost efficient, flexible haul-out options for recreational and commercial operators. Gleeson said that this new marine lift opens potential for new jobs and apprenticeships, and will create jobs in support industries.

The event also marked the opening of Oceania Marine's Business Hub for use by other marine industry colleagues, as well as the launch of the Oceania Yacht Agency.

The event was attended by over 100 people, including NZ Marine members, Oceania staff, government officials and guests, and provided a great networking opportunity for marine companies in Whangārei and surrounding areas.



TOP: left to right: NZ Marine Executive Director Peter Busfield, Whangārei Mayor Vince Cocurullo, Oceania MD Martin Gleeson, Head of Kanoa Robert Pigou and Whangārei MP Emily Henderson cut the ribbon to open the new travelift (above).

Hutchwilco NZ Boat Show



LEFT: The Hutchwilco NZ Boat Show will return to the iconic Auckland Showgrounds in May.

BELOW: Peter Busfield (left) with the event's new owner, Brent Spillane, and Dave Gibbs of Premiere Exhibitions.

The boat show is back!

After much speculation and considerable uncertainty about the future of the venue – and the show itself – the Hutchwilco New Zealand Boat Show is now confirmed for Auckland Showgrounds in 2023. The show will be back at the Auckland Showgrounds on May 18-21, 2023.

XPO EXHIBITIONS has acquired the Hutchwilco New Zealand Boat Show from long-time owner Auckland Water Ski Club. Brent Spillane of XPO explains: 'AWSK has weathered a challenging period across the pandemic, actively reaching out to find a new owner for this treasured, iconic event. Our team is committed to developing and growing the event, building on the content and visitor experience, and the important commercial return for the marine and fishing industries who exhibit. We have the scale and resourcing to invest in the show's ongoing success.'

With this purchase, XPO now runs 19 of the nation's largest sector trade shows and consumer exhibitions. 'We have many synergies that will add value to the Boat Show, one example being EMEX, a trade-only show with thousands

of engineering business visitors and exhibitors – many with ties to the marine industry,' Spillane says. 'With literally more than 500,000 active registrants and visitors to our wider show portfolio, we are confident we can grow the Hutchwilco New Zealand Boat Show's targeted attendance to new highs.'

While the event is a great day out for keen boaties and their families, there is a serious side – sharing key education and information for the 35,000-plus visitors around boating safety, marine biodiversity, fishing sustainability and so much more. 'We understand our obligation to the marine community and New Zealand in further developing the education side, as well as the entertainment content.'

Premiere Exhibitions' Dave and Veronica Gibbs will continue to lead the show delivery in May 2023. The New Zealand Boat Show Awards and Gala Dinner will continue to run alongside the event, Hutchwilco will continue as naming rights sponsor of the show, and Surtees is one again providing the show's Grand Prize boat package.

'The Hutchwilco NZ Boat Show is arguably the best example of an event that is part of the cultural fabric of this great city – and the bestowment of Sir John Logan Campbell of this site has allowed this industry and many others to innovate and prosper by showcasing at events. This event alone utilises roughly the entire 20,000m2 of space. No one has worked harder than XPO to reaffirm legal protections with the landlord and to celebrate the re-opening of these gates for all events.'

The New Zealand Boat Show has been held, under a variety of names, every year since 1956, when it was first held at Auckland Showgrounds as part of the 1956 Easter Show.



MAST Academy Report

Building a world-class training organisation



Chris van der Hor
CEO MAST Academy

A year of progress

MAST Academy has completed its first full year of operations since inception as a Private Training Establishment (PTE). It was good to see a normal year, with businesses returning to business-as-usual without Covid interruptions. This has been particularly welcomed as there has been a lot for our team to do within the training environment.



THE MARINE INDUSTRY has generally benefited from Covid restrictions, with businesses seeing strong order books and demand for services, across the sector. This has resulted in a 50% increase in the uptake of new apprentices to meet employer demand for more labour and skilled people and, at the time of writing this, the demand is still very present.

There has been no easy solution to meeting the skills shortage which is evident post-pandemic across all industries in New Zealand, as businesses compete for the limited pool of available talent. One of our key strategies, which has been operating for several years, is our School to Work programme, with more and more employers looking to participate by taking on a pre-screened student.

This is a free service, where our transition advisors work with local schools to gain access to technology students to promote careers in our sector. We screen potential candidates for their suitability, broker the placement with the employer, provide ongoing pastoral support and transition them into employment and apprenticeships. This strategy has proven to be a winner for both students and industry.

Current demand by employers outstrips the supply of students. We have recruited additional transition advisors to get in front of more students this year. In 2022, we successfully placed 46 students with employers, with 87% securing full-time employment and apprenticeships, and 67% of those being in our marine and composite sectors, showing this programme's success.

Earlier in 2022 we conducted an apprentice retention survey, to try to better understand what the key motivating factors are for apprentices to stay with an employer during their apprenticeship. Our key findings informed us that:

- **82% of apprentices enjoy the nature of their work**
- **67% of apprentices feel well supported, and enjoy the culture and people with working in a healthy environment**
- **over 70% would leave their employer if the first two criteria above weren't met**

- **83% of apprentices saw this as pathway to greater opportunities in their careers**
- **80% of apprentices said the pandemic has not unsettled them sufficiently to consider a change in jobs**

Additionally, the survey results reinforce that where employers have a dedicated workplace trainer/administrator supporting apprentices, they have better learning and progression. I encourage all employers of those people involved in training to take up the 'Workplace Trainer' module that has been developed to highlight the skills and knowledge required to be effective trainers and mentors to your apprentices/employees. Once completed they will receive free annual upskilling opportunities to support them in this vital role.

The growth of MAST Academy has seen the size of our team double to 20 staff. This additional capability will be welcomed as we look forward to another busy year in 2023. We have some exciting new developments in the pipeline, and an annual business plan to execute. We will keep you informed as these developments come to fruition, including research into a future home (new premises) for MAST Academy, and the establishment of a dedicated campus to provide industry with the full range of training options. These include apprenticeships, block courses, pre-trade courses, post graduate micro-credentials, business improvement and soft-skills training.

From the team at MAST, we would like to thank the Board of Directors for their commitment and support to ensuring the industry has a premium training organisation, as well as the 275 employers we work with, the company trainers who our training advisors work closely with, and the many stakeholders that support us.

We look forward to working with you in 2023 as we continue to build MAST Academy.

Chris van der Hor
Chief Executive



LEFT: Attendees at the October 2022 workplace trainer workshop.

Free Workplace Trainer module

The workplace trainer is an essential part of how MAST supports the marine and specialised technologies industries. When trainees are working and studying for their apprenticeship, guidance is needed from a person within the business to support the learning and to provide insight into questions the apprentice may have. In some cases, this could be the supervisor but in others it is a colleague with the technical skills and attitude to take the young person on the journey to be a successful tradesperson.

MAST SEES THE WORKPLACE TRAINER as the lynch pin to completing a successful apprenticeship, and has therefore developed an easy online support package to give the mentor/supervisor the skills they might need to guide the apprentice along the way. With a shortage of staff across all industries these days, having a strong learning culture will help you attract and retain staff.

Communication is key in building workplace culture, and at the October 2022 workplace trainer workshop we looked at 'what is good communication?'. Twenty-eight workplace trainers attended the free workshop to gain skills to enable them to identify learners in their workplaces with learning difficulties and how to clearly communicate with them.

A literacy and numeracy specialist from Upskills, Holly Paterson, spoke on how to identify learning issues in the workplace and how to phrase questions to find out if there is an issue. This was a highly interactive session, with participants getting to experience what it might be like to not understand, and how as employers and workplace trainers you can support trainees.

Workplace literacy is the mix of skills employees need to complete everyday tasks at work, such as communicate with customers, understand health and safety information, and keep accurate records and follow production schedules. If team members struggle to follow instructions, fill in a form or read a health and safety notice, there may be an issue.

There are a variety of funded support programmes for ESOL, as well as those with low literacy and numeracy. Please contact lesley.southwick@mastacademy.com for more information.

We also looked at how verification works in the workplace. Giles Day from Business Management Improvement NZ spoke about the importance of verification of the learners' work before sending in the assessments for sign-off. The workplace trainer is in the best position to check the assessment and provide guidance if needed. Having Standard Operating Procedures (SOPs) helps this, by providing a standard to which the work is carried out.



LEFT: The verification model in the workplace.

Once you are enrolled as a workplace trainer you will have access to the videos from the workshop day to refresh your knowledge. If you haven't already enrolled in the online module, enrol and complete the module today (enrol here: www.mastacademy.com/programme/workplace-trainer-certificate), or contact your training adviser/field officer.

MAST will provide free upskilling sessions each year once you have completed the module, as we want to champion these workplace trainers/mentors.

TO REGISTER FOR THE PROGRAMME, CONTACT INFO@MASTACADEMY.COM OR YOUR FIELD OFFICER. FIND MORE INFORMATION ABOUT MAST ACADEMY AT OUR WEBSITE: WWW.MASTACADEMY.COM.

Graduation 2023

MAST Graduation ceremony, February 2023

The achievements of 177 eligible graduates will be celebrated at the MAST Academy Graduation Ceremony at the Royal NZ Yacht Squadron in Auckland on 23 February.



OUR SPECIAL GUEST SPEAKER is Kiwi adventurer Kevin Biggar (left), who rowed the 5000 km Atlantic Ocean endurance race in a 7 m plywood dinghy, smashing the previous record by finishing in an astonishing 40 days and 5 hours. Kevin was also the first New Zealander to trek unsupported to the South Pole. Kevin is one of the most experienced and active motivational speakers in the market and we look forward to him entertaining and inspiring our graduates and guests.

A big thanks to these generous sponsors of the event:
ADHESIVE TECHNOLOGIES NZ LTD
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WEST CITY AUTO GROUP
YACHTING DEVELOPMENTS

MAST Academy Launch It, School to Work Breakfast

Word is spreading about the MAST Academy Launch It, School to Work workplace transition programme

ON NOVEMBER 9, 2022 the MAST Team welcomed a group of 45 Auckland careers and technology teachers to a breakfast presentation at the Westhaven office. It was a great opportunity to discuss the Launch It, School to Work transition programme for 2023, get stakeholder feedback and distribute the new marketing material to those who attended.

A highlight of the morning was the apprentice panel, chaired by training manager Joe Daw. Guests enjoyed the Q&A session and hearing from Jamie Schwalger-Davis from Marine Works, Shenay Fraser from Rocket Lab, and Issac Chaytor from Lloyd Stevenson Boatbuilders.



FOR FURTHER INFORMATION ABOUT THE DIVERSE RANGE OF APPRENTICESHIPS AVAILABLE THROUGH MAST ACADEMY AND THE LAUNCH IT, SCHOOL TO WORK PROGRAMME AVAILABLE NATIONWIDE TO YEAR 12 AND YEAR 13 STUDENTS, SEE OUR WEBSITE AT WWW.MASTACADEMY.COM OR EMAIL US AT INFO@MASTACADEMY.COM.

School to work

Jamie Schwalger-Davis

'Take the opportunities given to you to try new things,' says Jamie Schwalger-Davis. 'You never know – you might like it.'

THE 22-YEAR-OLD WORKS for Marine Works in Westhaven, Auckland. In April 2021 he finished his apprenticeship and qualified as a powerboat servicing technician.

Jamie has made every post a winner since taking part in the Launch It, School to Work programme run through MAST Academy (Marine and Specialised Technologies Academy of New Zealand) at Glenfield College. In Year 13 Jamie took Physics, Automotive Engineering, Calculus, Maths, English, Robotics and PE. He had a few ideas what he wanted to do but was not sure.

It was the school's careers department who advised him to look at the MAST Academy programme. MAST Academy works with employers and schools to help create career pathways for Year 12 and 13 students who get to experience marine industries while earning credits towards the completion of NCEA qualifications.

'The positive thing about it is I didn't know where to start and they were able to point me in the right direction,' says Jamie. 'They helped me find what I



wanted to do, especially with doing work experience and seeing what the job is all about. It gave me a taste of what these guys do day-to-day and I actually quite enjoyed it and still do. They were able to put me on to a good company as well, with Marine Works.'

Jamie recommends the MAST Academy programme for students deciding what they will do when they finish school.

'They will never know until they try it. I am glad I got to try it first otherwise I don't know what I would be doing now.'

What Jamie likes most about working at Marine Works under his boss Steve Whitford is the team atmosphere. He says there is a really

good culture – everyone there is a team player, and they look after each other.

'We work on some of the best and newest technology with outboards, sterndrives and Mercury-based engines. Mercury is my favourite brand as well. The work varies quite a lot. I could be doing a basic service on a 2.5 horsepower outboard or I could be repowering a boat with 300 to 450 horsepower outboards, or I could be working on twin diesels. So we do servicing, maintenance, repair and repowers.'

Since he qualified, Jamie has moved up the ranks to be one of the workshop coordinators.

'I have more responsibilities now. I am in the office doing the day-to-day stuff and making sure we have jobs going and everyone is being looked after. It is where I wanted to end up as well. At some stage I want to have my own Mercury dealership.'

Jamie's advice for school leavers: what is hugely important is common sense, a good work ethic, a good attitude, and having confidence in yourself and the work you do.

COURTESY OF LEAVING SCHOOL MAGAZINE



For more information on MAST Academy apprenticeships, visit www.mastacademy.com

New MAST team members

The growth of MAST Academy has seen the size of our team double to 20 staff. Here the new team members who have come on board recently.



Karena Te Ruki-Pasene
Transition Advisor

KARENA SERVED 12 YEARS in the Royal New Zealand Navy as a steward. where she travelled the world and was present in Gallipoli for the 100th anniversary of the ANZAC landings in 2015. Later her role changed to a youth development specialist, operating amongst Army, Air Force, Police, MOE and MSD at Whenuapai Air Base. Working with young people is her passion and she is finding the School to Work transition role a fantastic opportunity to assist our rangatahi (youth) to be set up prior to leaving high school.



Craig Hall
Training Advisor

CRAIG'S FIRST INDUSTRY ROLE was a job at Salthouse Corsairs, where he completed his apprenticeship and stayed on for several years. He was then offered a job at Salthouse Marine where he stayed until 2010. Craig is passionate about the marine industry and loves the way it has evolved, and the trickle-down effect of how technologies from high-tech racing yachts flow through into almost all aspects of the industry.



Imogen Drake
Office Administrator

IMOGEN RECENTLY GRADUATED from AUT with a Bachelor's degree in Event Management and Marketing. She has always loved the water and spent a lot of her childhood on her dad's boat; going fishing with him and her sister was a standard weekend for them. After graduating she worked for six months as a recruitment consultant where she gained a lot of HR skills. When offered the position as MAST office administrator she saw it as the perfect opportunity to develop skills in people management and also gain experience working alongside the marketing and events side of the business.



Chris Highley
Training Advisor

CHRIS HAS BEEN AROUND BOATS from a young age, coming through dinghy classes and keelers, both cruising and racing. He started in the marine industry in 1991 with a boatbuilding apprenticeship and over the years has worked at several Auckland yards. He has been involved with projects overseas including work on superyachts and with America's Cup teams. Chris has had experience in many areas of boat building in new builds and repairs, in both timber and composites.



Jamie Park
IT Support Admin and
Accounts Receivable

JAMIE PARK GRADUATED from Massey University with a Bachelor's degree in Business Marketing with strand in Information Technology. Jamie has a passion for IT and enjoys using his skills to contribute to any IT-related jobs for MAST Academy.



Sweet Bromwich
Training Administrator

BEFORE JOINING MAST in May 2022, Sweet worked as an enrolment/finance assistant administrator in the education sector. She has over 14 years admin experience. Her passion for service, commitment to professionalism and great work ethic makes her a great asset to the team.



Lesley Southwick
QA & Learning Development

LESLEY HAS WORKED across a range of Industry Training Organisations and PTEs, as well as in industry in learning and development, across real estate, financial services, manufacturing, engineering and civil trade. Her passion is to support people to gain qualifications to advance themselves along a career in trades and to allow them to be able to contribute positively to their communities. Her role at MAST is to encourage excellence and a high standard of resources and assessment to support success of our apprentices.



Sue Deuchar
Learning Resource Designer

SUE IS AN ADULT EDUCATION and instructional designer, specialising in online learning and instructional system design, development and delivery. With over 20 years' experience in education and training, Sue holds a Master of Education, eLearning; a Master of Educational Administration and Leadership, and a Master of Emergency Management. Sue has worked for the NZQA Quality Assurance division, approving and accrediting programmes of study and training schemes. This experience enables her to lead and collaborate with others in the evolution and implementation of robust quality education and training systems and learning solutions.



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Volunteering Day



NZ Marine and MAST Academy teams volunteer with Sea Cleaners

Members of the NZ Marine and MAST Academy teams headed out onto Auckland's two harbours in November 2022 to help Sea Cleaners in their relentless task of cleaning our coastlines and waterways.

SEA CLEANERS IS A NON-PROFIT ORGANISATION with the vision of preserving New Zealand's coastline for the benefit of marine life and the enjoyment of all users. Since its inception in 2002, Sea Cleaners has collected over 14 million litres of litter from harbours in the Auckland and Northland regions, using their fleet of alloy pontoon vessels and the co-ordination of almost 170,000 volunteer hours. The organisation also works hard to educate people, particularly young people, to encourage them to dispose of their rubbish in eco-friendly ways so as not to harm the environment.

From a half-day's efforts, our teams helped Sea Cleaners collect hundreds of litres of rubbish from the Waitematā and Manukau harbours, including old tyres, car parts, toys, crates and even an abandoned boat.

If you're looking for a worthy cause to contribute to or assist we recommend a day out with Sea Cleaners!
www.seacleaners.com



Plastic waste, signs, tyres and even an abandoned boat were among items cleaned up by the NZ Marine and MAST Academy teams in conjunction with Sea Cleaners.

Keep it clean to avoid marine pests

Marine pests can become plagues that destroy our natural marine environment. Up to 90% of marine pests are spread by hitching a ride on vessels.

PREVENTION IS BETTER THAN CURE — once marine pests are established, they're very difficult to control. The most important thing to do is avoid spreading them.

Marine pests find pathways around our marine environment through biofouling on hulls, on fishing gear, in ballast water and on chains, ropes and anchors. Rules around having clean hulls and not moving marine pests in the Auckland region came in to effect in 2021. This means a vessel's hull must have only a slime layer and scattered barnacles, or else it needs a clean.

Surveillance of vessel hulls is being carried out in Auckland, and most boat owners are doing a great job of keeping their boats clean and well maintained. If you are providing services to your clients that involve hull maintenance and antifouling, ensure you are both informed of the requirements.

www.marinepests.nz



Time to get that bottom clean!



The 25-year club

THE NZ MARINE BOARD and team members recently congratulated and celebrated a quarter century service by each of two long-standing employees. Manager Membership and Communications Caroline Gibson and Executive Director Peter Busfield. Both were presented with long service awards to mark 25 years working for the association.

Caroline and Peter both started working for the then Boating Industries Association at its original, tiny office at 23 Westhaven Drive in 1997. During the past 25 years the membership of NZ Marine has grown from 260 to 520 member companies, and the NZ Marine office, including MAST Academy, has grown to 28 employees.

Peter Busfield and Caroline Gibson's quarter century of service to the marine industry has been recognised.

Women in Marine



Delayne Salthouse

NZ Marine celebrates the achievements of Delayne Salthouse of NZ Marine member Salthouse Boatbuilders.

FOCUSING ON THE ENVIRONMENT has bought rewards for Delayne Salthouse, who has recently been recognised for her role in helping Kiwi yacht clubs become more sustainable.

Delayne received the Yachting New Zealand Sustainability Award at the AON Excellence awards in late 2022, for her role in instigating and developing the Clean Clubs programme. But she's had plenty else on her plate, with her husband's family business pivoting in a new, successful direction just before the first covid lockdowns began in 2020.

After working all his adult life in the family boatbuilding business his father John had founded more than 60 years earlier, her husband Greg decided to downsize, and concentrate on producing high-performance coach boats for the local and export market. The Salthouses now produce from their workshop in Dairy Flat a range of coach boats from 5.4 to 6.2 metres. Their recently received CPC accreditation is assisting them with exports, especially to Australia, and they've recently secured a contract to supply 15 marshal boats for the next America's Cup, too.

'It's been an interesting process, because although we're not a new company, we've pretty much started from scratch and have had to develop the brand and all the marketing around the boats,' Delayne says.

Delayne comes from a boating family herself — her father David Cooke was a stalwart of the Short-Handed Sailing Association and race director of the two-handed Round North Island race, and brother Gareth is a pro-sailor turned marine photographer. Although she spent her childhood cruising, her passion lay with horse riding, however, and after

"I realised that there is not just one person who's responsible, or one root cause — it's up to everyone to be responsible and mindful."

finishing school she headed overseas to work with horses and travel in the UK and Europe. Once back in New Zealand and married to Greg the marine side of life crept back in, and she worked for Events Clothing for eight years before moving to the Salthouse family business once their two children, Chloe (now 19) and Jake (16), were at school.

It was through the family's involvement with sailing at Devonport's Wakatere Boating Club that the Clean Clubs initiative came to life. Spending a lot of time on Narrow Neck Beach, she couldn't help but notice the large amount of rubbish washing up on the sand — and determined to do something about it.

'I realised that there is not just one person who's responsible, or one root cause — it's up to everyone to be responsible and mindful,' she says. 'I needed to communicate to people and get the message out that we need to change our ways. I realised the club has 450 members — and I thought, I'll start there.'

Delayne took on a 'sustainability' role on the club's committee and instigated the international Sailors for the Sea 'Clean Regattas' protocol for a major youth regatta at Wakatere, then the 2019 OK Dinghy world championships hosted by the club. She then decided to take it a step further and develop a full-time 'Clean Club' programme, which has now been adopted and is being rolled out by Yachting NZ to its 108 clubs countrywide.

'The biggest thing is, people wanted to do something,' Delayne says. 'Everyone knows they need to be changing



FAR LEFT: Delayne Salthouse receives her Sustainability Award from Blair Tuke of LiveOcean.

LEFT: The Salthouse family business is now run from their workshop in Dairy Flat, with dog Oscar on duty.

their procedures and making changes, but they didn't know where to start.'

The Clean Club programme is a framework clubs can adopt to begin or advance their sustainability journey, in five focus areas: administration and Leadership, waste management, resource conservation, community outreach, and education. Clubs work through a progressive system, moving from one star through to three stars. There's also a tie-in with SailGP and its sustainability focus.

So far around 25 clubs in New Zealand and four in Australia have signed up for the scheme, with the aim of not only getting sailing clubs signed up but also other sports associations. 'That's the long-term vision — that's it's not just a programme for sailing clubs or for New Zealand, it can be any watersport, anywhere,' Delayne says.

Delayne adds that environmental consciousness is also an important part of the business now, too. 'We are doing a lot of work to reduce our impact, and we're constantly reviewing our systems and processes and the type of products we use, working with our suppliers to reduce packaging and other waste.'



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Membership



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, Manager Membership & Communications, (09) 376 7732, caroline@nzmarine.com

 <p>AB Marine Services Ltd Phillip Kershaw 09 303 0018 www.abmarineservices.co.nz</p>	 <p>Ace Engineering NZ Ltd Jason Elvines 03 542 3977 www.dnaboats.co.nz</p>	 <p>Alloy Marine Products Michael Fraser 027 8680397 www.ampboats.co.nz</p>	 <p>Anura Ltd Darren Leybourne 021 455 072 www.anura.nz</p>	 <p>Booth Design Ltd Sean Booth 021 1105548 sean.booth.design@gmail.com</p>
 <p>Centro Marine Ltd Brendon Callander 021 030 2043 www.centromarine.co.nz</p>	 <p>Classic Trawlers Ltd Nigel High 021 160 0379 www.classictrawlers.com</p>	 <p>Decked Out Yachting Ltd Sabina Mead 09 482 2078 www.deckedoutyachting.co.nz</p>	 <p>East Coast Marine Services Ltd Greg Collins 027 268 0955 www.eastcoastmarineservices.co.nz</p>	 <p>Foam Anchor Ltd Ulf Colbatz 022 014 1264 www.foam-anchor.com</p>
 <p>Fuel Clean NZ Ltd Rob Marsden 07 544 5568 www.fuelclean.co.nz</p>	 <p>Global Marine Pty Ltd/ Iliad Catamarans Marcus Overman 61499989559 www.iliadcatamarans.com</p>	 <p>High Seas Holdings Ltd/ Ocean Vault Shaun Sutherland 021 424 520 www.oceanvault.co.nz</p>	 <p>Horizon International Australia Pty Ltd Mark Western 6155779009 www.horizonyachtaus.com</p>	 <p>Hydro Marine Ltd Che Watt 021 833 795 www.hydromarine.co.nz</p>

 <p>Kaharoa Contracting 2010 Ltd /Striker Engineering & Marine Mike Jamieson 0274 404 075 www.strikermarine.co.nz</p>	 <p>Mainsail Electronics Ltd Greg Lewis 021 791 125 www.mainsailelectronics.com</p>	 <p>Manaaki Marine Ltd Barry Nielson 027 623 2437 www.manaakimarine.co.nz</p>	 <p>Marine Concierge (NZ) Ltd Eric Haagh 021 976 722 www.marineconcierge.co.nz</p>	 <p>Nawi Island Melvin Chand 6798930001 www.nawiisland.com</p>
 <p>Niss Niss Ltd Charles McLean 021 718 738 www.nissniss.com</p>	 <p>Polaris Sales Australia Pty Ltd /Bennington Boats Craig Tillson 0061 393945610 www.polarisnewzealand.com</p>	 <p>Port Nikau Joint Venture Blair Smeal 027 473 9556 www.portnikau.co.nz</p>	 <p>Proactive Marine Ltd James Hill 09 825 0377 www.proactivemarine.co.nz</p>	 <p>Scandinavian Marine Supplies New Zealand Ltd Kevin Wallis 09 363 3898 www.scandinavianmarine.co.nz</p>
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Member News



New era for Burnsco

A new era beckons for Burnsco, the iconic New Zealand retailer of accessories for boating, fishing, RV and outdoors. The business has been a mainstay of the New Zealand marine scene for 140 years.

THE LATEST OWNERS, over the past 40 years, has been the Macleod family. During this time, the Burnsco business has diversified from pure chandlery into a wider range of gear for boating, fishing, RV, caravan and off-grid living. It has grown to serve the whole country with 16 stores from Opuā to Christchurch, and an online store.

Advised by Nick McKay from KPMG, the family identified Jaycar as a substantial business that is still in family ownership. Jaycar has a proud 41-year history with a significant business across Australia and New Zealand with Jaycar retail stores and Electus Distribution. In addition, it has a national footprint of RTM retail stores across Australia. RTM (Road Tech Marine) is a very similar business to Burnsco, selling gear for both boats and RVs.



The sale of the Burnsco chain is an end of a long involvement with the company for the Macleod family (left).

Jaycar's acquisition of Burnsco enables the two businesses to provide a compelling trans-Tasman operation. Jaycar Group plans to continue to operate Burnsco as a stand-alone business, under the existing Burnsco brands and run by the well-respected Burnsco senior management team.

Bruce Macleod will continue to be involved at Burnsco in early 2023, assisting in the transition. After almost 20 years at the helm, having taken over from his father Keith, Bruce commented that it will be a huge wrench, not only for him to leave Burnsco, but also for the family as well.

'I'm confident though that being part of a more substantial group will bring many exciting opportunities for our staff and for the development of the Burnsco business.'

www.burnsco.co.nz

Surtees celebrates 30-year milestone

SURTEES BOATS WAS born in 1993, when Neil Surtees decided to design and build himself an aluminium boat to use for fishing off the rough coast of Whakatane — something that could cross the gnarly bar and still give him a soft ride in chop, as well as stability at rest. When local people saw the finished product and the way it performed, they were so impressed they asked Neil to build boats for them too.

As the fishing public saw more and more of these boats, the business continued to grow and now — 30 years later — anglers from all over the world recognise the high quality, stability, safety and practical features of Surtees boats.

To celebrate turning the big 30 in 2023, Surtees Boats is celebrating this incredible milestone with their customers by



offering every order in 2023 a special anniversary colour option. Anniversary Package Boat orders taken in 2023 also will get a complimentary apparel set, and will go in the draw to win a \$10,000 rod and reel package for their new boat.

www.surteesboats.com



Italian excellence comes to New Zealand

Sessa Marine has appointed Wynyard Marine as the exclusive New Zealand dealer representing the full range of Sessa Yachts. Wynyard Marine will have three of the highly desirable range — the C3X, C44 and C47 motor yachts — arriving in New Zealand this summer.

SESSA MARINE brings a long and reputable heritage of Italian excellence in global yacht building. Sessa Marine is known for its innovation, design, technology, quality, luxurious style and reliability in the 35–68 foot fully customisable motor yacht range.

Sessa Marine was one of the first innovative companies to partner with

Volvo Penta to adopt the revolutionary IPS technology. With years of experience producing boats specifically designed for IPS engines, Sessa Marine is one of the most experienced shipyards utilising this technology.

Reliability is paramount, so Sessa partners with world-leading manufacturers such as Volvo, Raymarine

and Fusion, so all parts and warranties are supported anywhere in the world.

On a safety and seaworthiness note, Sessa Marine's mid-sized family yachts are highly regarded with a CE CLASS B rating — designed to travel off the coast 200 miles, handle winds up to force 8, and waves up to up to 4 metres high.

www.sessamarine.co.nz

STCW training now available in Northland

TRAINING 4 SAFETY is proud to be the first safety training school in Northland to deliver the globally recognised STCW Basic Training and Refreshers. The team realised that although this is a maritime qualification, they were already delivering many of the training components in their existing courses.

They spent two years preparing the course work and acquiring the training equipment that they didn't already have, ready for Maritime NZ approval, and are now excited to offer this to New Zealanders and international visitors.

Northland locals and visitors will now have access to this qualification close to home, in the knowledge that it will allow them to work anywhere in the world in virtually any area of the maritime sector.

This course is considered a minimum entry requirement for anyone who wishes to work on superyachts or in the commercial sector of the maritime industry.



The five modules of the STCW Basic course cover:

- personal survival techniques
- fire prevention and fire fighting
- elementary first aid
- security awareness training
- personal safety and social responsibilities.

This training is held at their facility on 30 Kioreroa Road, Whangārei, and you can book through their website. www.training4safety.co.nz.



Increased demand for hydrofoiling vessels

When foiling came up in conversation 10 years ago, people discussed the AC72s that broke the mould of the historic event with a look of awe. Foiling has become a more accepted approach to sailing, and more significantly has made its way into the motorboat realm. Of late, lifting foils have been of most interest to Gurit's clients.

A LIFTING HYDROFOIL is usually a thin section connected to the main hull, helping create a pressure differential between the upper and lower surfaces, thereby creating lift and drag forces that can be harnessed for better performance. Foils come in various designs, shapes and sizes, depending on the desired outcome, such as: surface piercing, which is self-regulating and designed to self-centre; fully submerged, which requires an operator's input; or a combination of the two. Their purpose is to reduce the displacement (and therefore resistance) of the boat.

Boats with speed are best suited to foils, as they need flow to work. Race yachts use foils for a performance edge. Cruising catamarans may consider foils to get to their destination quicker. And we're now seeing foil-assisted electric ferries to help achieve the same speed/range with fewer batteries.

There are multiple considerations when designing a foiling vessel, including the cost and weight of a foiling system, the increased significance of hitting a submerged object, and draught and operation into harbours.

The beauty of composite materials is their versatility and the ability to design to exact criteria. Gurit helps owners and project managers overcome limitations and get the performance advantage they are looking for.

No matter what type of boat, weight, strength and formability play a big part in the success of a hydrofoil, so often carbon fibre is the enabler. Less weight means less vertical force and lower drag.

In Gurit's recent work on the latest generation of IMOCA projects, this technology is going to the next level, pushing the envelope in terms of foil geometry and performance. The lessons learned on the race track are brought to bear on commercial and leisure powerboats, including several exciting vessels now in design, featuring carbon lifting foils to drive efficiency. www.gurit.com










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Roger Hill cats under construction

Tauranga-based DeMey Yachts has two identical 18 m semi-displacement Roger Hill-designed catamarans under construction for separate clients, in New Zealand and Australia.

THE CONCEPT FROM THE START was to create an explorer-style platform capable of cruising long distances, with extremely fuel-efficient hulls matched with fantastic seakeeping abilities, combined with a large spacious interior, cockpit and work deck built to a very high standard. Construction is a carbon-foam epoxy matrix using resin infusion as the build medium.

The very top deck has a settee area and storage area to house a variety of water toys such as sailing dinghies, SUPs and kayaks. There is also a built-in tender garage under the main cockpit floor which houses the custom designed 3.7 metre carbon catamaran tender.

Every detail of the interior has been designed in CAD and

built using both old-school cabinetmaking skills and CNC technology. The interior has been cleverly designed to give virtually 360-degree sight lines, separate social areas, and a centreline-based helm station.

Power is via 2 x 550hp Cummins engines, burning a total of 124 litres per hour at 18 knots, giving a range of 1450 nautical miles, dropping down to 10 knots burning 35 litres per hour and a range of 2840 nautical miles. Top speed is 28 knots in lightship mode. Having such small powerplants also brings the added benefit of lower service costs overall.

DeMey Yachts will be offering a 22m version too.

www.nicdemeyyachts.com

King Watercraft release new K5000

The all new K5000 from King Water Craft Design is packed with features for all-purpose boating.

CREATED IN RESPONSE to design requests from King Watercraft customers, it's a multipurpose RIB under 6 metres in length which can be garaged, without compromising sunshade and luxury features.

The result was over a year in the making, with design and mechanical engineering by Unlimited Engineering. Every inch of this boat has been carefully considered with customer

requests in mind. Highly specified with all the latest features and technology, its proven performance offers smooth riding, stable cornering and quick acceleration.

The K5000 is designed as a sleek and purposeful luxury family RIB or superyacht tender, with quality craftsmanship and unbeatable performance attributes. www.kingwatercraft.com





Kiwi designer wins top honour at US awards

In style, performance and construction, the Dibley-designed Lyman Morse LM46 was named domestic standout among an international field of 17 entries.

CRUISING WORLD MAGAZINE announced the winners of its 2023 Boat of the Year competition in Fort Lauderdale in December 2022. One of the two top prizes (Domestic Boat of the Year) was awarded to the Lyman-Morse LM46, a striking performance cruiser from renowned New Zealand naval architect Kevin Dibley.

'The Lyman-Morse LM 46 is a heck of a boat,' said judge Mark Pillsbury. 'Cold-moulded construction, top-notch systems, a powerful sail plan, and an interior that is both

practical and lovely at the same time.

'Purpose-built for an experienced owner, for sure, but in terms of a pure sailing machine, the 46 was the standout boat in this year's lineup of new models,' Pillsbury said.

The judging panel was thunderstruck by both the formidable sailing prowess and the exacting level of execution of the LM46, which received their unanimous nod for Domestic Boat of the Year.

www.dibleymarine.com

Boat-share service expands

LAUNCHED IN JUNE 2021, boat-sharing service Skipperi currently has 15 Yamaha-powered Haines Hunter SF545s operating out of Auckland's Westhaven Marina and will look to bolster that fleet, as well as establishing a new location at Half Moon Bay.

'Our first year has been excellent, so much so that interest and demand have seen us open a second location at Half Moon Bay, as well as ordering another twenty boats,' says Alexander Rosenthal, CEO of Skipperi New Zealand. 'Since launch, we have seen our New Zealand subscribers book over 2200 trips out on the Waitemata Harbour and Hauraki Gulf, culminating in just over 10,000 hours of boating on the water.'

Rosenthal says the response in the first year of operation has been exceptional, with the popularity of the sharing service fast-tracking expansion.

'The feedback from the subscribers has been excellent, and it has enabled people who might not have the time or the means to own a boat outright to get into boating,' he says.

With the Half Moon Bay base opening soon and 20 boats being ordered, it's safe to say 2023 will be just as good if not better for the growth of the service within New Zealand.

www.skipperi.co.nz



Brin Wilson Boatbuilders celebrate 70 years

Brin Wilson Boats recently celebrated 70 years in the marine industry.

THE COMPANY WAS ESTABLISHED by Brin Wilson in 1952, and his sons Bob and Richard Wilson did their apprenticeships with the company at its first base in Wairau Road. Bob Wilson was there to help celebrate the special milestone of 70 years.

Brin passed away in 1974, leaving both Bob and Richard to run the company. It then shifted to Mairangi Bay, where Nick Sauls started his apprenticeship when he was just 16 years old.

In 1988 Brin Wilson Boats moved to the newly-opened Gulf Harbour Marina, and in 2000 Bob and Richard decided to retire and sold the business to Nick. Nick continued to grow and expand the company until he passed away tragically in June 2016. At this stage his wife Jan Sauls decided to continue running the company, which with the help of Bruce Dickie and the boys she has done so successfully.

The celebration on Friday 18 November was a fantastic way to thank everyone for their continued support.

www.brinwilsonboats.co.nz



ABOVE LEFT: Jan Saul (left) with Bob and Dale Wilson at the 70th celebration.

Tiwal celebrates ten years of adventure



TIWAL IS GOING TO BE 10 YEARS OLD this year! Ten years of adventure, joy, challenges, but above all, 2500 sailors in more than 50 countries.

In 2012, designer Marion Excoffon took on a crazy challenge: to fit a sailboat into two bags and send it off to sail on all the seas of the world. And now, 10 years later, Tiwal has more than 50 suppliers working together to spread the pleasures of sailing with its range of four different Tiwal models.

The local fleet had a great day at Maraetai on Saturday 26 November 2022, for the Tiwal NZ Cup. The weather was great and the day started with lots of fun and laughter with an assembly race, followed by beach starts, short races, a shared picnic and a longer course in the afternoon.

On Sunday 27 November a few hardy sailors braved the wet conditions at Royal Akarana Yacht Club for a harbour course.

Tiwal is keen to keep events going over the summer and looks forward to more days on the water together.

www.tiwal.nz



Kingfisher announces Australian dealer network

The Kingfisher Boats & Powercats range of trailer boats is set to be launched in Australia in 2023, with the launch of its Australian dealer network.

KINGFISHER BOATS & POWERCATS general manager Laura Mason says, 'The arrival of Kingfisher Boats in Australia is monumental. These are awesome boats that deserve an excellent dealer network to sell to and service Kingfisher owners. We are thrilled to have carefully selected

dealers who set a high standard of customer service to partner with so that Kingfisher boat owners can be assured of the most professional service, warranty and support.' Kingfisher boats will be available in 2023 from Sports Marine in Western Australia, Wynnum Marine in

Queensland, and Hunts Marine in NSW. 'Between these three dealers we are confident our boats will be accessible to avid boaties throughout Australia who are set to receive and excellent level of service when visiting our new dealers.'

www.kingfisherboats.co.nz

Stark Bros restructure

IN ITS 65TH YEAR OF OPERATION, iconic marine business Stark Bros has decided to restructure its business. It had been offered for sale in November 2021, but despite several offers, none of these progressed to a sale and purchase agreement.

The directors then decided that, without a sale, to restructure the trusted, respected and successful family business, which was confirmed to staff on 16 December 2022. Andrew, Cam and Tim Stark remain with the company. At this stage they plan to continue providing the following services:

- Logistics and transport
- Liquid waste removal
- Ships' shore power at the wharf and in the dry dock
- Vessel/vehicle/forklift refuelling (diesel)
- Ships' husbandry, crew changes, airport/vessel transfers and medivacs



- Specialist supplies.

Director Andrew Stark advises that 15 ex-Stark Bros staff have now been employed by DGI Morgan Ltd, a company owned and operated by David Morgan, who served his boatbuilding apprenticeship with Stark Bros before starting his own successful multi-divisional building company. Morgan is now diversifying, with a return to his

passion for the marine industry. Stark Bros will continue working closely with Morgan to promote a positive transition for their ship-repair clients. Stark Bros Ltd will remain a strong family business operating within and supporting the marine industry for years to come — albeit in a slightly different capacity.

www.starkbros.co.nz



LEFT: 2022 Mercury Marine Technician of the Year James Taylor of Trev Terry Marine (fourth from left), with the other finalists from around Australia.

Top techs named by Mercury

The 2022 Mercury Marine Technician of the Year competition returned to pre-covid conditions, with highly skilled technicians from across Australia and New Zealand competing for the crown.

TECHNICIANS HAD TO COMPLETE a written exam featuring more than 160 questions, where they were given just 18 seconds to answer each question.

Six finalists were then chosen, with the top technicians invited to Mercury's headquarters in Dandenong, Victoria to compete in a practical test to determine who would win the national title. In the grand final the contestants were given three engines with different problems and were asked to diagnose and repair within the 45 minutes provided to complete each scenario.

The winner was James Taylor from Trev Terry Marine in Napier, who went one better than his runner-up finish in 2021.

The competition has been running since 2017, and is part of Mercury's commitment to showcase the exceptional technicians who operate, repair, and sell Mercury engines.

All the finalists received a Mercury FourStroke 6 hp outboard valued at over \$2000, while James took home a Mercury 60hp FourStroke outboard valued at over \$10,000.

www.mercurymarine.com.au

Small gains make big results for new 52

NEW IRC BOTIN 52 CARO, built by Auckland's SailGP Technologies, is already clocking up some impressive results. Her crew enjoyed victory in the 2022 CSA1 Les Voiles de St. Barth and 2022 Hamilton Island Race Week Division 1 IRC52, and finished second overall IRC0/third overall IRC in the RORC Transatlantic Race, and third IRC1 in the Rolex Middle Sea race.

The impressive start to the yacht's career has been born out of decades of technological development from America's Cup and SailGP, driven down into every aspect of the yacht. These small but visible differences add up to very large gains, taking the yacht to the podium.

'The biggest difference going with SailGP Technologies is how accurate they are with everything,' says Justin Ferris, project manager for Caro52. 'The weight estimates and finished product were within grams. The boat measures to within half a millimetre the whole way around. There are no discrepancies. The care, time and accuracy SailGP Technologies brings is incredible. The quality of her build is remarkable.'

Dave Ridley, SailGP Technologies' managing director, says the latest design technology, materials, labour techniques and machining capabilities are employed to



deliver bespoke boats. 'We pride ourselves in having the highest skilled and best people in all pillars of our company, delivering the highest performing products available,' says.

www.sailgptechnologies.com

Photo: © SailGP Technologies



A quarter century of change for Skipper magazine

Twenty-five years and 150 issues after it began, *Skipper* is now one of the leading marine trade publications in Oceania. Over the years it has been recognised by its publishing industry peers through several awards, including Highly Commended Magazine, plus Journalist of the Year and Editor of the Year.

IT STARTED OUT AS A QUARTERLY but then went to bi-monthly, when the magazine received a facelift and a change of the masthead to Skipper. After creating the initial issues using cut-and-paste-up techniques, laying it up on the kitchen table, electronic publishing was a godsend. The first colour magazine was issue 24.

Founder and editor Keith Ingram looked back over the past quarter century in his editorial for the 150th issue. Twenty-five years ago, New Zealand's domestic commercial fleet numbered over 5000 vessels. The fleet reduced to 3600 when Safe Ship Management was introduced in 1998. Today the fleet is but a shadow of its former self, at 1566 vessels.

'Our current passenger ferry fleet is undergoing a major change to electrification, with new vessel costs doubling for the same passenger numbers,' says Ingram.

'We've seen significant changes in vessels over the last couple of decades. Our passenger ferry fleet has moved on from slow old duffers, many of them relics left over from the Second World War, to a fleet of modern, fast ferries carrying up to 600 passengers at 26 knots on our busy waterways. Even today we are starting to see the next generation of EV vessels entering service as this fleet is encouraged to go green.

'We are even seeing the start of change in our workboat fleet, with the recent introduction into service of Sparky, the world's first full-size electric tug, for Ports of Auckland Limited. It will be interesting looking forward another 25 years to see if electric vessels have been the saviour or killer of the domestic fleet.

'Sadly, our ageing trawler fleet is dragging the chain, with an average age approaching 50 years. Modern electronics have made it easier for these ageing boats to find fish to survive. But they were built to last 30 years at best, and while many old trawlers have died, the industry remains under pressure to step up.'

Ingram acknowledged the contribution of his wife, Vivienne, who has remained a guiding and supporting force over the years.

www.skipper.co.nz



Machina 771 Demonstrator boat, the 2022 Hutchwilco winner — all-purpose family boat up to 8 m.
BELOW: The winners of the Fish for a Champ senior gurnard category.

Machina gives back through fishing comp

Hawke's Bay-based custom boatbuilders Machina gave back to the community that supports it in 2022, raising \$8000 through a charity fishing event.



IT HELD ITS FIRST 'MACHINA FISH FOR A CHAMP' charity fishing competition, alongside the Hawke's Bay Sports Fishing Club, and all funds raised, including the winning anglers' prize money, were donated to the Child Cancer Foundation of New Zealand. This involved a massive effort from suppliers, community and anglers on the day, and Machina looks forward to growing the event.

Machina Boats craft high-end, custom pontoon boats tailored to suit each client — no two Machina craft are the same. Based in Hastings and established in 2018, their first custom build — a Machina 551 — was out the door in 2020.

Since then, Machina Boats has released five new models and won two awards at the Hutchwilco New Zealand Boat Show. It plans to continue this trajectory with two new models to be released in 2023 — an 8.5 m Sportfisher and a 9.5 m Sportfisher Launch — each with the same signature Machina design and styling.

This year Machina Boats will be exhibiting on the marina at Auckland Boat Show and will be in Hall 3, Stand 304 at the Hutchwilco NZ Boat Show.
www.machinasupply.com



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New Warwick sportsfisher underway at YDL

After launching the luxury 38 m sportsfisher Lanakai, the team at Yachting Developments is currently building another impressive 34 m carbon-fibre sportsfisher.

THIS WARWICK YACHT DESIGN SPORTFISHER is intended for long-range international passages, so she carries 24,000 litres of fuel with the ability to refuel/bunker while still at sea. The V16 engines, built to order by MTU, each developing 2000 hp, give a comfortable cruising speed in excess of 20 knots.

The exterior styling is in proportion, making it difficult to appreciate the vessel's physical size, but the foredeck houses an amphibious 7 m (23 foot) RIB.

The open-plan interior has accommodation for up to ten guests in four cabins, plus dedicated crew accommodation. The deck layout features a large mezzanine cockpit above the fighting cockpit.

The fully enclosed, air-conditioned flybridge provides excellent visibility, while stabilisers and mega-size vertical interceptor trim tabs provide a comfortable ride and efficient trim while at sea.

Built to survey, the vessel features

multiple watertight compartments, twin generators, twin water makers, saltwater ice makers, freshwater ice makers, large catch chillers and a live bait tank that could be mistaken for a small swimming pool.

Thanks to the clever use of carbon fibre and a weight-saving interior, this vessel will deliver both high speed and long range.

www.yachtingdevelopments.co.nz
www.warwickyachts.com

From beanbags to inflatable chairs

COAST NEW ZEALAND has launched its new state-of-the-art Nimbus collection of luxury inflatable seating. This latest addition to the COAST New Zealand line-up comes nearly 20 years after the company first started production of its much-revered Marine Bean Collection.

Utilising COAST New Zealand's proprietary cloud-filled technology, the Nimbus Collection delivers the comfort and calibre of the brand's award-winning beanbags, but with the easy portability and convenience of an inflatable. There are three styles — the Lounger, the Orbit and the Chair — to choose from.

The fabric covers are made in New Zealand from world-renowned product Sunbrella, which offer unparalleled performance and durability.

Quality marine-grade components



have been employed when developing the air-filled liners, which are made with a combination of reinforced PVC and 300 mm reinforced PVC drop-stitch fabrics. All seams are heat sealed, not glued, ensuring a durable finish. These fabrics and technology have traditionally been used in paddleboards or tenders, and the

Nimbus inners will significantly outlast inferior inflatable liners.

Each Nimbus product has marine-grade stainless 'D' rings for securing to a vessel, a USB-rechargeable pump, and a bag made from recycled sails (thanks, Doyles!) for stowing when not in use.

www.coastnewzealand.com



Berths for sale at new Okara marina

New marina berths are now available to purchase for the consented Okara Marina site in Whangārei Harbour, and one third of the berths have already been snapped up. The berths are designed for boats up to 35 metres, including multihulls up to 20 metres.

THE SHELTERED LOCATION of the new marina provides safe, comfortable berthage with easy access. At the centre of spectacular cruising grounds, it is close to sailing and fishing at Great Barrier Island, Auckland, Bay of Islands and the sheltered Whangārei Harbour. Six competitively priced boat yards and a great selection of marine services are close by, all part of the Whangarei Marine Industry Group.

The marina will be built in the upper Hātea River, on the seaward/downstream side of the Te Matau ā Pohe bascule bridge, within walking distance of Whangārei's Town Basin restaurants, shopping and entertainment.

www.whangareimarina.co.nz.

Kiwi innovation creates amphibious electric tender

NEW ZEALAND COMPANY ANURA LTD has announced a new electric-powered version of its amphibious system. The first of its new Electric over Hydraulic (EOH) power units has been installed in a high-specification carbon fibre tender and is performing to specification.

EOH further expands the Anura offering, providing watercraft owners with the option of either internal combustion (ICE) or electric power to run the amphibious system.

EOH has been developed in response to market demand for an electric power option (reflecting current EV trends and benefits, such as being quiet, environmentally friendly, etc). However, the company's market feedback indicated there was concern about the safety and reliability of electric wheel motors when operating fully immersed in salt water.



Users wanted the benefits of an electric system but disliked the idea of the risk attached to electric wheel motor technology which, unlike that used in hydraulic-powered drive wheels, is still in its infancy. Therefore Anura's EOH system offers a solution which meets both requirements: electric power coupled with the proven and safe technology of hydraulic wheel motors.

Each EOH system is equipped with 12.4kWh of batteries, to provide a run-time of between 45 and 60 minutes, depending on the operating

environment. If required, additional batteries can be installed to increase run-time/range.

Driving the hydraulic pump is an 28kW air-cooled electric motor which is manufactured in the USA. A standard domestic power supply is used to charging the batteries, with a charge time of nine hrs. This can be reduced to 1.5 hours if a parallel charging pack is used.

The EOH has the same warranty as Anura's ICE power unit: an industry-leading 3 + 3 year warranty.

www.anura.nz



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