

Industry Conference 2023

7-9 AUGUST, TAURANGA



The Shape of Boating in the 2030s



PROUDLY SUPPORTED BY:





Venue

Our 2023 conference venue is the stunning Trinity Wharf Hotel on Tauranga’s waterfront.

This unique 4.5 star hotel, located on and over the harbour has a relaxed ambience, excellent conference facilities, waterfront dining, an outdoor infinity edge swimming pool, fully equipped gymnasium and its own private pontoon.

For more information on the venue go to www.trinitywharf.co.nz



Social Programme

**MONDAY 7 AUGUST
18:00-19:00**

Welcome cocktail function,
Poolside at the Trinity Wharf Hotel.

**TUESDAY 8 AUGUST
19:00**

Conference dinner at Trinity Wharf Hotel

Accommodation

Go to www.trinitywharf.co.nz and use the booking code NZ MARINE for a 10% discount.

Speakers



ROSS BLACKMAN - MC

Ross started his global career as a sailmaker. His involvement with the America's Cup began in 1988 and in subsequent campaigns his roles ranged from sailmaker to chief executive of Team New Zealand.

Ross has also had key roles with Far North Holdings, Sir Peter Blake Trust, SoftBank Team Japan AC Challenge and Japan SailGP team. Ross is President of Yachting New Zealand.



DARREN VAUX

Darren has had a successful career as an award-winning property developer and business entrepreneur. Co-owner of multi-award-winning Australian Marinas, MD/Owner Empire Marinas Group, MD/Owner Freedom Boat Club Broken Bay & Lake Macquarie, Director & Past-President-Boating Industry Association Australia, President-ICOMIA, and Chair-Maritime Advisory Council in New South Wales.



BRUCE COTTERILL

Bruce Cotterill is a highly-regarded business communicator assisting managers, leaders and their organisations to improve performance and profitability. His recent clients include ANZ Bank, Barfoot & Thompson, GJ Gardner, Telstra, and The Canterbury Earthquake Recovery Authority.

Bruce is a passionate leader of change and is genuinely interested in business performance improvement. Bruce is a published author and regular NZ Herald columnist.



BOBBY KLEINSCHMIT

Bobby is the Principal Naval Architect for Emirates Team New Zealand. Since 2010, his roles with ETNZ include being principal hull designer for the AC75s Te Aihe and Te Rehutai, and test boat Te Kahu, Appendage Design team leader, and responsible for concept development and global architecture.

Bobby will also provide an update on the Hydrogen Powered Foiling "Chase Zero" Tender.



KIRK HOPE

Kirk Hope is Chief Executive of BusinessNZ, New Zealand's leading business advocacy group, representing thousands of businesses of all sizes. Kirk and the team work with companies, organisations and political and other decision makers, advocating for NZ's success through sustainable economic growth.

Kirk previously held a range of senior banking positions including as Chief Executive of the NZ Bankers Association.



ANDREW FIELDING

With a long career in a wide range of marine industry roles, Andrew is the current President of the Boating Industry Association Australia and chairperson of the BIA Queensland Council.

His passion for supporting the recreational boating industry has led to him holding many advisory roles, committee, board positions, and he is now in his second year as President of BIA Australia.



SHARON ZOLLNER

Sharon grew up on a farm near Methven and holds a Master of Commerce from the University of Canterbury. She started her career at the Reserve Bank of New Zealand in 1998, and has also worked at the Central Bank of Norway.

She moved to the New Zealand banking sector in 2006. She joined the ANZ economics team in 2010 and became Chief Economist in late 2017. Sharon manages a team of six around New Zealand.



VANGELIS VITALIS

Vangelis is a New Zealand diplomat working as the Deputy Secretary Trade and Economic for the Ministry of Foreign Affairs & Trade. In 2023 Vangelis will be chairing the Senior Officials' process that supports the Comprehensive and Progressive Agreement for Trans-Pacific Partnership Ministerial meetings.

Vangelis has also led the conclusion of negotiations of several Free Trade Agreements for New Zealand.



MARK MCKINNON

Mark is Senior Broker at Abbott Insurance Brokers has been assisting marine industry companies with practical insurance advice since 2005. During his 45 years in insurance, Mark has worked for several major insurers and has also owned his own broking company.

Abbott Insurance Brokers is NZ Marine's insurance provider and major partner in hosting this Conference.

Speakers



SAM ALLAN

The founder of Onfire Design, Sammo laid the foundations of his career in London working on mundane brands like Rolls Royce, Aston Martin and Playstation.

A specialist in working with manufacturers within the marine industry, Sammo knows how to get to the bottom of a customer facing challenge. His ability to tell a story by design can be seen throughout Onfire's portfolio.



NICK INSKIP

Nick is an R&D Specialist at Callaghan Innovation, working with businesses to help them access support from the Research and Development Tax Incentive. Nick is passionate about leveraging every opportunity to move businesses forward and knows how important R&D is to providing that edge towards success.

He has worked extensively in marine energy and has been around boats most of his life.



SAM WOOLFORD

Leader of Legasea, Sam has always had a passion for the ocean. A qualified dive instructor his summers were spent fishing, diving, and working on yachts in NZ and New Caledonia. After returning from five years in Europe, the noticeable decline in the health of our coastal fisheries spurred a desire to get involved.

Sam wants future generations to grow up enjoying similar experiences as we did.



JOE DAW

Joe completed his Marine Cabinet Maker apprenticeship at Princess Yachts in UK. He emigrated to NZ in 2003 and joined Auckland's Salthouse Marine where he rose to Production Manager overseeing multiple projects and large teams.

Starting as a Field Officer in 2011, Joe is now the MAST Academy Training Manager running the training team and the School to Work program.



LESLEY SOUTHWICK

Lesley has an MBA and extensive experience in quality management for vocational tertiary education across a range of trades and professional occupations.

She has managed ITO's & PTE's and has a passion for taking people and industry sectors on a journey to be the best that they can be. Lesley is the Quality Assurance and Programme Development Manager at MAST Academy.



CHRIS VAN DER HOR

Chris spent over 25 years as a qualified boat builder, managing the build of power boats, sail boats and superyachts, and also leading the fabrication of masts and rigs for America's Cup and Volvo campaigns.

Chris joined the Boating Industry Training Organisation in 2005 as Field Officer and is now Chief Executive Officer of MAST Academy.



PETER BUSFIELD

Peter has been the Executive Director of the NZ Marine Industry Association since 1997. He is CEO of the NZ Marine Export Group and is a Chartered Member of the Institute of Directors.

He is currently on the NZ Government's Business Reference Group advising on Government Procurement policies and is deputy chairperson of an Auckland Transport Management Association board.



STACEY COOK

Stacey has been a part of the NZ Marine team for 13 years. As the Event Manager and Export Manager, Stacey manages the Auckland Boat Show, NZ Millennium Cup superyacht regatta and members' promotion/exhibition and attendance at key international boat shows and events.

Stacey will provide an update on key marine events in 2024.



MARITIME NEW ZEALAND

This year, new Marine Protection Rules came into force, targeted to reduce emissions from vessels that operate in the sea. The rules are part of New Zealand's accession to MARPOL Annex VI, an international agreement that aims to reduce air pollution from ships.

Alison Barrett and Daniel Kinder of Maritime New Zealand will be presenting on the Annex VI implementation and the new Part 199 Marine Protection Rules.

Panel Speakers

Powering up Boating in the 2030s



MICHAEL EAGLEN

EV Maritime is a designer, developer and system integrator for electric commercial boats, focusing first on fast ferries.

Company CEO Michael Eaglen will talk about the two 200-passenger 25-knot battery electric vessels which EV Maritime has under contract for Auckland Transport and about the wider ferry electrification programme which is underway in Auckland and elsewhere.



BOBBY KLEINSCHMIT

Bobby is the Principal Naval Architect for Emirates Team New Zealand.

He will provide an update on the Hydrogen- Powered Foiling “Chase Zero” America’s Cup Tender.



CHRIS HOWARD

Chris Howard has been with Naiad for 18 months as their Design and Systems Manager. Chris leads the design team and product manages the extensive range of Naiad boats.

Chris has a strong interest in maritime technologies and decarbonisation work, including authoring papers on these topics.



JOHN MCGETTIGAN

With the growth of e-propulsion John’s company www.EarthlingEThos.com stepped up to supply this alternative market, drawing on longstanding European relationships. With the E40 PowerCat and E-THOS systems now in production Earthling has succeeded with dramatically reduced air, water, and noise pollution while achieving a better boating experience overall.



LINDSAY FAITHFULL

Lindsay is MD of McKay, a multi-disciplined electrotechnology company with operations in NZ and the USA. Lindsay is also a Director of Naut, an electric propulsion company aimed at the 6-12m boat market.

Between them, McKay and Naut have completed the electrical systems for three hybrid and three fully electric marine vessels, including the Wellington electric ferry, Ika Rere.



COLIN MITCHELL

Colin is Chief Executive of Q-West Boat Builders in Whanganui. Colin is a qualified shipwright with more than 30 years in the marine industry including construction, systems design, sales and project management. Q-West is currently building a 32m hybrid passenger catamaran for Auckland Transport.



DANNY SUNKEL

Danny is the CEO and co-founder of Tauranga-based GFAB Trailers. Established in 2008, GFAB has grown into one of New Zealand’s premium aluminium boat trailer manufacturers. Danny will talk about how robotics has revolutionised manufacturing at GFAB.



DARREN VAUX

Darren has had a successful career as an award-winning property developer and business entrepreneur. He is Director and Past-President-Boating Industry Association Australia, President-ICOMIA, and Chair-Maritime Advisory Council in NSW.

NZ Marine Industry Conference 2023

Programme

MONDAY 7 AUGUST

- 3:00pm - 6:00pm** Conference Registration – Trinity Wharf Hotel conference Lobby
- 6:00pm - 7:00pm** Welcome Function – poolside at Trinity Wharf Hotel
Sponsored by Boating New Zealand and Tenob Wholesale Marine
- DINNER**
Delegates to dine at leisure – in-house or in Tauranga

TUESDAY 8 AUGUST

- 8:00am - 9:00am** Conference Registration – Trinity Wharf Hotel conference Lobby
- 9:00am - 9:05am** Conference opens
Your MC - Ross Blackman
- 9:05am - 9:10am** President's welcome
Garry Lock
- 9:10am - 9:30am** Current status of the worldwide boating industry
Darren Vaux, ICOMIA President
- 9:30am - 9:50am** Is the inflation dragon slain?
Sharon Zollner, ANZ Chief Economist
- 9:50am - 10:00am** Latest NZ Marine Industry statistics and survey results on the size of the industry
Peter Busfield, NZ Marine Industry Association
- 10:00am - 10:20am** Advancing investment in new tech in the NZ business environment
Kirk Hope, Business NZ CEO
- 10:20am - 10:35am** Edutainment comes to MAST
Official launch of virtual training tool
Lesley Southwick, MAST Academy of New Zealand
- 10:35am - 10:40am** Major Marine Events in 2024
Stacey Cook, NZ Marine Industry Association
- 10.40am - 11.10am** **MORNING TEA**
Sponsored by Q-West Boat Builders
- 11:10am - 12:30pm** Powering up boating in the 2030's
Colin Mitchell, Q-West Boat Builders
Michael Eaglen, EV Maritime
Lindsay Faithful, McKay/Naut
Chris Howard, Naiad
Bobby Kleinschmit, Emirates Team New Zealand
John McGettigan, Earthling
Darren Vaux, ICOMIA

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| 12:30pm – 1:30pm | LUNCH <i>Sponsored by Electronic Navigation Ltd</i> |
| 1:30pm – 2:00pm | Robotics powering up our industry in the 2030's <i>Panel of above participants, plus Danny Sunkel of GFAB Trailers and Nick Inskip of Callaghan Innovation chaired by Ross Blackman</i> |
| 2:00pm – 2:45pm | Planning for the Unimaginable <i>Bruce Cotterill</i> |
| 2:45pm – 2:55pm | Market update <i>Mark McKinnon, Abbott Insurance Brokers</i> |
| 2:55pm – 3:15pm | Ignite your brand! <i>Sam Allan, Onfire Design</i> |
| 3:15pm – 3:30pm | Design process for the AC40 <i>Bobby Kleinschmit, Emirates Team New Zealand</i> |
| 3:30pm – 4:00pm | AFTERNOON TEA <i>Sponsored by Altex Coatings</i> |
| 4:00pm – 4:30pm | The future: It's all about me <i>Bruce Cotterill</i> |
| 7:00pm | CONFERENCE DINNER <i>Trinity Wharf Hotel</i> |

WEDNESDAY 9 AUGUST

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| 9:00am – 9:05am | Today's programme <i>Ross Blackman, MC</i> |
| 9:05am – 9:25am | The opportunity cost of mismanaging our fisheries <i>Sam Woolford, Legasea</i> |
| 9:25am – 9:50am | New MARPOL engine requirements <i>Daniel Kinder and Alison Barrett, Maritime New Zealand</i> |
| 9:50am – 10:15am | Funding for the Future of Marine Technologies: Accessing the R&D Tax Incentive <i>Nick Inskip, Callaghan Innovation</i> |
| 10:15am – 10:35am | Australian market opportunities – importing to and exporting to our closest and largest international market <i>Andrew Fielding, President, BIA Australia</i> |
| 10:35am – 11:00am | MORNING TEA <i>Sponsored by RSM New Zealand</i> |
| 11:00am – 11:10am | Boating in the 2030's <i>Darren Vaux, President ICOMIA</i> |
| 11:10am – 11:35am | Break-out session |
| 11:35am – 12:00pm | Reporting back and summary of findings |
| 12:00pm – 12:25pm | New Zealand Trade Policy: Beyond the Golden Weather? <i>Vangelis Vitalis, Ministry of Foreign Affairs & Trade Deputy Secretary Trade and Economic</i> |
| 12:25pm – 12:40pm | Workplace training – what we've learned <i>Chris van der Hor & Joe Daw, MAST Academy of NZ</i> |
| | Conference closing remarks |
| 12:50pm – 1:50pm | CLOSING LUNCH <i>Sponsored by YESSSS</i> |