



NZmarine
INDUSTRY ASSOCIATION

News

Summer 2022

THE ELECTRIC BOAT REVOLUTION

The future is here



What's inside

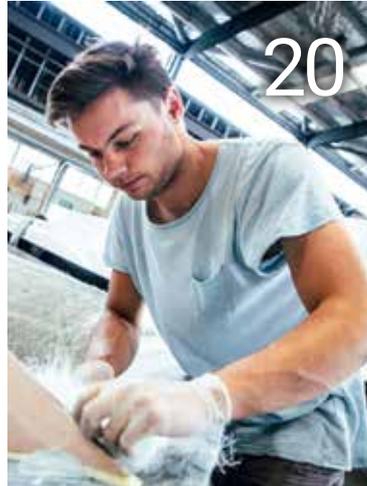
- Marine sector surges ahead
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ACADEMY
NEW ZEALAND

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President's Report



Garry Lock
President
NZ Marine Industry
Association

Success despite challenges in 2021

AS WE NAVIGATE our way through the recent raft of challenges the marine industry has been faced with, it seems opportune to highlight some of the headline achievements that the NZ Marine Industry Association has supported in 2021. (More detail on the key points below is included in subsequent reports contained in *NZ Marine News*.)

Without a doubt, the most noteworthy achievement has been the transition of NZMACITO (NZ Marine and Composites Industry Training Organisation) to the Private Training Establishment named MAST (Marine and Specialised Technologies Academy of New Zealand) (see page 16). MAST commenced operation on Monday 2 August 2021, with the interim shareholder being NZMEG (New Zealand Marine Export Group). NZMEG will continue in the interim shareholder role until NZMACITO is disestablished early in 2022. At that point the shareholding will revert to the Boating Industries Association (NZ Marine). Chris van der Hor and his team have done an outstanding job in setting up the MAST organisation, going through all the compliance hoops with registering the PTE with NZQA. There was considerable assistance in setting up the structure and funding of the MAST organisation, with Robert Knox from the Board of Management providing invaluable input into the structure and governance of MAST. Tracey Stevenson's work in obtaining charitable status for MAST deserves a mention, as does her role as the Chair of the Board of MAST.

The cancellation of Auckland Boat Shows due to Covid-19 also deserves special mention. The communication around the cancellation decision, led by Stacey Cook and the Events team, and the buy-in/support demonstrated by the exhibitors at the 'all in' Zoom meetings was fantastic to see. After all the hard work of setting up the boat shows' layout and invoicing exhibitors, the cancellations must have felt like beating their heads against a brick wall for the Events team. Kim Green and the Accounts team also deserve a special mention for all the extra work a 'non-event' entails.

The NZ Marine Jobs website officially launched on 8 November 2021 (see page 26). There are currently over 60 member companies using the site, with most advertising job vacancies. Part of the goal of the website was to secure a database of people looking for jobs in the marine industry, and Facebook advertising is working well, being cost-effective and additionally driving people to the website. Thanks to Vice President Jason Dickey for supporting this initiative and Caroline Gibson for seeing the project through.

In other news, NZ Marine has entered a new lease for 85 Westhaven Drive, commencing 1 February 2022. The lease is a three + three-year arrangement with Panuku Auckland. The Board of Management also

asked the Executive Officers to develop a vaccination policy for the 85 Westhaven Drive site. This proved challenging: the 85 Westhaven site is somewhat complex, in that we needed to consider the NZ Marine Industry Association staff as well as the tenants MAST and DPA (Drowning Prevention Auckland), room hirers, visiting members and contractors. This involved discussions amongst the staff of NZ Marine and MAST which included staff status and protocols for visitors and staff when accessing the site. Special thanks to Lisa Easte for her assistance around the policy framework.

Where to from here? What is the future going to look like when the borders reopen and some of the strong local spend goes offshore again? Without a doubt supply-chain issues are going to remain a challenge, and it is hard to see this being resolved in the next 12 months. Material costs will continue to increase. And for those members who have benefitted with full order-books through the pandemic, is it reasonable to assume this demand will continue, or will we see the market revert to historical averages?

It is clear that that the refit and repair market needs reinvigorating, and we need to prime the Pacific voyaging pump. Executive Director Peter Busfield is working with senior Government officers, endeavouring to have our sea border open in tandem with the air border in July 2022, and at the same time is working on a strategy to get boats back into the Pacific, which will involve reaching out to Australia, Fiji and Tahiti to show the world the Pacific, and by default New Zealand, is open again. To date our focus has been shorter term around getting owners and boats into New Zealand under the refit policy.

What else is on the horizon? An electric/electric-hybrid ferry fleet in Auckland to follow on from the East West ferry vessel in Wellington? Hydrogen-fuelled AC chase boats? Export of NZ designed and built boats on the increase? Upgrading and replacement of the New Zealand fishing fleet? Just as well we have MAST up and running, as the need for apprentices and skilled staff is a challenge in itself.

In 2021 Peter and his able team were also kept very busy assisting members so they could conduct their businesses under the many restraints enforced by government in its goal of eliminating/controlling Covid. It is pleasing to report that membership has steadily increased to over 500 member companies and we welcome our new members.

On behalf of the Board, I wish all members success in the year ahead.

Garry Lock
President, NZ Marine

Executive Director's Report



Peter Busfield
Executive Director
NZ Marine Industry
Association

Marine industry buoyed by Kiwis hitting the water

BOATING IS NEW ZEALAND'S most popular pastime, and the New Zealand marine industry is benefitting from a strong domestic market. During the latter part of 2020, in 2021 and at the start of 2022 we have benefited from a strong domestic and international market for both recreational boats and boating equipment.

The domestic market is being buoyed by a return by many New Zealanders to the lifestyle that boating provides here. It is by far New Zealand's most popular recreational pastime, with over 50 per cent of adults participating in some form or other of boating, from kayak fishing and kite surfing to game fishing and America's Cup sailing.

The statistics on pages 30 and 31 show that the number of outboard motors imported in 2021 was up 8 per cent on 2020, and the current supply is yet to catch up with the ongoing strong demand. New boat trailer registration statistics indicate that on average more than 20 new boats are purchased each day of the year by the New Zealand public. The majority of these new boats are designed and built in New Zealand, and this is something that the marine industry can be proud of.

The strong domestic market for New Zealand-made boats continues to assist many marine companies initiate or expand exports of New Zealand-designed and -made boats and marine equipment. International markets are also enjoying a boating boom as many people worldwide have stayed local and spent their leisure dollar on recreational boating. However, while many New Zealand marine industry exporting companies have benefitted from this uplift in international demand, others have lost sales due to air- and sea-freight constraints and not being able to visit their offshore customers and

potential customers for the last two years.

The NZ Marine Export Group is working closely with New Zealand Trade and Enterprise, Ministry of Foreign Affairs and Trade and Tourism New Zealand in forming a strategy to turn this around in 2022 to 2025, as we seek to reconnect with our international markets and at the same time have our sea border for visiting cruising and superyachts reopened.

President Garry Lock, in his report, has highlighted many of the activities and achievements of the association during the past year, and I would add my thanks to the board, sector group committees and our dedicated and passionate staff team for achieving outcomes that provide the New Zealand marine industry with a platform for increased business and direct business opportunities for member companies.

The board members, sector group committees and staff teams of the NZ Marine Industry Association and Marine and Specialised Technologies Training Academy are listed on pages 10-11. They are serving you, our member companies, and would at any time appreciate your feedback and input to assist us in our mission to promote and support the New Zealand marine industry.

All the best for 2022.



Peter Busfield
Executive Director



NZ Marine members innovating in the electric vessel sector

With the growing popularity of electric vehicles on our roads, there has been a similar growth in interest in the use of electric power in the marine sector.



WITH APPLICATIONS VARYING from small trailer power boats up to commercial ferries, many NZ Marine members are now embracing electric power to enhance their products with greater environmental, social and economic benefits.

Globally, the electric boat market is expected to expand rapidly worldwide, as the tourism market and the growing trend of boat leasing and boat transportation create demand. Overseas, as governments impose more stringent regulations to curb pollution and protect the environment, initiatives are being introduced to promote the use

AMONG THE ADVANTAGES OF UTILISING ELECTRIC POWER ON BOATS ARE:

- **Efficiency** – potentially massive fuel savings
- **Silence** – quieter engines and no vibration
- **'Green energy'** – some engines can be recharged from solar energy panels
- **Maintenance** – lower maintenance costs and fewer moving parts
- **No CO2 emissions** – no fumes and less impact on the environment.

of battery-powered boats and provide subsidies for developing advanced technology in batteries and other systems. EVs are being used not only used for recreational and fishing activities but also for public transport, sea patrols and out rescue operations.

On pages 36-41 of this edition we feature several NZ Marine member companies who are leading the way, playing their part in reducing emissions and protecting the marine environment through new-boat projects and selling EV-related products. We look forward to reporting on more EV success stories in future issues of *NZ Marine News*.



TOP: The ZeroJet electric propulsion system for new boats under 6 m.

LEFT: Wellington's new electric ferry *Ika Rere*.

NZ Marine Export Group News

The NZ Marine Export Group continues to work hard for its members, providing support for members at international shows, by promoting New Zealand at overseas events and via initiatives such as the New Technologies Group.

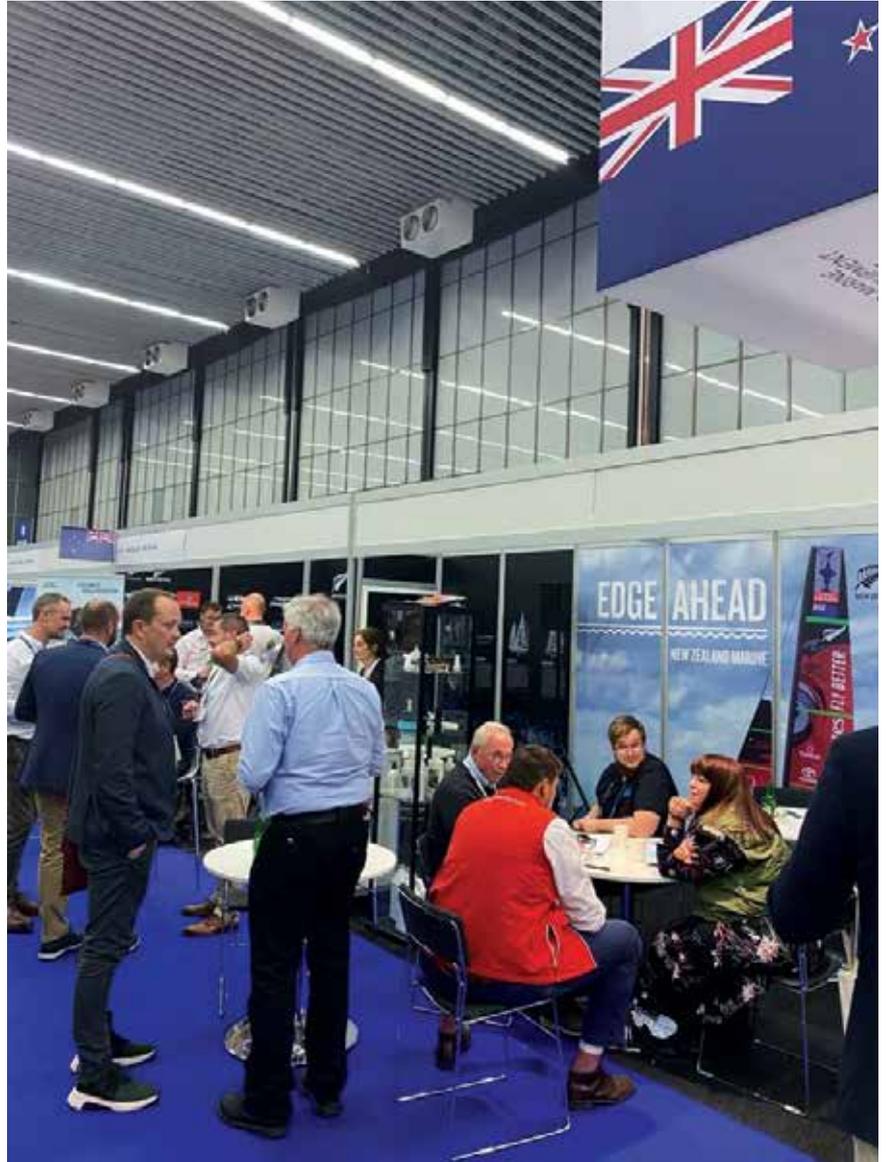


METS

New Zealand profiled at METSTRADE, Amsterdam

NZ MARINE, with the ongoing partnership of New Zealand Trade and Enterprise (NZTE), supported the New Zealand contingent at the METSTRADE show in Amsterdam from 16–18 November 2021, with a 8 x 3 m New Zealand stand. Manned by NZTE staff onsite, the stand profiled the New Zealand equipment sector, technology and innovation, and also profiled previous exhibitors who weren't able to attend.

The Marine Export Group was pleased with the result of the METS show, even with fewer attendees at the show due to restrictions in the Netherlands. NZTE staff onsite were happy with the quality of visitors and the profile of the New Zealand companies.



THIS PAGE:
New Zealand
companies
hosting business
partners at the
New Zealand
networking
function held
on site.



NZ MARINE EXPORT GROUP BOARD MEMBERS 2021-22



Clint Jones
CHAIR
Prospeed



Albear Montocchio
VICE-CHAIR
Hamilton Jet



Richard Thorpe
BOARD MEMBER
TNL Pindar



Neven Barbour
BOARD MEMBER
Orams Marine



Gareth Hodson
BOARD MEMBER
Electronic Navigation Ltd



Glen Orr
BOARD MEMBER
Co-opted board member



Garry Lock
BOARD MEMBER
NZ Marine President



Peter Busfield
CEO
(in attendance)



Stacey Cook
MANAGER
(in attendance)

2021 Wrap-up

HIGHLIGHTS

- NZ Millennium Cup 2021 regatta
- Superyacht Cup Palma 2021
- Maximising and building future digital commerce capability for export success
- Attendance at METS 2021
- Development of www.superyachtnewzealand.co.nz
- Digital support – new export page on www.nzmarine.com, profiling members and their stories

LOBBYING/REPRESENTATION:

- Gaining New Zealand Customs approval to extend the Temporary Import Entry (TIE) for all visiting yachts already in New Zealand to June 2021, and then again to June 2022.
- Engagement with NZTE, MFAT and MBIE profiling the New Zealand marine export industry and seeking government support to increase export opportunities for New Zealand Marine Export Group member companies.

SUPERYACHT/CRUISING YACHT BORDER EXEMPTION:

- Gaining government new law order in July 2020 that allows cruising yachts and superyachts to visit New Zealand for refits/repairs (subsequently approx. 30 superyachts and 80 cruising yachts have entered New Zealand under this exemption).
- Gaining government new law order in Dec 2020 that allowed superyachts owned by ETNZ and America's Cup challenging syndicates' major sponsors to visit New Zealand for the Prada Series and America's Cup, complete with the owner/family on board and isolating on board their own yacht on arrival in New Zealand (subsequently approximately four superyachts and their owner/families arrived in New Zealand including British billionaire Sir Jim Ratcliff, owner of INEOS UK).

IN LIAISON WITH NZ MARINE INDUSTRY ASSOCIATION:

- Providing guidance and best practice for member companies implementing health and safety operating procedures for running factories/offices under Covid level 3 restrictions. (Thank you to NZ Marine Export member companies Doyle Sails, Stabicraft and Lloyd Stevenson Boats for assisting us with this major task.)

- Gaining government health order change to allow inshore non-motorised boating in New Zealand at Level 3, and establishing with Maritime NZ and NZ Police that marine companies can operate under level 3 with regards to moving recreational boats for delivery to refit/service yards and to do sea trials.
- Lobbying central and local government to assist with planning/permitting clusters of marine export companies to operate/expand. Successes in 2021 include:
 - Orams' new haul-out yard given the go-ahead on Beaumont St, Westhaven with a 840 tonne travel lift.
 - The Jellicoe Harbour (America's Cup harbour) established and, post the Cup in April 2021, approval for the superyacht berths to remain in place versus the consent requirements for them to be removed.
 - Maintaining Beaumont Street as an industrial access road for marine companies (an on-going battle!), rather than the deletion of 90 car parks for a mid-road cycle lane as per the current plan.
 - Government Major Development Grant (Shane Jones) for port of Whanganui – assisting export member Q-West gain this as cornerstone land/lease owner.
 - Assistance in planning and Far North Holdings gaining dedicated isolation berths for visiting yachts at Opuia, complete with Ministry of Health and NZ Customs approvals.
 - Assisting Maritime NZ, Ministry of Health and NZ Customs in the setting up of application process and then assisting agents in submitting applications for visiting yachts to gain the Cabinet-approved exemption for foreign-flagged cruising and superyachts to enter for refit/repairs of over \$50,000.

2021-22 NZ Marine Board members

The NZ Marine Board of Management, led by NZ Marine President Garry Lock, is responsible for the strategic planning, direction of the Association, leadership of the industry, and financial governance. The Board of Management is elected at the Annual General Meeting each year, with the 2022 AGM date scheduled to be held in June.



Garry Lock
President

BORN AND RAISED on the North Shore as part of a family with a long history in the marine industry, Garry graduated from University of Auckland in 1975 with a Bachelor of Science, majoring in Geology and Chemistry.

Working in the marine industry in a boat repair and repaint business during his university years lead to a 15-year role with Cookson Boatbuilders Ltd in the 1990s, assisting with project management. While at Cookson Boats he had the opportunity to continue to sail in a number of regattas as a member of the New Zealand Kenwood Cup team, and competed in a number of Sydney-Hobart Races as well as other regattas in Australia and Asia.

Following on from Cookson Garry changed hats, going from a purchaser of race-boat equipment to a supplier to the marine industry as managing director of Harken NZ, which was established out of the iconic A. Foster and Co. business in Fanshawe Street. This role continued until recently, when he took the opportunity to set up a consultancy business.

Garry was elected as president in 2020 and was re-elected in 2021.



Jason Dickey
Vice President

JASON'S PASSION FOR the ocean has driven him for as long as he can remember. He says it led him to the marine industry from school, and it motivates him every day.

Professionally, he started in the industry with a powerboat servicing apprenticeship in Napier, qualifying and working as a marine technician for six years. Overseas experience beckoned, and while overseas he completed a New Zealand trade certificate of Maintenance and Diagnostics in Mechanical Engineering remotely, followed by a Marine Engineering Class 3 ticket.

Moving to France, he secured work on superyachts as an engineer. After a couple of years in Europe, a dream opportunity arose to join a private vessel that travelled extensively, leading to several years cruising the globe, exploring and diving.

After eight years at sea, the time seemed right for Jason and his wife Tristin to return to Napier and start Dickey Boats. Today, the company designs, builds and services a range of bespoke aluminium vessels for the pleasure-boat market in New Zealand and abroad. Jason is proud of the business they have built with a team of equally passionate marine professionals.



Tracey Steveson
Vice President

TRACEY IS A CHARTERED ACCOUNTANT with a wealth of experience in governance in the not-for-profit sector. Having gained 20 years of experience in the corporate world, she joined her husband in the management of their boatbuilding business, Lloyd Stevenson Boatbuilders, working together to create a world-leading business building custom yachts, launches and superyacht tenders.

Tracey was appointed to the board of the NZMAC Industry Training Organisation in early 2018, and was seconded onto the Board of Management in 2019, as it started to work through the government's review of vocational education. She was elected as a Vice President in 2020 and is also the Chair of MAST Academy (Marine and Specialised Technologies Academy of NZ), our new vocational training entity.



Clint Jones
Export Group Chairman

THOUGH A TRUE-BLUE KIWI, Clint has worked in the Middle East and the United States. He moved out of Auckland five years ago and now lives on the Coromandel Peninsula.

Eight years ago, he was asked to help run PropSpeed, and in that time the company has grown from a team of three to 35 staff today, with 12 full-time staff now based offshore in Europe, the USA and Australia. PropSpeed has been a Kiwi marine export success story, exporting to over 40 countries.

A lifelong sailor, in 2011 Clint became involved in the 2013 America's Cup, running the camera boats for the World Series and AC 34 in San Francisco, AC 35 in Bermuda and AC 36 in Auckland in 2021. He has also been lucky enough to work for SailGP, and at the Rio and Tokyo Olympics.

Clint says he has a deep love of the marine industry and feels honoured to be part of helping represent what we do on the world marine stage.



Denis Kendall
Board member

DENIS KENDALL JOINED the NZ Marine board in 2018, supporting then-President Richard Macalister, and was appointed Treasurer at that time. He first started working at Sea Craft in 1982, after several years in accounting, then moved to Roger Land Yachts as production manager, building Young 88s and Young 11s before becoming a professional sailor competing in yachting events including IOR and match racing regattas, and the America's Cup. Denis returned to Sea Craft in 1993 when Les Miller retired, taking over the manufacturing side of the business. Denis is CEO and joint owner, with Lionel Sands, of the company, now renamed Haines Hunter NZ. Denis currently sails with Jim Farmer on Georgia Racing, is a keen sport fisherman, and has also recently taken up car racing at the Waiuku Dirt Track.



Michael Eaglen
Board member

MICHAEL IS CO-FOUNDER of EV Maritime, a clean-tech marine design and technology business based in Auckland, focused on zero-emission inshore commercial vessels. Their first product is a 24 metre, 25 knot electric fast ferry designed for urban public transport. Prior to starting EV Maritime, Michael's 25-year marine industry career has included time as a shipyard CEO and commercial manager, and in international sales, engineering management, composite structural design, America's Cup analysis and naval architecture. Michael is married with two teenage boys, both of whom live to be afloat.



Robert Knox
Board member

ROBERT'S BACKGROUND IS as a Chartered Accountant in public practice. He retired as the Managing Partner of BDO Chartered Accountants in December 2006 and has continued as a consultant since then. Richard Macalister invited Robert to support him on the Board of Management when he became President in 2018, and he has continued on the Board with President Garry Lock. Robert has had a love for the sea all his life which he inherited from his grandfather and father, who both had launches. In January 2010 Robert and his wife purchased a 16 m yacht in Los Angeles and together with another couple set sail for New Zealand, arriving back in Auckland in October 2010. Two further trips to the Pacific Islands, in 2013 and 2017, together with cruising in home waters, brings him to a cruise this year to unknown destinations!



Lisa Easte
Board member

LISA HAS OVER 30 years of experience in community and youth development, with a passion for building strong community relationships to build up cultures of achievement and excellence. Lisa has held positions with Youthline, Foundation for Youth Development and North Shore Budget Services. With a MSc in Psychology from the University of Auckland, Lisa has also gained skills in teaching both youth and adults, counselling and supervision, moving into management, including strategic and financial planning as well as training and development of workforces. Lisa currently is the Vice Chair of Auckland North Community and Development and sits on the board of NZ Marine Industry Association. Lisa has key expertise in strategic, business and operational planning, budgeting and financial reporting and accountability, community engagement and development, staff management, event management, relationship and stakeholder management and networking. Lisa worked for three years as HR Manager for Southern Spars and since 2020 as a consultant working with management and HR situations.



Peter Busfield
NZ Marine Executive Director

PETER IS THE FIRST EXECUTIVE DIRECTOR of the Association and oversaw the setting up of the professional offices of NZ Marine in 1997. He previously had roles as founder/director of Busfield Marine Ltd, Sales Director of Sea Nymph Marine, and Sales Manager National Appliances at Fisher and Paykel. He is a Chartered Member of the Institute of Directors and has served as a board member of the International Marine Certification Institute, International Federation of Boat Show Organisers and various marine and yachting-related representative organisations over the past 25 years. He was recently appointed Vice Chairperson of the Wynyard Quarter Transport Management Association. Peter has a NZQA Certificate in Boat Sales and Brokerage and a Boatmaster Certificate. He is an active boating enthusiast, races a Zephyr sailing dinghy and he and his wife Rachael enjoy cruising on their classic launch.



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NZ MARINE INDUSTRY ASSOCIATION EXECUTIVE

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DIRECTORY 2022

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NZmarine
 INDUSTRY ASSOCIATION

ICOMIA Statistics

NZ Marine members able to access international marine industry statistics

NZ Marine members will be able to access the International Council of Marine Industry Associations (ICOMIA) marine industry statistics for over 20 countries for the 12-month period to 31 December 2020.

THROUGH NZ MARINE'S membership of ICOMIA, member companies can access these statistics for \$250 + GST. The normal price for this info is €830.

Members of NZ Marine Export Group will receive these statistics and updated MFAT country economic reports as part of their annual subscription, without additional cost. (NZ Marine Industry Association members can join the Export Group for \$550 + GST for 1-14 employees, \$1350 + GST for 15-49 employees, \$1950 + GST for 50+ employees, and \$2550 + GST for 200+ employees.)

THE ICOMIA STATISTICS BOOK CONTAINS:

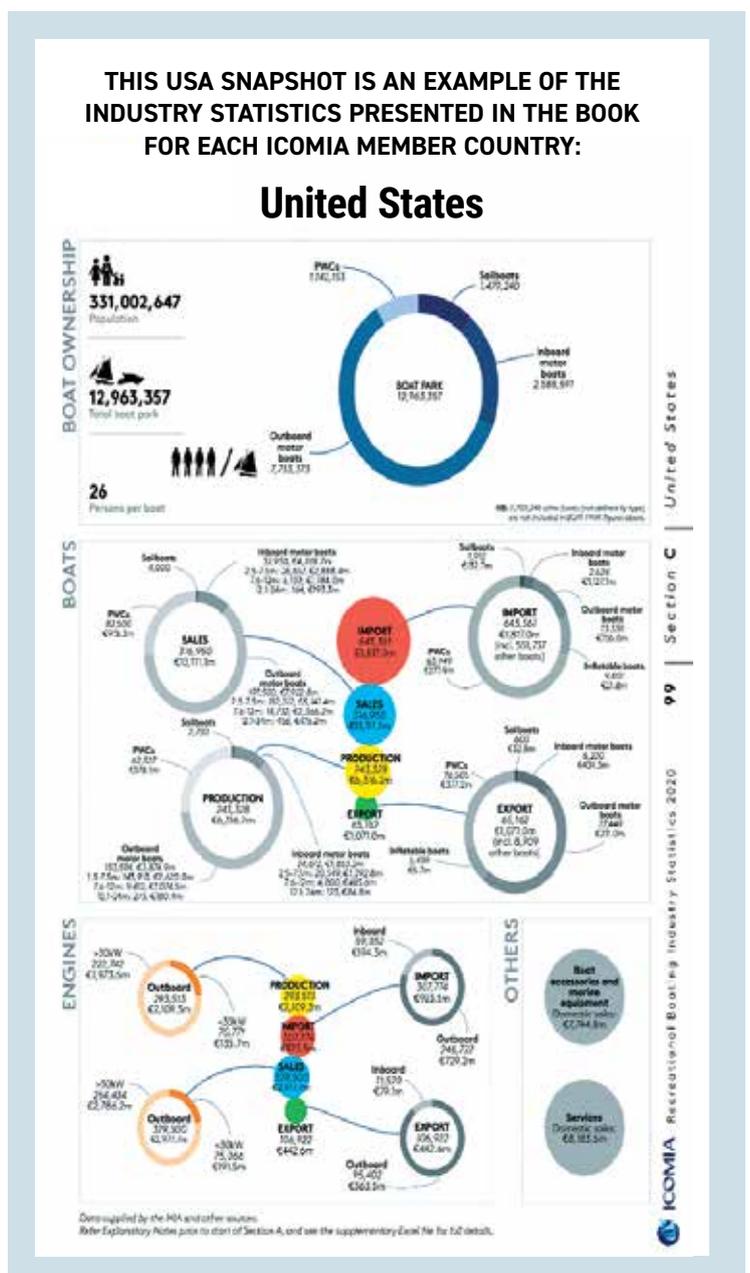
- 2021 global data snapshot
- Comprehensive market overview presenting the current industry situation
- Detailed national reports on the industry's largest market countries
- Global summaries of key product segments from 22 countries
- Export/import data for international trade in boats from 41 countries
- Marine engine statistics from ICOMIA's Marine Engine Committee (IMEC)
- International Boat Show statistics (courtesy of the International Federation of Boat Show Organizers)
- The Superyacht Shipyards Report (courtesy of The Superyacht Group)
- Industry articles selected by IBI Magazine
- Raw-data Excel spreadsheets to assist those carrying out more detailed research

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ICOMIA's Quarterly Economic Statistics Report 2021 (up to 3rd Quarter)

This report contains quarterly information on economic development, such as inflation rates, gross domestic product growth, car registrations, producer prices and consumer confidence, in 44 countries across the world. The ICOMIA Quarterly Economic Statistics Report is updated every three months. For each country, data from the last 12 quarters are provided. Here are some details of the report on USA and Australia:

Australia

2021

	Inflation Rate ¹ % (Consumer Prices [CPI] percentage change from same period previous year)	Economic Growth ² % (Gross Domestic Product [GDP] percentage change from same period previous year)	Car Registrations/Sales Units ³ Total number of new passenger, SUVs & light commercial vehicle sales/ Percentage change from same period previous year		Consumer Confidence ⁴ Online Consumer Confidence Index Level/Change from previous quarter		Producer Price Index (PPI) ⁵ Rate of change in prices of products sold at wholesale level. Excl. taxes, transport and trade margins/ Percentage change from same period previous year		Big Mac Index ⁶ US \$ (Half Yearly - January and July)/Percentage change from the same period previous year	
Q1	1.1	1.4	59,144	-8.9%	100.99	0.3%	113.6	0.0%	4.98	11.9%
Q2	3.8	9.5	61,643	28.3%	101.18	0.19%	116.3	3.5%	-	-
Q3	3	3.9	53,489	5.6%	100.54	-0.63%	120.8	7.8%	4.79	6.0%
Q4									-	-
2020										
Q1	2.2	1.4	64,919	-75.1%	99.09	-0.3%	113.6	3.2%	4.45	2.3%
Q2	-0.3	-6.3	48,029	-83.7%	98.66	-0.43%	112.4	1.2%	-	-
Q3	0.7	-3.7	50,634	-80.3%	98.59	-0.07%	112.1	-0.3%	4.52	6.1%
Q4	0.9	-1.1	58,482	-76.7%	100.65	2.1%	112.5	-0.3%	-	-
2019										
Q1	1.3	1.7	260,220	-8.1%	99.97	-0.1%	110.1	4.7%	4.35	-10.1%
Q2	1.6	1.6	294,246	-2.8%	99.89	-0.08%	111.1	3.0%	-	-
Q3	1.7	1.8	256,998	-6.7%	99.71	-0.18%	112.4	3.3%	4.26	-10.1%
Q4	1.8	2.2	251,403	-7.6%	99.39	-0.3%	112.8	2.7%	-	-

Source: (1) OECD, (2) OECD, (3) FCAI (Federal Chamber of Automotive Industries), (4) OECD, (5) OECD, (6) The Economist

United States

2021

	Inflation Rate ¹ % (Consumer Prices [CPI] percentage change from same period previous year)	Economic Growth ² % (Gross Domestic Product [GDP] percentage change from same period previous year)	Car Registrations/Sales Units ³ Total number of new passenger car registrations/Percentage change from same period previous year		Consumer Confidence ⁴ Online Consumer Confidence Index Level/Change from previous quarter		Producer Price Index (PPI) ⁵ Rate of change in prices of products sold at wholesale level. Excl. taxes, transport and trade margins/ Percentage change from same period previous year		Big Mac Index ⁶ US \$ (Half Yearly - January and July)/Percentage change from the same period previous year	
Q1	1.9	0.5	993,850	3.3%	99.18	0.1%	109.7	4.4%	4.44	-21.7%
Q2	4.8	12.2	1,156,699	61.7%	99.83	0.66%	115.2	13.2%	-	-
Q3	5.3	4.9	852,868	-11.6%	98.55	-1.28%	118.9	14.4%	5.65	2.5%
Q4									-	-
2020										
Q1	2.1	0.3	962,341	-21.9%	100.9	0.0%	105.1	-0.4%	5.67	1.6%
Q2	0.4	-9.0	715,348	-45.7%	98.73	-2.15%	101.8	-4.8%	-	-
Q3	1.2	-2.8	964,841	-22.0%	98.59	-0.14%	103.9	-2.2%	5.51	-4.0%
Q4	1.2	-2.5	936,816	-15.1%	99.07	0.49%	105.1	-0.8%	-	-
2019										
Q1	1.6	2.7	1,232,340	-9.9%	100.99	-0.3%	105.5	1.2%	5.58	5.7%
Q2	1.8	2.3	1,316,417	-9.3%	101.34	0.35%	106.9	0.7%	-	-
Q3	1.8	2.1	1,236,314	-6.7%	100.82	-0.51%	106.2	-0.7%	5.74	4.2%
Q4	2.0	2.3	1,103,614	-13.7%	100.91	0.09%	106.0	-0.5%	-	-

Source: (1) OECD, (2) OECD, (3) Trading Economics, (4) OECD, (5) OECD, (6) The Economist

Hutchwilco Boat Show



Major prize package on offer for 2022 Hutchwilco New Zealand Boat Show

The popular Hutchwilco New Zealand Boat Show, to be held at the Auckland Showgrounds in Greenlane, Auckland on May 12–15, 2022, will again attract visitors with the lure of an outstanding grand prize.

THE LARGE SHOW, which in 2021 attracted over 39,000 paying visitors, will offer those attending the 2022 show the chance to win a stunning Surtees/Yamaha grand prize package, valued at over \$280,000. Consisting of a Surtees 7.5 m enclosed-cabin 750 Game Fisher with an all-new, Yamaha F250 V6 DES Offshore series 4-stroke outboard and a Yamaha Helm Master EX control system, the 2022 Grand Prize will also come complete with a Hosking Trailers custom tandem trailer and an impressive array of the latest Garmin electronics.

Another highlight of the 2022 Hutchwilco New Zealand Boat Show will again be the Master Class series of free fishing seminars. Featuring some of the country's top professional fishers and fishing experts, the Master Class will again offer Kiwi fishers, both experienced and novice, the chance to learn from the best, gain fresh insights and find out about all the latest products

and techniques.

Hutchwilco New Zealand Boat Show general manager Dave Gibbs says the show welcomes exhibitors from all sectors of the marine industry.

'We know we attract a wide range of current boat owners, would-be boat owners and owners looking to move up to a larger style of boat. In fact, over 50 per cent of those attending the 2021 show said they were intending to buy a new boat, 78 per cent of them within the next twelve to eighteen months.

'With our wide range of the latest boats, engines, electronics, accessories and fishing and diving gear, the show appeals to every sector of the boating fraternity, making it a great place for every marine business to meet new customers, connect with existing ones and grow their database.'

Tickets to the 2022 show are now sale at www.boatshow.co.nz, with all tickets bought online automatically

going into the draw to win a powered Viking Kayaks' ultimate fishing kayak package, worth over \$8000. All online tickets also come with a free bonus entry into the Surtees/Yamaha grand prize draw, doubling the visitor's chances of winning this amazing prize.

WHAT: Hutchwilco New Zealand Boat Show

WHERE: ASB Showgrounds, Greenlane, Auckland

WHEN: May 12–15 2022.

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

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



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MAST Academy Report

Building a world-class training organisation



New identity and roles at MAST Academy



Chris van der Hor
CEO MAST Academy

On 2 August 2021, after some two and a half years of navigating the reforms of vocational education, the transition of people, operating systems and assets from NZ Marine and Composites ITO to a newly created entity, the Marine and Specialised Technologies Academy of New Zealand (MAST Academy), was completed.

MAST ACADEMY has been established to cater to the specific skills needs of the marine and composites industries. It is an independently registered charitable PTE (private training establishment) with a constitution focused on the promotion and advancement of all types of education and training schemes designed for the benefit of apprentices, trainees, students and industry businesses.

We currently serve the marine, composites and allied trades of New Zealand. The benefits of our programmes serve not just the industry sector but the whole of industry, commerce and community in New Zealand. Our MAST Academy constitution drives the organisation in delivering training and education in a variety of settings to our learners; be it in work, on campus, or online. The MAST Academy team are excited about and heavily invested in the many opportunities this holds for our learners and employers.

Eventually, when we achieve our full potential in having a dedicated campus, we will be able to offer customised training to support current graduates (including upskilling needs identified in their role and/or trade which they can badge to their existing qualification), block courses for current apprentices, and foundational and pre-trade courses to pathway future talent towards industry. Bringing all this to fruition will also require heavy investment from MAST Academy over the coming years into our learning resources which bear the weight of all our learner outcomes and set the calibre of our qualifications.

Despite only six months in operation, the team has done incredibly well under challenging times with getting into the work at hand with a new entity, as well as supporting our existing 650 trainees/apprentices and 260 employers, along with completing over 110 graduates for the year. The team, with the board, is committed to building a world-class, unique training organisation that will unleash the full potential of MAST Academy.



MAST ACADEMY TEAM

WE HAVE CREATED NEW ROLES AND WELCOMED NEW ADDITIONS TO THE TEAM AS FOLLOWS;

CEO: CHRIS VAN DER HOR

EXECUTIVE ADMINISTRATOR: AMY NEWTON

FIELD AND CAMPUS TRAINING TEAM LEADER: JOE DAW

QUALITY ASSURANCE AND DEVELOPMENT LEAD: CLARE GANNON

SENIOR TECHNICAL ANALYST: ERLINA OCADO

WE ALSO WELCOME BACK DEBBIE LOWE IN THE TRAINING ADMIN TEAM, AND OUR NEW FIELD OFFICER DANIEL O'GORMAN TO THE TEAM.



Industry new alumni – the workplace trainer

We recognise and acknowledge that there are many peers, both past and present, who have contributed in their own way to the success and reputation of our industries, be it through design, a manufacturing or boat building business, or their unique skill in craftsmanship. Many of us have been a part of these businesses’ journeys and feel we have contributed to their, and our own, successes along the way.

LIKE ALL JOURNEYS, it generally starts with the opportunity that was first given by an employer through a job that led to an apprenticeship, at the beginning of one’s working life. The workplace trainer is often the first person the new apprentice or trainee interacts with. These first interactions are critical and often determine how well a new apprentice or trainee performs and fits into a company.

It is these trainers and mentors that are the real unsung and sometimes forgotten champions of industry that MAST Academy wishes to recognise through our Workplace Trainer Certificate. This is part of our quest to develop the next generation of talent and craftspeople which the industry sorely needs now and for future growth.

New Zealand hosts the largest marine apprenticeship programme in the world and this responsibility falls to MAST Academy, as a government-recognised PTE which works with over 250 businesses across New Zealand in a variety of trades and professions in the marine, composites and marina sectors. All the businesses we deal with have experienced and qualified tradespeople and professionals who also undertake as part of their role the responsibility to act as the workplace trainer and mentor to the apprentice(s) in the business. These trainers shape, encourage, support, and verify the competency of these apprentices to ensure they learn their craft well – so, at the end of their apprenticeship when they graduate, they have the necessary skills and knowledge to build successful lives and to support their businesses and industries to grow. They are our ‘journeymen’.

To support them, MAST Academy has developed an e-Learning Skillpod to equip current and future workplace trainers involved in any employer-led training programmes,

such as apprenticeships, with the necessary key skills to be effective trainers and mentors within their sphere of influence to their colleagues and the workplace learners.

By offering this eLearning training module leading to an industry-endorsed Workplace Trainer Certificate, we acknowledge the significant role these key people play within the training environment and their contribution to ensuring each graduate succeeds. It also allows MAST Academy Field Officers to work more closely with the company in achieving these outcomes, which has many benefits for the learner, employer and industry.

For every workplace trainer who completes the accredited training, we will acknowledge this by issuing a certificate and publishing their names and companies in our publications and media channels. We will also continue to support and recognise these vital people with annual upskilling sessions through webinars/seminars, along with other complementary activities that supports the work they do with us, for they play a vital role in shaping the next generation.



TOP AND LEFT: The online workplace trainer e-Learning Skillpod.

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.

Apprenticeships



Warwick Heaney and Nathan Way of Pine Harbour Boat Painters with Daniel Gatward (centre), who has recently completed his apprenticeship in Marine Coatings – Exterior.

Daniel brushes up on skills

Recent graduate of the MAST Academy Marine Exterior Coatings apprenticeship, Daniel Gatward of Pine Harbour Boat Painters has demonstrated how a fresh-faced youngster can develop into a mature, reliable and skilled team member.

PINE HARBOUR BOAT PAINTERS gave Daniel an opportunity over four years ago, transforming him from a shy, inexperienced oyster farmer from Kawakawa Bay into a highly capable marine painter. Initially registering on a marine painting interim programme, Daniel has since had to overcome the range of challenges most apprentices face.

'When he decided to undertake the full apprenticeship, you could see that his determination to achieve his qualification was deeply instilled. He started taking responsibility for his work, meeting deadlines and being proactive with his study – all of which is not easy with the many distractions young people face these days,' says Pine Harbour Boat Painters managing director Warwick Heaney.

Credit for this improvement has to be attributed, in part, to the support, patience and training that Heaney, Nathan Way and the team at Pine Harbour have extended to him over the years. Now Daniel is putting his hand up for additional responsibilities and is confident of his excellent skill level to take on any new marine coatings challenge.

Contact info@mastacademy.com for more information on: Marine Coatings apprenticeships.

MAST Academy launches new Canvas learner platform

At start of 2022, MAST Academy launched its new online learning-management system Canvas.

THE GLOBALLY RENOWNED PLATFORM enables learners to have an interactive engagement with their learning materials and their overall training experience.

The web-based platform offers diverse training delivery methods using modern-day technologies and media, while offering additional support for those who sometimes struggle with traditional learning methods. From videos to learning checkpoints, the learner can get instant feedback on how their training is progressing, as well as submit evidence and communicate directly with their trainers and assessors

within the learning environment.

The first users of the Canvas platform will be students on MAST's new Industrial Textiles Fabrication programmes, with its other programmes migrating to the new system throughout 2022, ensuring a smooth transition and ease of use for all of our learners.

Several learning-management systems were considered, but MAST Academy ultimately felt Canvas was the right fit for the future. We look forward to bringing all the many benefits of the platform to our learners and industries as a whole.

Industrial Textile Fabrication



MAST Academy welcomes its newest sector – Industrial Textile Fabrication

As part of the reform of vocational education, the arranging training functions of MITO (the transitional industry training organisation) for the industrial textile fabrication industry transferred to MAST Academy on 1 January 2022, as approved by the Tertiary Education Commission's Board of Commissioners.

MITO CHIEF EXECUTIVE JANET LANE

says there was strong support from industrial textile fabrication stakeholders, which includes the Outdoor Fabric Products Association of New Zealand (OFPANZ) and employers with current MITO learners, to transition to MAST Academy.

'Through engagement with our industry partners, it was clear that there was significant alignment to the marine and composites industry and the bespoke service that MAST Academy provides,' she says.

Daniel Taitoko, President of OFPANZ, says the association has enjoyed working with MITO for many years and appreciates the work that has gone into the development of the current training programmes on offer for its industry.

'Moving forward, we are excited about working closely with MAST to continue the development of these qualifications and

help grow the industry through the businesses and their apprentices,' he says.

Chris van der Hor, CEO of MAST Academy, saw a natural alignment with the industrial textile fabrication industry. OFPANZ represents enterprises engaged in canvas fabrication, sailmaking, vehicle trimming and upholstery, and marine trimming and upholstery, as well as suppliers of materials and associated components. This is a natural fit with the marine and composites sectors that MAST Academy already covers.

'We are looking forward to welcoming our newest sector and working with OFPANZ and its members, with the opportunity to provide our niche, high level of services and support to learners and employers undertaking on-job training', van der Hor says.

'We will continue the good work and

build on the long-standing relationships already established by MITO in advising the sector on all aspects of training and qualifications, including the review of its current level four programme to ensure it provides an ongoing supply of qualified and skilled individuals to meet the growing needs of this diverse sector.'

As well as facilitating the New Zealand Certificate in Industrial Textile Fabrication (Level 3), MAST Academy will also offer TrimUp®, the Industrial Textile Fabrication Micro-credential (Level 2), which offers a pathway for secondary school students into the industry.

MITO and MAST Academy have worked together to ensure a seamless transition for all learners and employers with the associated systems and processes transferred to MAST Academy, taking effect from 1 January 2022.

IF YOU ARE AN EMPLOYER INTERESTED IN TAKING ON A TRAINEE OR INTERESTED IN TRAINING, PLEASE CONTACT: INFO@MASTACADEMY.COM OR VISIT OUR WEBSITE FOR MORE DETAILS. WWW.MASTACADEMY.COM

School to work

Shenay launches her career at Rocket Lab

You've heard the saying, 'It's not rocket science', but 19-year-old Shenay Fraser's career comes pretty close!

TWO YEARS INTO a three-and-a-half-year composites apprenticeship through the Marine and Specialised Technologies Academy of New Zealand (MAST Academy), Shenay builds rockets at Rocket Lab in south Auckland.

'In short, composites is laminating, trimming, drilling, sanding and fitting pieces of carbon fibre and fibreglass to build a product,' explains Shenay. 'Carbon fibre is a part of many diverse industries, from space to the racetrack, sailing the oceans [think: America's Cup boats] and on farms. It can take you anywhere in the world to build anything!'

Another way of thinking of composites is it's any material made of two or more distinct materials. 'The composites industry is based around combining a large range of resins with a large range

of reinforcement materials to make an even larger range of new products,' explains MAST Academy on its website.

Shenay left Waiuku College two months before her final Year 13 exams when she was offered an apprenticeship at Rocket Lab — a company she had proactively researched and contacted while looking for work-experience opportunities. She describes Rocket Lab as a fast-paced and ever-developing environment where she can learn new skills and master others.

'I enjoy working alongside a team of like-minded people, having the opportunity to watch launches live from Mission Control and appreciating the hard work we've collectively put into it.'

She admits finding some aspects of the job challenging, such as heavy lifting, but that 'just means I've got to find a solution to make those situations work better for me'.

Many of the subjects Shenay took at school have proved useful in her work. 'Physics and mathematics for important and precise calculations, graphics for the

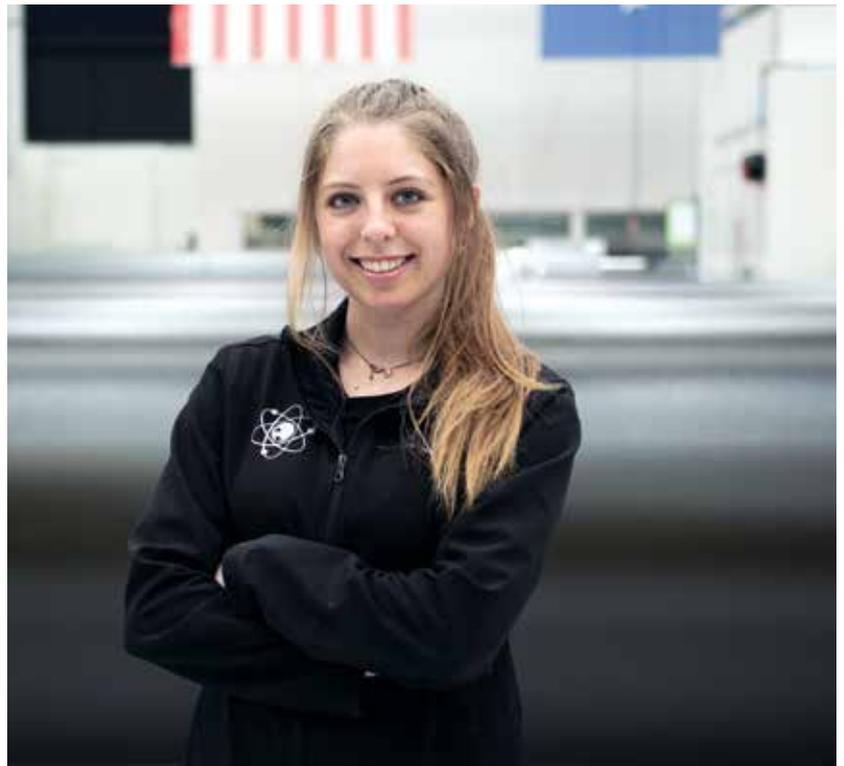
skill of reading technical drawings, and hard materials classes for learning how to use basic tools and machinery.'

Shenay's advice to high-school students is 'get out there and give things a go'. 'Try work experience and have a part-time job. This experience will help build your CV and knowledge and cultivate pathways.'

MAST Academy's Launch it, School to Work programme to introduce high-school students to working with composites. The programme is an opportunity for students to experience work in an area they're keen to investigate.

Students are employed on a part-time basis, usually spending one or two days per week at work and three or four days at school.

Find out more at www.mastacademy.com.
Article courtesy of Leaving School magazine, www.leaving-school.co.nz





The Circle of (Work) Life

Becoming an apprentice alloy boat builder wasn't even on Liam Waymouth's radar when he was at school, and he didn't know much about boats. So he has been on a steep learning-curve since he started working at Blackdog Cat NZ three years ago.

LOCATED IN WHANGAREI, Blackdog Cat build a range of versatile aluminium pontoon catamarans, offering more than 10 models ranging from 5 to 6.7 m. Liam's work with sheet metal includes operating the CNC router, folding and welding the aluminium, and installing components into the boats. He says the most enjoyable aspect of the job is the crew he works with; some days can be tough, but the team help each other out and work together to tackle the task at hand.

As a capable all-rounder at Whangarei Boys' High School, Liam was strong in maths and art, but it was his passion for engineering and design and visual communication that assisted him most to understand the basic elements required in his role as an apprentice.

Liam was introduced to the industry via the Marine and Specialised Technologies Academy of New Zealand (MAST Academy), through the 'Launch it, School to Work' programme. His engineering teacher recognised the talent

Liam demonstrated in the classroom and was confident that this would transfer well into a work environment.

Through the initiative, Liam was able to trial work while still attending school and experience an authentic taste of work-life in the industry. The Launch it, School to Work programme allowed Liam to transition into full-time employment along with an alloy production boatbuilding apprenticeship.

Liam is the first to admit that the transition from school to work was nerve-racking. There was a new team of people to meet, numerous new skills to learn, and it was a big step up from being a student at school. However, with his practical capabilities and prior knowledge, Liam added his skills to the team and fitted in well with the rest of the staff.

The rest is history — Liam soon recognised that this was a great career choice for him and an excellent pathway to the future, offering numerous opportunities once qualified.

With the completion of his qualification on the horizon next year, Liam has a new challenge to keep him on his toes. He has stepped into a training role, supporting the new Launch it, School to Work employee at Blackdog Cat, Taonga Stanish. Having done the full circle from student to trainee, apprentice and now trainer, Liam is enjoying the added responsibility and remembers fondly being the new guy in the workshop.

He will happily admit that the biggest challenge during his time as an apprentice himself was finding time to complete his unit standards, because they were the last thing he felt like doing in his free time. However, he quickly learned that putting his head down and getting on with it was well worth it. This knowledge is helping shape him into a great trainer, capable of supporting Taonga through his assessment and practical work and future apprenticeship journey.

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.



As part of the continuing consultation process and in support of industry, MAST Academy has developed a higher-level programme leading to a Level 6 Composites Diploma.

MAST ACADEMY CHIEF EXECUTIVE OFFICER Chris van der Hor says, 'This new qualification is a logical step in our suite of programmes to keep up with the advancements within the composite industry, and to reflect the level that our industries now hold in the world.'

The purpose of this qualification is to provide the marine and composite industries with staff who have knowledge of advanced composite materials and their processes and application in composite manufacturing and repair. They will also have advanced management and leadership skills.

This qualification is for experienced composite practitioners who wish to specialise in aspects of technical composite processing. Graduates of this qualification will acquire the high-level technical skills and knowledge required to work with composite technologies, as well as to manage teams and lead projects to completion.

GRADUATES OF THIS QUALIFICATION WILL BE ABLE TO:

- Apply specialist testing and inspection methods to evaluate composite components
- Apply problem-solving strategies and contemporary techniques to solve complex composite problems
- Apply advanced understanding of scientific and theoretical processes in composite manufacturing and repair
- Demonstrate leadership capability and teamwork in a composite environment to manufacturing composites
- Solve familiar and unfamiliar problems in composite manufacturing and repair
- Manage new composite projects from concept to completion, including the management of others, the monitoring and reporting of progress, and evaluation at outcome.

This diploma takes a focused and robust approach, using knowledge that is built on as learners progress through the programme.

Many members of the composite industry have been working closely with MAST Academy, along with Composites Association of New Zealand (CANZ) members and experts at the University of Auckland in the development of this programme.

MAST Academy would like to thank all industry professionals who gave their time to assist with the programme development. This includes employers, workers, operators and assessors. Their involvement in technical advisory groups, acting as subject matter experts, is crucial to ensuring these qualifications are fit-for-purpose and provide an accurate representation of sector needs.



2021 MAST Academy graduation ceremony

We are delighted to confirm MAST Academy will continue to hold an annual graduation ceremony, under operation as a Private Training Establishment.

DUE TO ONGOING COVID RESTRICTIONS and uncertainty around future alert level status in Auckland, the 2021 MAST Academy Graduation Ceremony, originally scheduled for Thursday 2 December at the Royal New Zealand Yacht Squadron, was postponed to a new date of Thursday 7 April 2022. Apprentices who have completed

their qualification in 2021, finalised on or before 31 December 2021, will be recognised and celebrated at the ceremony. Apprentices and employers will receive an invitation to attend the revised date, with a complimentary ticket for the apprentice, in due course. Until then, please save the date and we look forward to seeing you there.



SPONSORSHIP

If you would like to support the ceremony and give celebration and thanks to our graduates, the following sponsorship options are available. We would be grateful for your support, as it goes a long way to support and celebrate our taura (learners) and their successes.

Featured Sponsorship: \$300 + GST
Premier Sponsorship: \$750 + GST
Keynote Speaker General: \$2000 + GST
Keynote Speaker Prime: \$3000 + GST

To find out more about the different levels of benefits, please contact: info@mastacademy.com. We are very grateful to those companies which have already committed their support.

MAST Academy and Te Rūnanga o Ngāti Awa – building lasting partnerships

MAST Academy is delighted to announce a working partnership with Te Rūnanga o Ngāti Awa in Whakatāne for the pilot of their Te Ara Mahi Technical Training Pilot for learners interested in getting started in the marine industry.

THE PURPOSE OF THIS pilot and partnership was to help introduce taura (learners) into the industry and give them a stepping stone into future, long-lasting career outcomes. This pilot has been made possible thanks to the great co-operation and drive of Ngāti Awa, as well as Extreme Boats in Whakatāne, which has offered its workplace as the training location and its trainer, Steven Hutchings, to deliver the training. MAST Academy will provide the platform, advice and support for the delivery and reporting mechanisms.

MAST Academy is proud and grateful to be a part of this programme and is looking forward to the future opportunities and benefits for learners and industry.

Sector Group reports

Commercial Vessels Group

This sector group represents member companies involved with commercial vessel services including boat building, refit and maintenance, machinery, design, equipment supply, shipyards and other related services.

IT IS ESTIMATED that this sector employs close on 2000 workers and generates annual sales exceeding \$336 million. Group Chairman is Jeff Porter (McMullen and Wing), working with a committee of member company representatives supported by NZ Marine. The prime objective of the Commercial Vessels Group is to promote industry capability, including business development in national and international markets.

Recent activity has included obtaining exemptions for foreign-flagged vessels to complete refit and maintenance services here. This has provided welcome business for companies suffering financial stress through the Covid pandemic. The group also produces a hard-copy and electronic directory (currently being updated) profiling the sector's capability.



In addition to New Zealand distribution, the directory is also distributed worldwide including via New Zealand government agencies and trade associations.

www.nzmarinevessels.com

Brokers Group

The NZ Marine Brokers Group, led by Chairman Jason Snashall of Orakei Marine, met regularly in 2021 to work on various issues affecting this industry sector.

THE GROUP IS CURRENTLY working on a number of projects, including the development of brokers' guidelines (including a suggested induction programme for new brokers), and a review of the Brokers' Code of Ethics. The group also introduced a new advertisement promoting 'Buy from a NZ Marine broker' which is running in Boating New Zealand magazine. Ian Michel of Vining Marine was instrumental in the resurrection of the Brokers' Group three years ago and has played a significant part in the group's progress, particularly in the review of the brokers' documentation. Ian stepped down at the end of 2021, and NZ Marine thanks him for his valuable contribution.

THE CURRENT BROKERS' GROUP MEMBERS ARE:

- Jason Snashall, Orakei Marine — Chairman
- Colin Rees, Busfield Marine
- Sophie Hool, Hool Marine Brokers
- John Kearns, Seaboats Brokers
- Mike Willis, City of Sails Marine Brokers
- Sam Cannell, Open Ocean Marine Brokers
- Dean Horgan, Riviera
- Cameron Burch, Windcraft
- Peter Busfield, NZ Marine

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Buy with Confidence

Use a NZ Marine member brokerage company for professional guidance, industry approved formal documentation and your satisfaction for selling or buying your next boat.

Yacht Agents Group

NZ Marine yacht agents, and many other member companies, have been directly impacted by the drop in levels of cruising and superyacht visitation to New Zealand due to the worldwide pandemic.

NZ MARINE HAS worked with Maritime New Zealand, the Ministry of Health and New Zealand Customs in the setting up of the border exemption application process, and has assisted agents in submitting applications for visiting yachts to New Zealand to gain the Cabinet-approved exemption for foreign-flagged cruising and superyachts when they have prebooked refits or servicing of over \$50,000. This process has seen approximately 35 superyachts and 65 cruising yachts enter New Zealand for refit/repairs and then touring during the 2020–21 period. Working closely with New Zealand Customs has also resulted in approximately 200 visiting yachts already in New Zealand being able to extend their two-year Temporary Import Entry to over four years for many. NZ Marine continues to communicate to Minister of Immigration Kris Faafoi about the significant crisis our member companies are facing, and advocating to allow owners to enter New Zealand on their superyachts or re-join their cruising yachts located here, via the air border.

The Yacht Agents Group is led by Craig Roe of Reid Yacht Services and Peter Busfield, NZ Marine Executive Director, and includes representatives from all yacht agent member companies.



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NZ Marine launches Marine Jobs website to attract and retain talent

As the marine industry enjoys strong growth, a new website launched by NZ Marine is bringing together employers and those looking for new roles within the sector, acting as a central hub for career development across the New Zealand marine industry.

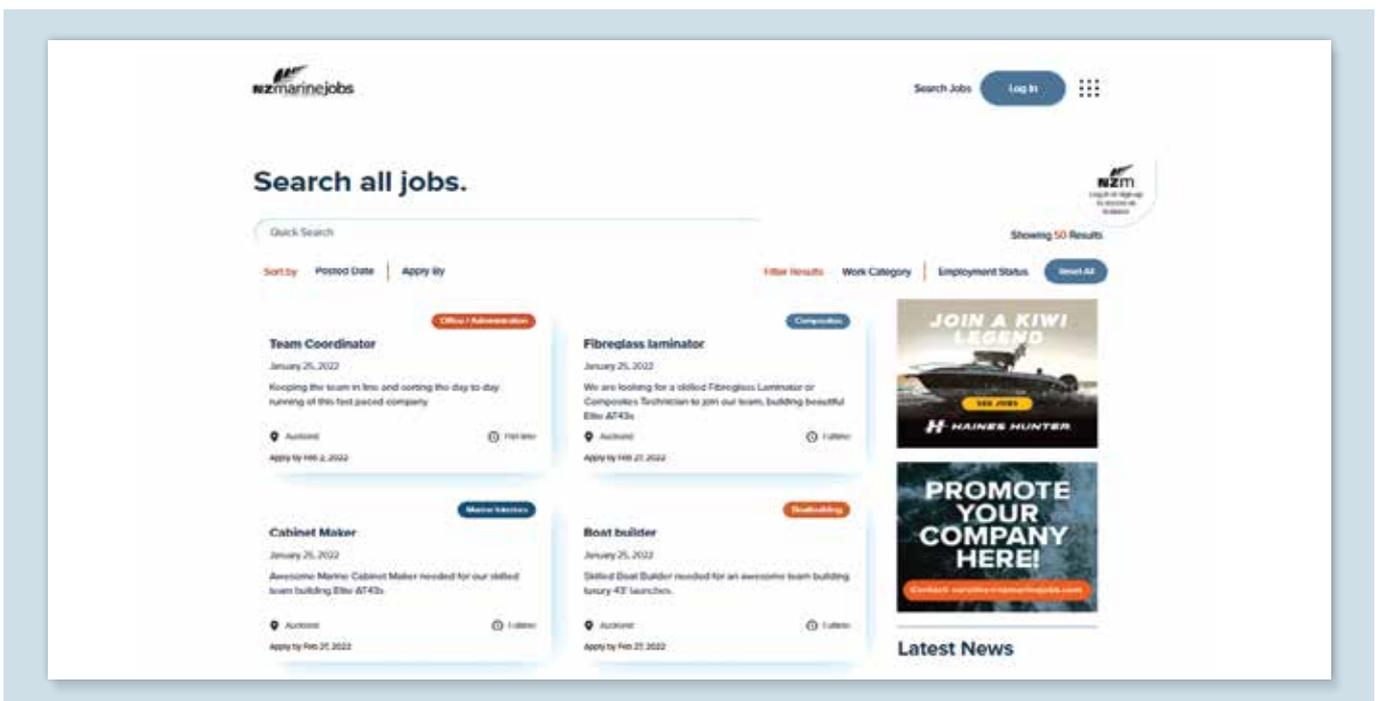


THE SITE WAS ORIGINALLY planned in 2020 to facilitate talent retention within the industry in the face of redundancies caused by the Covid pandemic, but now the opposite has happened, with many marine businesses experiencing a boost, says Caroline Gibson, Manager Membership and Communications.

'The industry has fared a lot better than we thought it might. People can't travel, so they have turned to what they can do in their own back yard, and some sectors of the industry have been booming,' Gibson says. 'Our team of field officers is regularly being asked where they can find more staff. Especially with current immigration restrictions, it's hard to keep up with demand.'

NZ Marine Jobs is a tailored, industry-specific job site where NZ Marine Industry Association members can advertise positions knowing they will be seen by those with suitable skills and experience, rather than advertising on a general job site. As well as being marine-focused, nzmarinejobs.com is much more cost-effective than other channels, with employers able to post job vacancies for only \$30+GST per month.

Job-seekers can create a simple 'candidate profile' to



"Our team of field officers is regularly being asked where they can find more staff."



view full details of jobs on offer, which will also help NZ Marine develop a database of potential workers and their areas of interest and expertise. Those signed up to the site can save jobs to their watchlist, create reminders and have job notifications sent directly to their inbox.

The site will also feature marine industry news stories and include links to the industry association-owned apprenticeship training provider, Marine and Specialised Technologies Academy (MAST), which provides industry-approved apprenticeship programs for the many qualifications available in the marine industry.

Access to the NZ Marine Jobs site is yet another benefit of belonging to the industry organisation, along with boat

show exhibitor discounts, networking and upskilling opportunities, industry statistics and promotion via NZ Marine websites and publications.

An increasing number of NZ Marine members are now using the site, and Facebook advertising has drawn a growing number of interested candidates to sign up to view jobs and receive job notifications.

NZ Marine Executive Director Peter Busfield says, 'We look forward to this new service being of great value to our member companies as we strive in our mission to encourage development of the New Zealand marine industry and support our members to build successful businesses.'

www.nzmarinejobs.com

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INDUSTRY SNAPSHOT

2021 New Zealand Marine Industry

NZ

'New Zealand's largest recreational activity with 1.9million people

ESTIMATED SIZE OF INDUSTRY



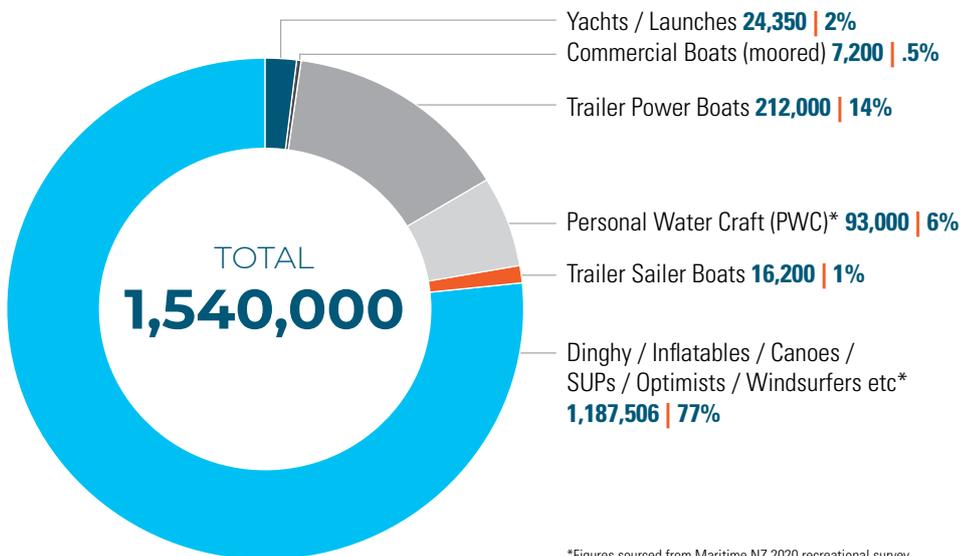
\$2.4 billion Industry
\$700 million Exports
\$1.4 billion Export growth strategy by **2030**

REGISTERED MEMBERS OF



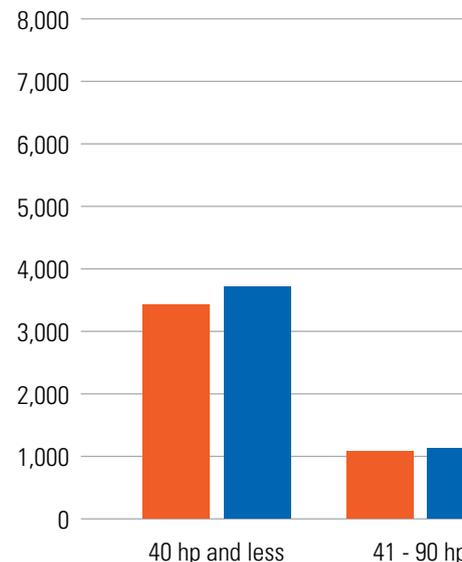
500+ companies with over **80** turnover

ESTIMATED STOCK OF BOATS IN NEW ZEALAND



*Figures sourced from Maritime NZ 2020 recreational survey.

IMPORTS OF OUTBOARD M NEW ZEALAND





participating in boating each year = **40% of 5 million population!**

NZ MARINE

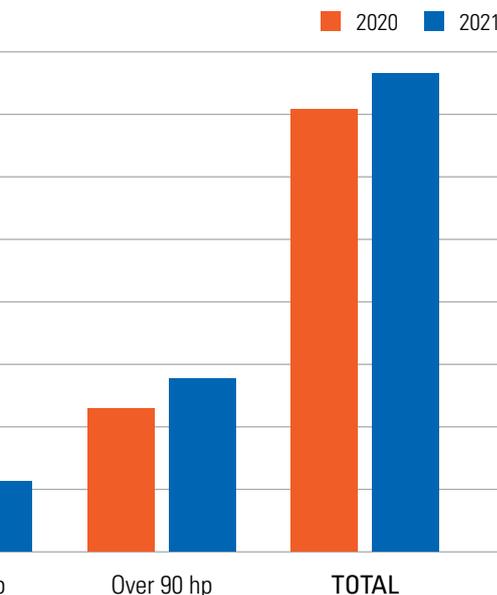
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INDUSTRY TRAINING

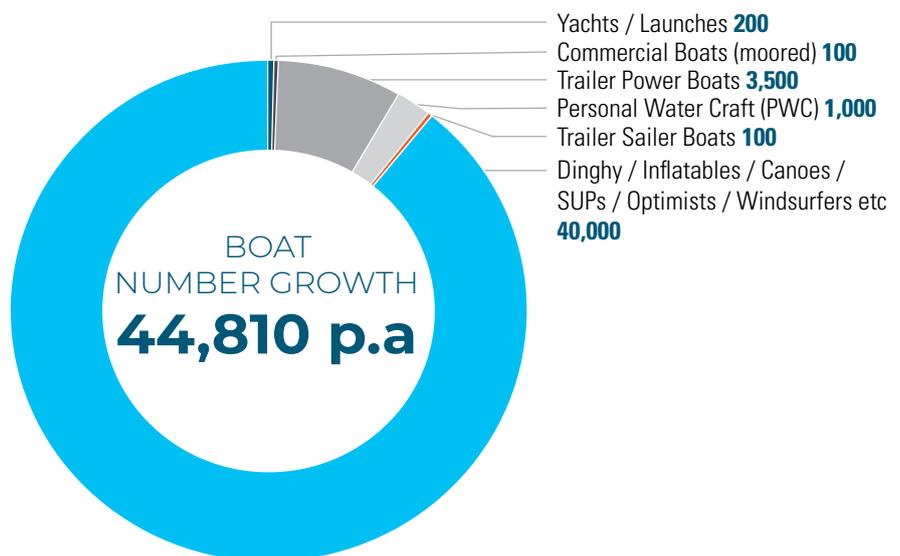


650 apprentices through
240 companies with
 Marine and Specialised
 Technologies Academy
 (MAST).

OTORS IN



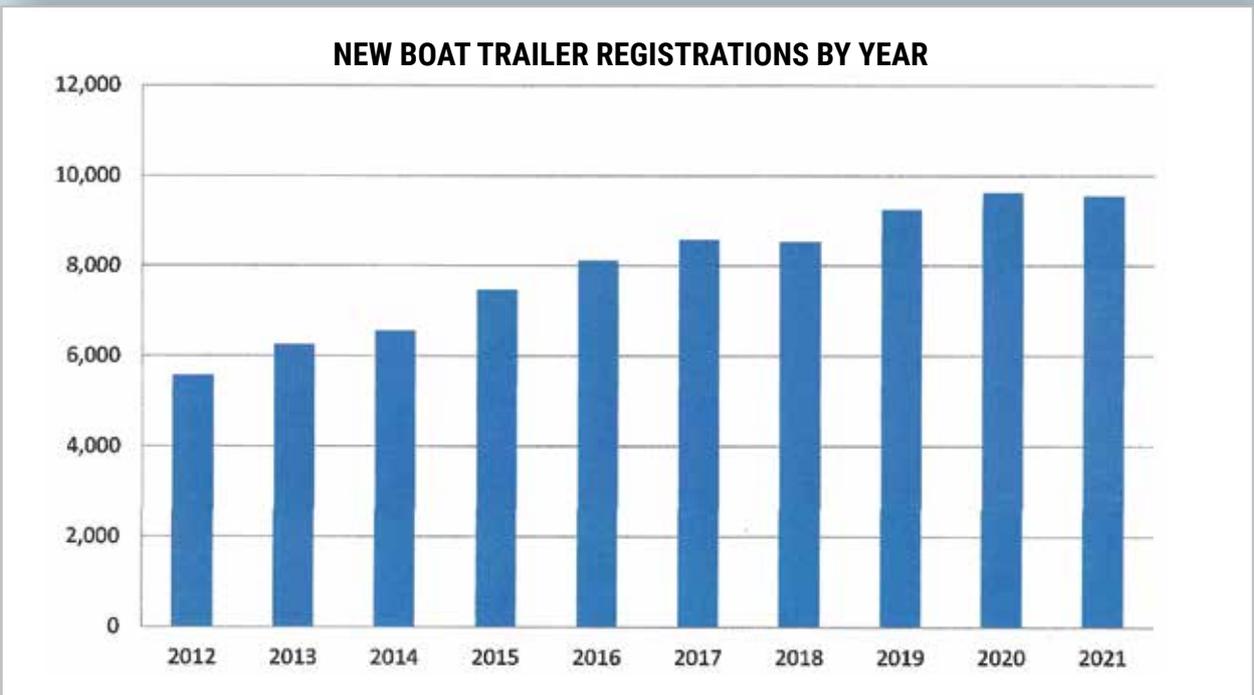
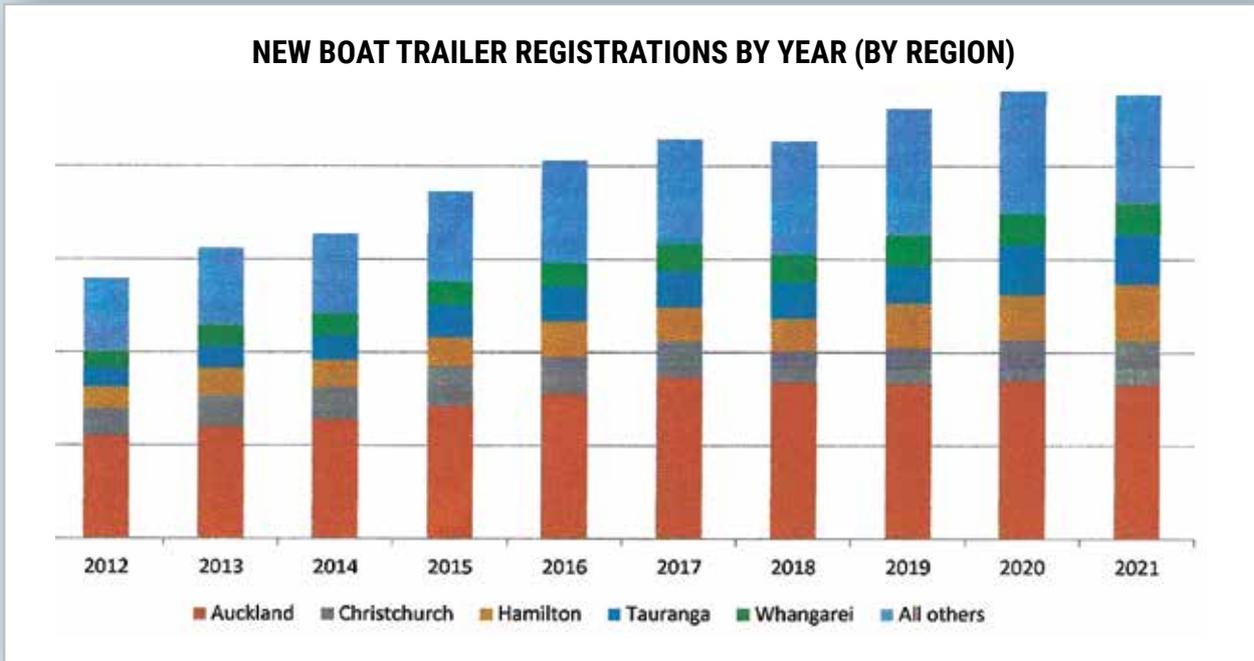
ESTIMATED GROWTH OF BOAT NUMBERS IN NEW ZEALAND PER ANNUM



Industry Statistics

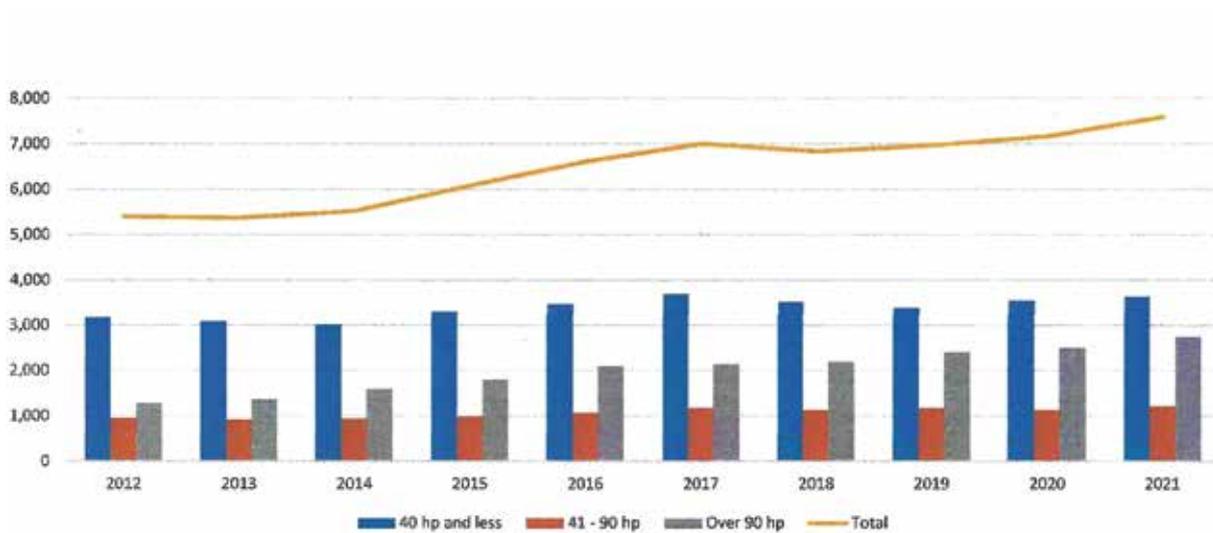
New Zealand boat-trailer registrations and outboard motor sales

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



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

IMPORTS OF OUTBOARD MOTORS IN NEW ZEALAND, 2012 - 2021





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

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 <p>Challenger Boats (2021) Ltd Peter Bridgens 027 2405978 https://challengerboats.co.nz/</p>	 <p>Cole Power Ltd Russell Cole 0800 532 012 www.colepower.co.nz</p>	 <p>European Marine Imports Ltd Ernest Henshaw 021 669133 erhenshaw2@gmail.com</p>	 <p>EV Maritime Ltd Michael Eaglen 027 275 4467 www.evmaritime.com</p>	 <p>Flow Kayaks 2017 Ltd Keith Jessop 03 365 2275 www.flowkayaks.co.nz</p>
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EU Recreational Craft Directive -RCD 2013/53/EU
Recreational crafts (boats) between 2.5m and 24m.
EU Notified Body HPi Verification Services (HPiVS)-Ireland and CEproof Group have merged to become HPi-CEproof worldwide.

CE
2810

UK CA
1521

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

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 <p>MB Mechanical & Marine Ltd Matthew Burt 021 022 39200 www.mbm.co.nz</p>	 <p>Parker Marine Group Mike Parker 09 437 7051 www.parkermarinegroup.co.nz/</p>	 <p>Osprey Boats NZ Ltd Malcolm Coffey 03 548 7887 www.osprey.co.nz</p>	 <p>Roberts Brothers International Ltd /Safe2dock Hilton Roberts 027 250 3008 www.safe2dock.com/</p>	 <p>Sheetmetal Industries Ltd Roger Seal 07 348 5146 www.sheetmetalindustries.co.nz</p>
 <p>Skipper Training NZ Ltd Milo Coldren 0800 546 970 www.skippertraining.nz</p>	 <p>Skipperi NZ Ltd Alexander Rosenthal 09 475 5660 www.skipperi.nz</p>	 <p>South Pacific Marine Services Ltd Joel Johnston 022 364 2995 www.spmarine.co.nz</p>	 <p>STF Ltd Paul Brady 0800 MARINE www.stfgroup.co.nz</p>	 <p>Takacat NZ Ltd Paul Powney 021 822 285 www.takacat.co.nz</p>
 <p>Tangaroa Marine Fabrication Luke Seuren 021 086 59329 www.tangaroa.co.nz</p>	 <p>Tekam Marine Ltd Roger Tweddell 06 870 0078 www.aircat.co.nz</p>	 <p>The Marina Brokerage Ltd Brent Rubbo 09-534 7196 www.marinabrokerage.co.nz</p>	 <p>Timaru Marine Ltd Andy Ross 03 688 6757 www.marineandauto.co.nz</p>	 <p>Top of the South Marine Coatings Ltd Greg McDonald 027 2828339 www.totsmarinecoatings.co.nz</p>
 <p>Vesconite Bearings Eddie Swanpoel 020 4011 3659 www.vesconite.com</p>	 <p>Wartsila New Zealand Ltd Ashar Khan 61296728200 www.wartsila.com</p>	 <p>Wellington Electric Boat Builders Ltd Fraser Foote 027 493 3969 www.electricboatbuilders.co.nz</p>	 <p>Wettie Ltd Darren Shields 09-479 4232 www.wettie.co.nz</p>	 <p>Wynyard Marine Ltd Tony Shaw 021 757 333 sales@wynyardmarine.co.nz</p>

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Young leaders

Bluefix Boatworks building for the future



The team at Opuā's Bluefix Boatworks were in for a pleasant surprise when they attended the 2020 New Zealand Marine and Composites Industry Training Organisation (now MAST Academy) graduation function.

NOT ONLY WAS one of their staff, Cody Kelly, named outstanding apprentice of 2020, but the company's foreman, Tim Hight, and general manager Wendy Croft jointly won the other major honour of the night, the trainer excellence award, for their 'outstanding contribution to mentoring, supporting and developing trainees and apprentices in the New Zealand marine and composite industry'.

It was a fitting reflection of Bluefix's attitude towards training highly skilled staff for the marine industry, and their overall commitment to quality in everything they do.

'It was a great night and a great surprise,' says Charlotte Rowe, who established Bluefix in 2009 with her husband Brad, a qualified boat builder who had been working at Vaudrey Miller in Auckland. Bluefix currently employs 28 staff, including 9 apprentices, who are busy working on a range of projects from new builds to repairs, repowers and general maintenance.

Bluefix is committed to training apprentices and bringing new blood into the industry: 'it's the only way to get good people,' Charlotte says. 'We get mostly local people, and we've got a really good bunch of young guys at the moment.'

Brad was originally from Kerikeri and Charlotte from Waipu, so moving back to Northland to set up a business made sense. The company moved premises from Kerikeri to a large new facility in 2016, just up-river from the Bay of Islands Marina at Opuā.

Bluefix is the service yard for the Opuā, Kerikeri and Whangaroa marinas, running the haulout facilities for Far North Holdings. 'The haulout area is right outside our shed so we can get boats out really easily,' Charlotte says.

Refit, repair and repowering work is the company's bread and butter, although it also undertakes substantial new-build

work. In late 2020 Bluefix celebrated the launch of its largest project to date: the Phillip Carey inspired, LOMOcean designed 22 m Manakai for local commercial fishers Nat and Adam Davey of the Russell-based Medea Fishing Company. The largest boat to be launched in the north for many years, she was built in a combination of wood and composite materials and is powered by two 300 hp Scania engines.

The yard is now busy with two more new-build projects: a 15 m Bill Upfold-designed sedan cruising launch for an owner in Hamilton, and one of Bluefix Boats' own designs, a Northcape 43 sports fishing launch, for a local owner. This is the third of these boats to hit the water, with one in Australia and another in Costa Rica, where it is used by one of the world's top light-tackle fishermen, Charlotte says.

Like many in the local marine industry, Bluefix Boats is 'completely flat out' following with the surge in interest in boating due to the pandemic. 'People can't travel, so we are finding we are doing a lot of refit work and repowers — last year alone we did eight repowers,' Charlotte says. 'The majority of the work we are doing is refits — we not only have boat builders but also boat painters in house and marine engineers who we work with, to offer the complete package.'

When not working, the Rowes are both into game fishing, as are their children, 11-year-old Charlie and 9-year-old Lindi. 'By the time Charlie was eight he'd caught eight or nine marlin, and both our kids have caught swordfish and every other kind of fish,' Charlotte says.

She says the Bay of Islands is 'the best place' to run a boat building business. 'We just love it up here, with the boating and the fishing. We definitely love the lifestyle.'

www.bluefixboatworks.co.nz



A large team of New Zealanders were involved in the host broadcast of the sailing events at the 2020 Beijing Olympics. Much of the same technology was utilised during the 36th America's Cup in Auckland in early 2021 (below).

NZ sailing broadcast team win big for Olympics and America's Cup coverage

Just as Emirates Team NZ has led the world in the America's Cup, New Zealand TV production expertise has led the world in the production of high-level coverage of sailing – from the America's Cup to the Olympics.

THE STRONGLY NEW ZEALAND-INFLUENCED sailing broadcast team at the 2020 Tokyo Olympics, led by Kiwi Denis Harvey, recently won the gold for Olympic Sport Coverage in the Host Broadcast category of the International Olympic Committee's Golden Rings Awards. Having won bronze in 2016, the team was thrilled to pick up gold in Tokyo 2020.

Harvey was contracted as producer for the Olympic Broadcasting Service's coverage of the sailing, which was put together by a team of 110 individuals from throughout the world. Clint Jones, Chairman of the NZ Marine Export Group, was part of the winning team, having worked for over ten years on providing sailing coverage with Harvey.

'At least 50 per cent of his team in Tokyo were from New Zealand, so to get this award was great recognition that they are the very best at what they do,' Jones says. 'We design, build and sail great boats, and through broadcasting we bring great sport to the screens. Not bad for this little country!'

Innovations developed over the last few Olympic Games and used in Tokyo included super-slow-motion cameras, remote controlled onboard cameras and audio microphones on the athletes. Harvey says this helped to bring the coverage to life and provide a unique experience. He also says sailing is one of the most complex of the Olympic sports to cover, 'by its very nature'.

Harvey originally led the TVNZ team contracted to cover

the 1995 America's Cup in San Diego, then the 1996, 2000 and 2004 Olympic Games. He then left TVNZ to set up his own production company, and was contracted back for the 2016 and 2020 Olympics.

Harvey also led TVNZ's coverage of the 1992 and 1995 America's Cup, the host broadcast of the 2000 and 2003 America's Cups in Auckland, and the Cup coverage in San Francisco 2013 and Bermuda 2017.

Harvey was not involved in the 2021 Cup broadcast, but a number of Kiwis worked in critical roles with the European broadcaster who covered it. On the back of winning the Golden Rings award, many of the same team also won the 'Most successful sports event broadcast' award at the 2021 Sports Business Awards for their America's Cup coverage.

Jones says this is another example of how the success of Emirates Team NZ in the America's Cup has helped New Zealand companies and New Zealanders in high-tech areas gain and excel in international contracts.

'It's not only nice to win two from two events this year, but to broadcast and show off everything great about New Zealand and our marine industry, produced and run by Kiwis across all levels of the broadcast, is always good to be part of,' he says.



NZ to the fore in EV revolution



Wellington Electric Boat Building Co. (WEBBCo.)

The southern hemisphere's first fully electric high-speed passenger ferry, *Ika Rere*, has been launched and is nearing completion of survey sea trials.

THE FERRY WAS DESIGNED and built by a team of New Zealand maritime technical experts, led by Lower Hutt-based Wellington Electric Boat Building Company (WEBBCo).

Ika Rere is a 19 m, 20 knot, energy-efficient carbon-composite catamaran that will carry up to 135 passengers at a time on the Queen's Wharf to Days Bay route across Wellington Harbour. She is capable of an ultra-fast charging time of 15 minutes, and a return distance between charges of 25 km, with zero operating emissions, significantly lower operating and maintenance costs, improved passenger experience and a higher residual value than standard diesel ferries of the same size and speed. For the first year of operation, she will be charged from a 300 kW charger at her overnight berth.

'*Ika Rere* has been a tremendous team effort from many within the New Zealand marine industry and is a first of its kind we can be proud of,' says Fraser Foote, Managing Director of WEBBCo.

'Efficiency and weight have been critical considerations from the start. We've worked closely with our key partners McKay, Gurit and SSC Marine to ensure we were hitting our numbers throughout the build process, and what we're seeing in sea trials is that we are hitting them on the water too, even exceeding them in some areas.'

'She runs effortlessly at twenty knots and so quietly that most people don't even realise we've left the dock! We're looking forward to her going into service in early 2022.'

NZ Marine members who have contributed to the success of *Ika Rere* include: Gurit, McKay, SSC Marine, plus AB Equipment, Adhesive Technologies, AEP Pacific, Burnsco, Chaffers Marina, Chains Ropes & Anchors, Coppercoat Pacific Ltd, Fibreglass Developments, General Marine Services, Hella NZ, Hercules Tanks, Jackson Industries, Kit Carlier Design, Lighthouse, Lusty & Blundell, McKay, MG Composites, Nicholls & Maher, NZ Composites, Pyrotek, South Pacific Marine Services, Trans Diesel, Vesconite Bearings and Vetus Maxwell.

www.electricboatbuilders.co.nz

McKay McKay is a leading provider of electrical propulsion solutions for any marine vessel.

MCKAY PROVIDES ELECTRICAL ENGINEERING design and installation and is the lead territory integrator for most major marine propulsion and battery suppliers.

McKay marine division has delivered a full electrical power and propulsion system design and installation for the first fully electric passenger ferry in the Southern Hemisphere, *Ika Rere* (see above). The 19 m, energy-efficient, carbon-fibre catamaran will carry up to 135 passengers at a time on its route across Wellington Harbour.

The electrical scope provided a turnkey solution including

battery storage and onshore charging. The electrical system will allow the vessel to operate at 20 knots service speed, running through rush-hour peak sailings with a relaxed mid-day schedule made possible by rapid charging.

Unlike hybrid vessels that utilise multiple energy forms, the Wellington electric ferry will operate using entirely electricity with no diesel genset, no solar power and shore recharge only.

www.mckay.co.nz

Q-West

In late 2021, Fullers360 announced it had reached a critical milestone in its decarbonisation journey, committing to Auckland's first electric hybrid fast ferry for the Hauraki Gulf network.

THIS FIRST CRITICAL step in decarbonising Fullers360's Auckland ferry fleet will reduce carbon emissions by 750,000 kg per year on the Devonport route alone.

The vessel has been designed for safe, comfortable and highly reliable commercial rapid-transit ferry services. It will feature a world-leading electric-hybrid propulsion control system from HamiltonJet, allowing it to operate at higher speeds with enhanced manoeuvrability, all while using less energy and delivering greater operational resilience.

The new electric hybrid vessel is being completely built by Q-West in Whanganui and is set to support 30 jobs in the region. Q-West CEO Colin Mitchell says the team is excited to

be part a new era of marine transport and thrilled with the job opportunities it brings to the Whanganui region.

'We are proud to work with Fullers360 once again and to play a vital role in building New Zealand's first electric hybrid ferry. Whanganui has been at the forefront of commercial aluminium boatbuilding for over sixty years, and it feels appropriate this electric hybrid ferry is built here,' he says.

Fullers360 says this is the first step in a broader plan to replace its ageing diesel fleet with electric vessels. Construction is due to begin in April 2022 and completed in 2023.

www.q-west.com



FDL

There has been a lot of movement in the EV sector throughout New Zealand, including in the marine industry. And according to a recent study by Maritime NZ, we have a massive population of 'boaties', totaling a massive 50 per cent of the population aged over 18.

WITH LESS REGULATION on self-propelled recreational watercraft in comparison to a car or truck, the industry is well positioned to align with the EV sector due to reduced red tape, getting products on the water sooner.

Fibreglass Developments Ltd is already working on multiple projects in this area, including the Wellington electric ferry Ika Rere, and has some other exciting projects underway. Operations Manager Aaron Couzens says that working within the composites industry gives the company an



advantage over other materials that either degrade over time or pose weight issues. 'We look to the future of electric jet boats racing up the Huka Falls . . . waterbikes rented out like Lime scooters . . . who knows what may come next! We are Kiwis after all, and innovation is in our blood,' he says.

Contact FDL regarding your project requirements — they are excited to help build the future of electric transport solutions in New Zealand.

Sealegs



The first 7.5 m electric production Sealegs is soon to be delivered to its new owner on Auckland's Waiheke Island.

THE AMPHIBIOUS SEALEGS ELECTRIC with AmpTracs™ is the fastest, quietest and most powerful amphibious craft in its class. It combines the latest advances in lithium battery and brushless electric hub motor technology, with 20 years of Sealegs proprietary amphibious system knowledge, marinisation techniques and experience.

Powerful, high-torque hub-mounted brushless electric motors effortlessly drive the Sealegs Electric craft out of the water, up beaches and through difficult terrain, for up to 1.5 hours on-land drive time at 10 kmph.

The high density 7kWh lithium battery delivers up to 20

return launch-and-retrieve journeys on land between charges. Charging is via a built-in mains charger as well as via regenerative braking. Mechanical brakes are integrated into the hub motors.

The drive-by-wire proportional joystick allows the user precise control of the amphibious boat while operating on land, and the company's extensive tuning of drive controls means the boat will feel natural to any existing Sealegs operator.

www.sealegs.com

Earthling (EV) Ltd



Earthling (EV) Ltd, owned by John McGettigan, was set up in 2000, when John built the 17.6 m Greg Young-designed sailing catamaran Earthling.

JOHN, A PASSIONATE eco-warrior, continued his interest in electric propulsion throughout the last two decades, forming strong relationships with leading-edge European EV producers.

The Earthling E-40 will go into production in 2022, with the prototype ready for fitout in Auckland soon. The E40, as a power cat strives to offer a different experience, with large, slow-moving propellers driven by leading-edge e-systems gliding a highly efficient hull.

The E-40 will be part of a large family, with worldwide service and support from WhisperPower. Most of the system is off the shelf and at the safe/serviceable 48VDC, the motors are a huge technology leap from German startup Molabo GmbH. Earthling is one of their first partners.



www.earthling.co.nz

Naut Ltd

Start-up company Naut is launching to market its electric-drive systems for recreational vessels, including power boats.



COMBINING A FULLY electric motor, bespoke battery system design and control interface, the Naut team has crafted the ultimate boating experience: zero noise; zero fumes; zero emissions; one hundred per cent of the fun.

The company was founded in Northland, where the team dreamed of a better way to do boating. The result? An electric propulsion system that is built to suit the client's wants and needs, should this be travelling 5 knots all day, cruising at planing speed to get to their favourite fishing spot and back, or having the power to pull up a wakeboarder. The

Naut team will work with customers to build a system that meets their needs.

The Naut electric drive system can be installed in new-built boats or retrofitted to existing vessels, typically over 6 m in length. Naut is ready to talk to potential customers about an electric propulsion system now, and will be taking pre-orders for Naut electric outboards from early 2022.

naut.co.nz

EV Maritime



EV Maritime has been putting the final touches on their first electric fast-ferry design, ahead of production engineering which will occur in parallel with manufacture.

THE FIRST TWO VESSELS will be built at McMullen & Wing, with construction due to start in earnest in early 2022.

The vessel is a 24 m carbon composite catamaran, with full-loaded service speed of up to 25 knots and capacity for up to 200 passengers seated inside. Built under survey to Det Norske Veritas classification, the EVM200 is powered by over 1200 kWh of air-cooled batteries for long range at high speed, running quad HamiltonJet propulsion with Danfoss Editron permanent magnet electric motors and an extensive PLC-based integrated alarms, monitoring and control vessel management system.

Other NZ Marine members who contribute to the project will include Emirates Team New Zealand (hydrodynamic



simulation), Pure Design & Engineering (composite engineering), Adhesive Technologies (resin systems), Gurit (composite materials), McKay (electrical engineering and control), Attest (PLC systems), Yachting Developments (composite parts) and many more to come.

www.evmaritime.com



Beacon Marine launches Evocean

BEACON MARINE'S CAM HARRIS and Adam Wrightson wanted to look into cleaner, quieter and more efficient ways to run boats in New Zealand. Electric cars were progressing at such a speed that they were interested to explore similar technology for boats.

The pair set out to research countries that have taken electric and clean efficient propulsion systems to the next level, and with that Evocean was born.

'We are thrilled to have found the best products and are able to offer them to Kiwis,' Wrightson says.

With no noise, no combustion, no start-up hassle, no exhaust fumes and no time wasted on maintenance, Evocean offers electric propulsion outboards and retrofit kits for converting conventional engines to electric for tenders and power/sailing boats, as well as high-power battery systems and solar/off-grid power systems to remove the requirement for diesel generators. The company also aims to branch out into electric boat manufacturing.

www.evocean.co.nz www.beaconmarine.co.nz

ZeroJet

ZeroJet's aim is to remove the need for combustion engines on new boats under 6 m.



THIS WILL LIKELY bring about many challenges, but ZeroJet is confident that its team of highly skilled engineers and boating enthusiasts can do the job. Having built the world's fastest jet-board in 2018, the team has a fantastic foundation to build upon.

With the recent move to new facilities in Mt Wellington, Auckland and the launch of its 14kw ZJ20 electric jet system, ZeroJet has gained traction in the international marine industry.

Having successfully integrated its system into the OC Tender range, the production of these lightweight electric-powered boats is already underway.

Offering superior manoeuvrability and capable of reaching speeds of over 20 knots, the ZeroJet OC Tender package is a

more fun, more convenient and greener solution than the traditional internal combustion engine.

Partnering with several international boat builders, ZeroJet can tailor its system to meet the individual needs of each vessel, ultimately providing a turnkey OEM solution to boat builders.

ZeroJet is forecasting a busy year ahead, with the launch of additional electric jet pods in the ZJ range, providing its customers with greater performance, increased range and characteristic low-maintenance solutions.

www.zerojet.nz www.octenders.co.nz

Parker Marine Group

Parker Marine Group has now brought Eclass electric outboards, designed and built in Australia, to market in New Zealand.

WITH A POWER RANGE of 4 to 30kW, equal to the propulsive power of 8 to 40 hp, and with realistic run times, this is the first time there has been a powerful and affordable alternative to internal combustion outboard engines.

Easy to operate, quiet and emission-free, the engines are also virtually maintenance free. Long or short shaft are available, with forward or twist throttle controls, and external batteries can be charged by solar for off-grid boating.

Australian made to suit tough Antipodean conditions, the range of outboards was made possible due to the experience of innovator Ron Kelly, an automotive engineer with a long history as a boatbuilder and surf lifesaving manufacturer.

www.parkermarinegroup.co.nz



Tenob Ltd



TEMO 450 electric outboard

What weighs less than 5 kg, runs for 80 minutes at cruising speed, doesn't use a drop of petrol and will propel your tender wherever you want it to go?

MEET THE TEMO 450, a brilliant French product that will completely transform the way you think about short-distance travel at sea.

The TEMO has built-in lithium batteries that you can recharge from a 230 v or 12 v power source. The unit can telescope from 130 cm to 170 cm, all while maintaining an IP67 waterproof rating. It has a progressive trigger for complete control of speed from the 450 w brushless motor, plus both forward and reverse propulsion.

Safety is ensured by use of a magnetic safety-cutout device, similar to the outboard kill-switch you are familiar with.

Easily mounted using the included rowlock pin fitting, there is a full range of accessories, from security to spare parts, also available.

From ferries to electric vehicles, green technologies are a part of our life. Now that technology is available to every small boat owner with the TEMO 450.

www.tenob.co.nz

Bureau Veritas ChargeScan

CHARGESCAN BY BUREAU VERITAS is a service that allows clients to receive real-time information verified by Bureau Veritas inspectors on the ground. Clients can then take immediate action to ensure that their EV charging stations are compliant, always available and fully functional for end-customers.

This information can be embedded into a client's existing digital platform, or on a customised digital hub developed by Bureau Veritas.

BV offers a complete portfolio of services dedicated to Electric Vehicle Charging Stations (EVCS), covering the full lifecycle, from design, construction and commissioning to operations. The end-to-end solution includes:

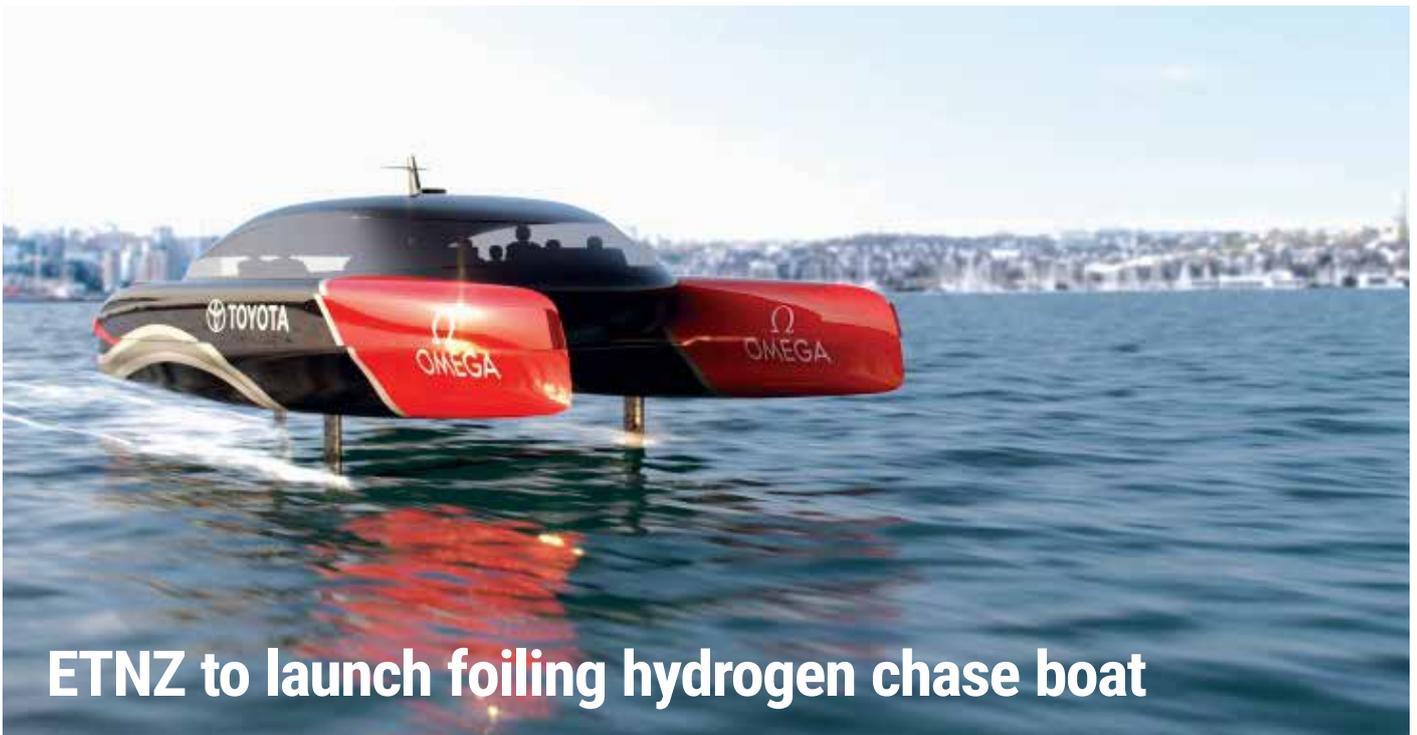
PROJECT MANAGEMENT ASSISTANCE FOR CHARGING STATIONS UNDER CONSTRUCTION

- Consulting services for preliminary studies
- Technical support and document management for design and permitting phases
- Management assistance for construction, permitting and commissioning
- Training for product and installation

INSPECTION SERVICES FOR CHARGING STATIONS IN OPERATION

- Regulatory compliance (regulatory and maintenance inspections, grid code compliance)
- Safety and security reviews
- Network availability (condition monitoring and assessment, repairs and component replacement management)
- Performance monitoring (commissioning, data management, performance testing, etc)
- Wireless connectivity testing

www.group.bureauveritas.com/expertise-sustainability



ETNZ to launch foiling hydrogen chase boat

Emirates Team New Zealand's prototype hydrogen foiling chase boat is expected to be launched in March, before being put through a thorough sea trial to work through all the complex systems involved to get the boat up and flying.

THE PROTOTYPE IS 10 M LONG and approximately 5200 kg displacement. It will have a cruising speed of 30–35 knots, with a top speed of around 50 knots, and will carry six crew members. It will have a range of between 150 and 180 km, generating approximately 440kW peak power via a 400V DC system powered by a hydrogen fuel cell.

The ETNZ Hydrogen project, powered by Toyota, has been an important one for Emirates Team New Zealand who, as



Defender of the America's Cup, have committed to driving hydrogen innovation in the marine industry through working with clean technologies.

'The Hydrogen project has been a completely new challenge across the board for Emirates Team New Zealand designers, builders and engineers,' said Head of Design Dan Bernasconi. 'These types of projects are extremely beneficial to keep the guys pushing the boundaries, continually learning and approaching problems with different perspectives, which all help to keep raising the bar in our design approach to the 37th America's Cup, which is also progressing in parallel.'

Project Manager Geoff Senior says to make the project a success, ETNZ has had to pull together a wide range of suppliers and components for this prototype boat, 'parts of which look like something out of Back to the Future.'

Toyota New Zealand and the Toyota Motor Corporation Japan have been a significant part of the project in supplying the two 80 kW pre-production Toyota Hydrogen Fuel Cells. Global Bus Ventures have supplied the Hydrogen Powertrain system design and integration, and Gurit have been a partner with the composite materials and engineering.

An integral supporter to The ETNZ Hydrogen project powered by Toyota is ETNZ Sustainability Ambassador and former Chair of Directors, Sir Stephen Tindall, who along with helping to fund the project believes that strategically clean hydrogen will be a very important part of New Zealand's green sustainability in the future.

'I believe our ambitious move into hydrogen boats will set the scene for motor-driven craft, as we did in starting the marine foiling revolution. I am looking forward to seeing millions of hydrogen-driven vehicles and boats over the next twenty years,' says Tindall.





THE
SUPERYACHT
GATHERING



Superyacht Long Lunch

NZ Marine has put its support behind the Superyacht Gathering Long Lunch, to be held at Mudbrick Vineyard on Waiheke Island on 4 March.

THE EVENT WILL be an afternoon of reconnecting, bonding and building a community of like-minded people, drawn together by their love of the sea and superyachts.

Tickets can be bought from the website, where those involved in the industry can also sign up to the Superyacht Gathering newsletter.

The Superyacht Gathering aims to build a culture and community of like-minded people within the superyacht industry, to share experiences and inspire each other. Its events focus on people and stories, binding the community together through ownership journeys, inspirational talks, altruism in action, cutting-edge technological developments, lifestyle experiences, opportunities and more.

www.thesuperyachtgathering.com

‘Nourish’ event provides support to the Pacific

A New Zealand marine industry initiative spread over two days in October 2021 saw an amazing group of industry personnel come together to donate, organise and deliver much-needed food and hygiene consumables to The Village Community Services Trust.

RUN BY SIR MICHAEL and Lady Maliena Jones and the amazing David Letele’s Brown ButtaBean Motivation food bank. This gesture was to show support for these two important organisations which continue to provide aid to our communities in need that have been affected by the recent Delta outbreak.

Among those people and organisations which supported the event were the team at Yachties of New Zealand, the Produce Company New Zealand, Food Box, Integrated Marine Group, Westferry Property and Superyacht Services, volunteer Alice Brodie, Amanda at Harmony, Marinelogix Yacht Support, National Marine Suppliers – Pacific, the generous crews of *Rocinante*, *Dapple* and *Sense*, and NZ Marine. It was a huge couple of days which absolutely could not have happened without the help, support and donations from the New Zealand marine industry.

The superyacht industry in New Zealand and superyachts around the Pacific also swung into action to gather donations and aid for the benefit of Tonga, following the violent eruptions there in January 2022. The Pasifika Collective is an ongoing marine industry initiative to extend a helping hand and aid to our communities in need, both here at home in New Zealand and throughout the Pacific. Members of the Pasifika Collective are volunteers, who come together to deliver this initiative with a diverse range of skills drawn from across the industry.

www.thepasifikacollective.org

Coastguard app ‘boatie’s best mate’

Boaties can feel safer out on the water this summer with their ‘best mate’ in their back pocket. The Coastguard app has a boatload of handy features for fishos and boaties, and is the simplest way to stay safe out on the water.



THE APP HAS THE FOLLOWING FEATURES:

LOG A TRIP: Let Coastguard know where you're headed and when you'll be back, for peace of mind out on the water.

NOWCASTING: Live weather updates, including up-to-the minute live wind data with Coastguard Nowcasting.

FORECASTS: Five-day forecasts for wind, weather, swell and tides.

SAVE YOUR SPOTS: Save your favourite fishing spots for quick access next time.

The app is available from the App Store or Google Play.

www.boatiesbestmate.nz

Member news



Roger Hill displacement cat *Omahu* launched

Built by Lifestyle Yachts, the Roger Hill-designed 16 m powercat *Omahu* (Breath) was launched in late 2021.

BUILT BY AARON BEATTIE and his team at the factory near Thames to New Zealand survey standards, she is berthed in Westhaven, Auckland.

The design brief was for a cat capable of long-range adventures around the bottom of the South Island in summer and cruising the Pacific Islands in winter. An emphasis on comfort

rather than speed was important, with plenty of space for two couples to live aboard, along with the equipment and storage required for long trips to remote places with no easy access to fuel, water and food.

Fitted with 400 hp 6LY Yanmars, *Omahu's* displacement hull form is very efficient, with a top speed of 26 knots fully loaded. Hill says the cat is a bit overpowered, but the engines will be very lightly loaded through the cruising speed range (15 to 20 knots) and will last a very long time.

www.powercatsnz.com

www.lifestyle-yachts.co.nz

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bepmarine.com



Stabicraft makes 'game changing' move to digital

Stabicraft, New Zealand's largest trailer boat manufacturer, has announced a digital revolution: an interface which allows potential new owners to experience an interactive 3D boat builder to explore models in detail and build their dream boat.

ONCE IMMERSSED IN THE SITE, users can navigate 360 degrees both inside and outside each model, exploring features through animation and learning about different packages, then customise and visualise their dream boat before requesting a quote.

Stabicraft Marketing Manager Daniel Upperton says the research process for buying a new boat is increasingly digital, and the company identified that customers wanted better access to information online.

'We had the 3D models – we just needed an engaging way to communicate these to the public. The automotive industry has dabbled in the 3D product builder space, but even some of their

solutions were clunky.'

The search for a suitable 3D product builder was a global one. Half a dozen companies from around the world were approached before Stabicraft chose Digital Twin as their strategic partner, the boutique interactive division of Auckland based creative studio, Kaleidoscope.

'The challenge we put forward was not a small one, but it has been welcomed the entire way,' Upperton says.

The result is an inter-creative 3D boat builder that allows anyone with internet access to 'walk through' each Stabicraft model.

'It shows a level of detail usually only achieved on a dealerships yard or a design studio. People can now experience

this detail without having to leave their homes. It is completely game-changing.'

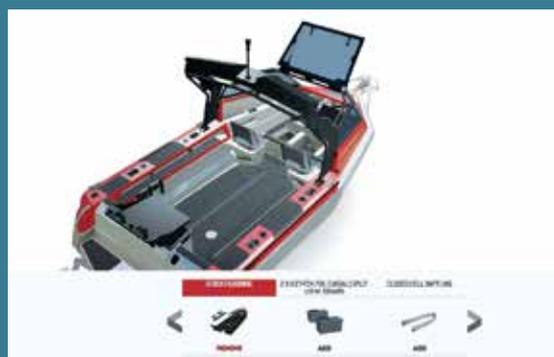
Upperton says that as the Build Your Stabi programme took form, it made the company's old website feel archaic. It made sense for Stabicraft to also launch a new website, created in partnership with award-winning Auckland design agency Onfire Design (see below).

For Stabicraft, this digital revolution is just another step in pushing industry boundaries.

'Since its inception, Stabicraft has been at war with the status quo,' Upperton says. 'This digital journey is about being the best in the world across every aspect of the business.'

www.stabicraft.com

Design agency pushes the boundaries



AS THE WORLD'S MOST disruptive trailer boat manufacturer, it made sense for Stabicraft to source a disruptive agency to build its new website. The new Stabicraft website took Auckland agency Onfire 12 months to plan and build. Furthermore, with sales expanding overseas, the website had to compete on the international stage while maintaining its Kiwi identity.

Working in partnership with Stabicraft's internal team, Onfire selected Silverstripe for its ease of use and intuitive CMS.

As Onfire's Sam Allan outlines, 'Stabicraft place a lot of emphasis on user-friendly design that is fit for purpose. The Onfire team looked to mimic this ethos, ensuring the website was visually appealing, easy to navigate, and educational.'

The new site also features 'Stabi TV', a central hub for all video content, so users can learn about the boats and brand without being led away from the website.

www.wearonfire.co.nz



Propspeed enjoys massive growth offshore

Propspeed Managing Director Chris Baird reports that the company has grown 58 per cent in its offshore markets this financial year.

THE BUSINESS SUCCESSFULLY set up its own warehouses in Florida and the Netherlands, with the aim of supplying its customers more efficiently. Employing extra sales staff in Florida, France, Italy, the Netherlands and Australia, has also been very successful.

'New branding, an excellent marketing team, and a Kiwi attitude of just getting on with it has shown what is possible with international markets when they are taken seriously,' says Baird. An example of this attitude is investing in translating the Propspeed website into French, Italian and Spanish.

Baird says the company appreciates the support of the New Zealand marine industry and NZTE, which gives Propspeed the base and confidence to take on international markets and offshore competitors. Propspeed's R&D team has doubled this year, and the results in new products will be seen in late 2022.

In late 2021, Propspeed also moved its administration, marketing and finance teams into a new office at Central Park, Greenlane, Auckland.

www.propspeed.com



Hauraki Fenders expands range

THE TEAM AT HAURAKI FENDERS has been busy expanding its range of fender offerings, with four new sizes now available: the Mini, XLarge, Big Bertha and Large Rectangle. Fleece and neoprene covers are also included in the range.

The company's marina range has also expanded from the Ultralon, Grand Pacific and Marinaquip brands to include Barrier Fenders, marine carpet fenders, pole fenders and rope holders.

With off-the-shelf products or fenders made to specific requirements, Hauraki Fenders has boats and marina berths sorted. Teaming up directly with boat builders, marinas and brokers, its products are frequently part of new-boat packages. Close relationships with these partners and key local manufacturers means the company is able to adapt to the needs of boat owners as required.

www.haurakifenders.co.nz



Fastmount and Railblaza acquired by Nautical Holdings Group

Nautical Group Holdings Ltd (NGH) of Auckland, majority owned by Oriens Capital Fund 2, has acquired 100 per cent of Fastmount Ltd. Founded in 2013, New Zealand-based Fastmount specialises in hidden panel-mounting systems for the marine, architectural and industrial industries, and is used by leading superyacht builders and fitout specialists worldwide.

FASTMOUNT FOUNDER and MD Gregg Kelly says, 'After seventeen years in business, we've recognised this as an opportunity to take the business and product innovation and development to the next level. We believe that with the support of Oriens Capital, Fastmount has an exciting future which can only be beneficial for our global customers and partners, and will enhance our ability to lead the world with our revolutionary panel mounting solutions for the marine, architectural and shop fitting industries.'

NGH has also recently acquired New Zealand companies Railblaza Ltd and NTD Plastics. Railblaza was founded by Ross Pratt in 2010 following the sale of his previous marine electrical business, now owned by Brunswick Corporation. Railblaza has grown to be a leading brand, internationally positioned across small-end marine, off-the-beach and paddle-sports accessories.

The business offers a wide range of products, but core product lines include kayak carts, rod holders and a range of innovative and unique mounts, made from reinforced plastic, stainless steel and anodised

aluminium. The mounts have a huge number of applications and form part of a unique product ecosystem for the other accessories.

Products are sold under the Railblaza and C-Tug brands and can be found in all major marine markets. Railblaza sells via a well-established distributor network of more than 40 distributors in 48 countries, with sales generated through retailers, sales to OEM boat builders' operations and a growing ecommerce channel.

The directors of the board of new entity NGH are Pratt, Railblaza founder and continuing shareholder of NGH; Peter Tinholt of Oriens Capital; and Nigel Jeffries as co-investor with Oriens Capital and chairman.

Marc Michel, a highly experienced senior executive, has been appointed as the new CEO of NGH, and brings many years of marine industry and technology executive experience, at companies such as Navman, Brunswick New Technologies, BCS Group and Mastip Technology.

'We are super excited to have Railblaza and NTD as the foundation portfolio companies to prove our investment strategy, with further

acquisitions to come,' says Michel.

'The group aims to achieve a dominant market position for each of its niche portfolio brands, whilst accelerating an innovation focus with speed to market and with the group assisting portfolio companies to build out governance and corporate functions to a higher level of maturity to support global growth.

'The group will capitalise on a broad range of well-developed relationships with global distributors, partners and customers supplying best-in-class solutions. We are also very pleased to welcome Gregg Kelly and the Fastmount family into the group portfolio, as well as having Gregg and Maggie onboard as shareholders in NGH, and look forward to working closely with the team to grow the Fastmount brand globally,' says Michel.

Pratt will transition out of his operational role at Railblaza remaining as a director and adviser. Mike Edgington has been appointed general manager of Railblaza and has assumed full responsibility for all day-to-day operations, reporting to Michel.

www.fastmount.com

www.railblaza.com

Busy season for Elite



The team at Elite Marine Design have been busy, with several major projects underway or hitting the water over summer.

FOLLOWING THE LAUNCH of Elite 18 m Sport Fisher *Crazy Diamond* (above) in November 2021, Weber Marine in Gulf Harbour are working on an Elite 16 m Mid Pilothouse with twin 600 hp D8 Volvo Pentas. This vessel will be set up for sport fishing and cruising. At the same time, they will start on an Elite 14 m Sports Sedan, which features a split-level cockpit to cater for fishing, diving and entertaining, and a full-width master stateroom.

Lloyd Stevenson Boatbuilders has an 18 m under construction, to be powered by MAN i6 800s. With the hull complete, the team is now working on the superstructure. LSB

has also just completed quoting for a 16 m Mid Pilothouse with twin Scania engines. Both vessels are for repeat clients.

Out for quotation is another Elite 14 m sedan, featuring a tender garage and full-width master stateroom. Cummins engines have been selected for this design.

Allan Tongs Boat Builders launched the third Elite AT 43 production motoryacht in late 2021. The company has another six on order, with various powerplants and internal layouts.

And in the design office, early in the design phase is a 26 m expedition-style motor yacht for an experienced boating family, designed to cruise the more remote areas of New Zealand and Pacific Islands.

www.elitemarine.co.nz

Pacific looks positive



PLANS ARE WELL underway for the Island Cruising Rally to the Pacific in 2022. 'I've been overwhelmed with people registering their interest for these events,' says Viki Moore, owner of Island Cruising. 'I hope we can also help attract the international sailors to once again visit New Zealand as our border reopens too.'

Traditionally the Pacific Circuit Rally incorporates Tonga, Fiji, Vanuatu and New Caledonia on a circuit, departing New Zealand in May and returning in October. However, in 2022, things will look a little different. As border closures are relaxed, the rally will visit Fiji incorporating Fiji Regatta week. Another departure will head straight to New Caledonia to link in with the

Groupama race, and a combination of both destinations will be offered, with the possibility of incorporating Vanuatu en route should this option become available.

The Island Cruising rallies are an excellent opportunity for marine businesses to showcase their marine products and services to the Island Cruising members and rally participants. 'Yachties spend a lot on preparing their vessels to get Cat 1,' Moore says. 'We aim to help our members prepare their boats, their crew and themselves for long coastal or offshore passages. Our online training workshops have been extremely popular.'

www.islandcruising.nz



Skipper Training on-board former UK lifeboat

Skipper Training NZ has purchased this former British lifeboat, for its suitability delivering navigation, seamanship and engineering training. The vessel will be used throughout the country to deliver practical training courses including Skipper Restricted Limits (CIDMO SRL), where students complete their MNZ Task Book on board with Skipper Training tutors.

EQUIPPED WITH FULL radio and navigation suites, 26 water-tight compartments, fixed and portable fire pumps and powered by twin 500hp engines, she can cruise at 18 knots and withstand rolling through 360 degrees — though Skipper Training doesn't plan to put its students through that exercise!

Lifeboat 52-18 served the Royal National Lifeboat Institute, primarily at St Mary's Lifeboat Station on the Isles of Scilly, and was retired in 2002. She had a complete refit, including her engines, the following year then brought to

New Zealand, where she has been maintained to the highest standards.

She is the only Arun Class lifeboat in the country, though there is a sistership used for similar training in Brisbane. Her specifications are: length — 15.8 m, beam — 5.2m, displacement — 34 tons, engines — twin 18 litre Caterpillar 3408 turbo diesel.

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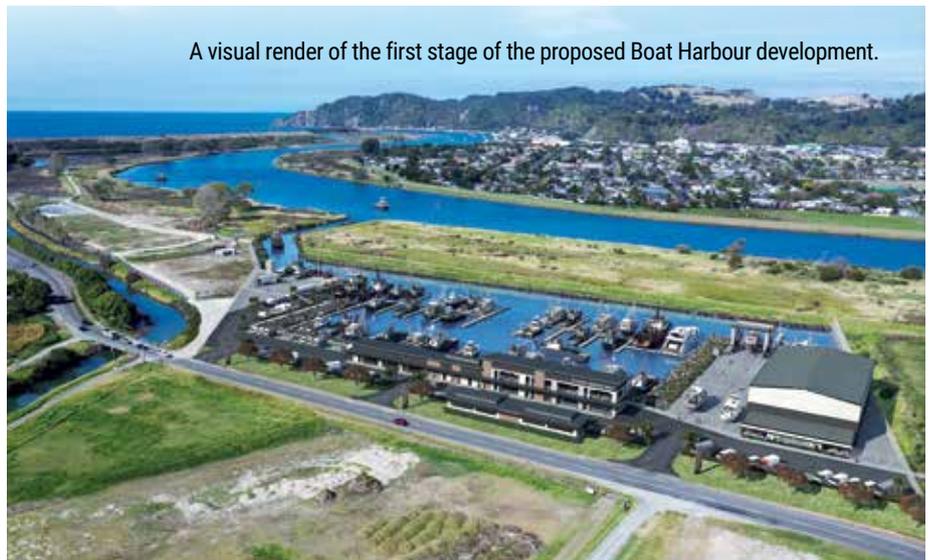
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Milestone partnership for boat harbour development



A visual render of the first stage of the proposed Boat Harbour development.

Whakatāne's new commercial boat harbour is one step closer to construction with the formalisation of a partnership between Te Rāhui Lands Trust, Whakatāne District Council, Ngāti Awa Group Holdings, the Crown via Kānoa – Regional Economic Development & Investment Unit, and agreement from landowners to progress the development.

THE PROJECT WILL create the equivalent of at least 30 full-time jobs during its construction, and longer term is expected to create upwards of 600 new jobs and flow-on economic benefits for Whakatāne. As part of the project, areas of wetland will be restored and improvements made for public and recreational use of the Wairaka area, where boats are currently berthed.

Mayor of Whakatāne Judy Turner says the district council has long supported the development of a new boat harbour

to further unlock opportunities in the local marine and tourism sectors, and to drive wider economic, social and environmental benefits.

'The project forms a key part of our District's economic development strategy, which is further magnified by our need to respond to Covid and its impacts. This unique partnership represents a new and exciting way of delivering core infra-structure into our region,' she says.

Project Director Phil Wardale confirms that the project has gained

approval to utilise the Fast-Track consenting pathway, which enables a more streamlined consent-approval process, designed to support New Zealand's recovery from the economic and social impacts of Covid-19.

"Fast-tracking the consenting application means the review and processing time frames are condensed. This means it's up to us as a project team to ensure we have provided a robust and well considered application that answers any and all questions that may arise."

www.wardale.co.nz



Carlier cat designed to catch the eye

Designed to wow, the Typhoon 19 (T19) from the Kit Carlier Design studio is an asymmetric-vee, wave-piercing super-cat.

THIS LARGE-VOLUME POWER cat provides spaces typically found only on a larger superyacht and is ideal for owners seeking a vessel with long-range capabilities and luxury, at speed.

The design is available in both sedan and flybridge configurations, with both forward and aft raked-screen options.

The lightweight structure and assistance of a foil allow the T19 to reach a top speed of 32 knots and cruising speed of 27 knots. Powered with twin 750 hp diesels and coupled to Hamilton jets, the T19 has a range of 1200 nm at cruising speed.

Inside the vessel, the main deck features a large galley

with all the appliances you would expect in a large residential kitchen. The aft saloon adjacent to the galley provides a social area that flows out into the aft entertaining space. A large forward dining room-cum-saloon provides amazing views, while also featuring a hidden 85 inch TV, providing a hub for relaxation next to the helm.

Three luxurious cabins, all with en suites, sleep six, including a huge, full-beam master cabin with its own private lounge.

At the aft end, the T19's exterior features a carbon trans-former platform to enable easy launching of a large, 7 m tender.

www.kitcarlierdesign.com

Alloy Cats makes dreams come true

After an accident in 2007 left him paralysed, Bryce Dineen was determined to get back out on a boat to go fishing.



IN JULY 2021 that dream came true for him and other fishers with disabilities, with the launch of this Roger Hill-designed 18m high-displacement powercat by Alloy Cats.

The boat was launched at Vesselworks in Tauranga for the charity Wish 4 Fish, which Dineen established in 2011, while undergoing rehabilitation. The boat took 18 months to build and was completely

custom-designed to help the charity fulfil its goal of 'helping people with disabilities or mental unwellness get out on the water and enjoy the freedom and pleasure of our ocean waters'.

Dineen spearheaded the project and fundraised \$2.4 million over 10 years to build the boat, which has capacity for 12 wheelchair users, support staff and crew. The fully accessible boat

has a specially designed loading system to allow for wheelchair access from a wide variety of berths.

The boat is a dream come true for Dineen, and with it his charity aims to take 1000 New Zealanders with mental and physical disabilities out on the water each year.

www.alloycats.co.nz
www.wish4fish.co.nz

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New boating hub takes shape

A whole new boating hub is taking shape right beside the Tamaki River in Auckland.

THE NEW MARINE PRECINCT complex is currently under construction, adding to the existing dry stack, marina and haul-out facilities already on offer at Tamaki Marine Park.

With the construction of two large boat sheds, a massive 840 m² canopied undercover boat yard area and seven marine trade units well underway, the new precinct will offer 1400 m² of undercover space, along with a huge expanse of

uncovered clean concrete hardstand area.

The two sheds will be the new homes of boat painters Gloss Boats Marine Spraying and boat builders Condon Marine Services (CMS). The seven trade units are also going fast, and Tamaki Marine Park is now targeting specific trades to be part of the full service offering at the precinct:

www.tamakimarinepark.co.nz



Westhaven Marina chooses Spinlock

New Zealand's largest marina, Westhaven in Auckland, has selected the internationally renowned range of Spinlock inflatable lifejackets for its staff.

JAYSON MAUD, Westhaven Marina's Logistics Team Leader, says the Spinlock lifejackets have proved to be a big success.

'Our dockmaster and maintenance teams are required to wear lifejackets for extended periods — approximately eight hour per shift. That means it is vitally important that their lifejackets are not only an extremely high quality and provide the safety features we need, but also that they last and are comfortable to wear for extended periods.

'After a lot of research and trials the team was in complete agreement: the Spinlock lifejackets were the best option for Westhaven's needs.'

Peter Vitali from Harken Fosters, which supplied the lifejackets, says Spinlock lifejackets have been used successfully worldwide in all sorts of marine applications, including sailing and commercial use, making them ideal for Westhaven, or indeed any other marina.

www.lusty-blundell.co.nz

Penske NZ Welcomes Deutz



Penske New Zealand has added another string to its bow, welcoming Deutz engines to its product portfolio from January 2022. Representing the complete Deutz product range, Penske will further strengthen its offering in the marine sector, as well as in energy solutions, agriculture and construction applications.

'DEUTZ'S RANGE OF EFFICIENT, reliable, and high performing engines and power systems will perfectly complement our current mtu portfolio,' said Brent Warner, general manager of Penske New Zealand. 'With a comprehensive product range, Deutz has solutions for a wide variety of energy solutions, marine, construction and agricultural applications. Our complete portfolio means we can supply customers with the ideal solution across the full spectrum of power requirements.'

Penske New Zealand has extensive

experience in the delivery and support of propulsion systems from 261 to 10,000 kW, and onboard generators from 4 to 2,900 kW, for the marine market. Its products are used in a wide range of marine applications powering tugs, work boats, pleasure craft, superyachts, high-speed ferries, supply vessels and patrol vessels for defence and law-enforcement agencies.

Penske has a team of over 50 factory-trained technicians across its three New Zealand sites, so Deutz customers can expect superior support

that will maximise efficiency and performance, Warner says.

'Furthermore, our national Penske Distribution Centre will ensure parts are available where and when needed.'

The DEUTZ brand joins Penske New Zealand's existing on- and off-highway portfolio, including MAN Truck & Bus, Western Star Truck, Dennis Eagle, mtu and Detroit. Penske New Zealand also represents aftermarket products from leading oil, coolant, and filter brands

www.penskenz.com

MAN converts energy into progress

MAN ENERGY SOLUTIONS New Zealand is a wholly owned subsidiary of MAN Energy Solutions SE, the leading global producer of large-bore diesel engines and turbomachinery for marine and stationary applications. MAN converts energy into sustainable progress and prosperity.

MAN Energy Solutions New Zealand offers a large business portfolio, including after-sales service, spare parts, Omnicare and High Speed. With extensive workshop facilities and sales presence in both the North Island (Auckland) and South Island (Nelson), it provides a qualified, committed and reliable professional team, and are able to tailor-make solutions to ensure fast response-times and low mobilisation costs. The supply of spare parts and technical service for MAN Marine High Speed is also an important part of Omnicare service.

In addition to its exceptional Omnicare offering for MAN products, the New Zealand team also delivers world-class repairs and maintenance on products from other manufacturers.



The company offers the development of tailor-made maintenance concepts, ranging from planned inspections, retrofits and complete overhauls, to complex repairs in the case of unforeseen events. Skilled engineers are available on site or online to complete all service requests.

www.man-es.com/global/newzealand



Tru-Design Plastics' new address is 47 Aintree Avenue, Airport Oaks, Mangere, Auckland 2022. www.trudesign.nz

The new Tru-Design Plastics facility in Mangere, Auckland NZ.

Tru-Design Plastics rises from the ashes

Leading marine manufacturer Tru-Design Plastics Ltd has expanded its production and research capabilities by relocating to a new 3000 sq m facility at the Airport Oaks precinct, close to Auckland's International Airport.

THE MOVE WILL ALLOW Tru-Design to increase production capabilities and meet growing international demand. It comes after the company suffered a fire at their old premises in July 2021, which caused major damage but fortunately did not injure anyone. The new facility is 30 per cent larger than the previous building, more modern and closer to logistics companies around the airport district.

'Although the fire was a serious blow to our business at the time, we took the opportunity to take stock of where and what we wanted to look like in five to ten years' time,' says Tru-Design marketing director Geoff Nathan. 'As a result, we now have a world-class manufacturing, design and marketing facility capable of delivering.'

The TruDesign brand is marketed throughout Europe, North America and the Asia Pacific region, with its underwater seacock system increasingly specified by international boat builders as their preferred product in new builds. TruDesign's unique type-approved composite through-hull fittings and seacocks are recognised as world class in eliminating the traditional concerns of corrosion and electrolysis.

Tru-Design specialises in the design, manufacture and marketing of high-quality marine valves, skin fittings, hose nozzles and associated products. All products are made in New Zealand and are manufactured out of the latest high impact-resistant composite materials, designed to meet the demands of the modern boating industry and conform to rigid ISO Marine Standards.

Established in 1974, Tru-Design Plastics is an ISO 9001 company with over 45 years' experience in design, tooling and manufacture of injection-moulded engineering plastics. The company has over 40 staff including designers, engineers, toolmakers and quality-assurance specialists.

Earlier in 2021, TruDesign partnered with GEMLUX based out Florida to distribute TruDesign products through their distribution channels in the US. In late 2021 TruDesign exhibited at the METS show in Amsterdam, and kicked off 2022 at the Miami International Boat Show in February, where its new 3 inch Ball Valve will be launched.

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Power Equipment celebrates Yanmar half century

In the last quarter of 2021, exclusive New Zealand Yanmar agent Power Equipment has celebrated Yanmar's 50 years of providing recreational marine solutions to the world.

THE SPECIAL COMMEMORATION recognises the historic achievements behind the creation of Yanmar's reputation today for setting the global standard in sailboat and small-craft propulsion, backed by the largest worldwide service network in the industry.

The celebrations also honoured Yanmar's commitment to more than a century of diesel innovation, sustainability and the delivery of application-driven solutions for recreational marine craft.

Since 1990, Power Equipment has partnered with Yanmar as its exclusive authorised distributor throughout Australia, New Zealand and the South Pacific region. Power Equipment is also the sole authorised distributor for John Deere Power Systems for marine and industrial diesel engines in Australia, New Zealand, Papua New Guinea and the South Pacific.

Additional products distributed exclusively by Power Equipment include PSS Shaft Seals, MASE Marine Generators, Gori Propellers, Torqeedo Electric Outboard Motors, OXE Diesel and Dtorque Diesel Outboard Motors.

www.powerequipment.co.nz



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