

Busy and productive 2009 for us all



NZ Marine chairman Mark Wightman (right) with Chris Wilson, captain, Janice of Wyoming

It's been a very busy and productive year for the wider NZ Marine team and members with some significant milestones being achieved all around.

With relatively little development time, February's NZ Marine Millennium Cup was successful on many levels. The event itself ran well, the owners, guests and crews enjoyed the sailing immensely and New Zealand's marine sector continued to develop and expand its international profile as a result.

Then the team was into preparing for the year's international boat shows which featured NZ Marine co-ordinated displays. Each of the shows – Monaco, Fort Lauderdale and METS – returned valuable exposure for members and their products and services. While globally the marine industry has been hit by the downturn, NZ Marine companies have been faring remarkably well as buyers become more discerning about quality and value. Our innovative products and services are meeting that expectation and many exhibitors report that this has been their best year yet. The New Zealand brand has always been strong and well-received but this year it has been particularly evident and rewarding for companies exhibiting under the NZ Marine banner. All the networking events at our shows have been extremely successful this year and we take the opportunity to thank New Zealand Trade & Enterprise for their continued support to NZ Marine for these events.

This year we've also launched the very successful *On Deck* newsletter. Many members are sending contributions on a regular basis, so it's pleasing that members see the value of this marketing tool to raise awareness of your products and services. Remember we distribute *On Deck* to all members, key industry personnel and media, both local and international, so the audience is significant.

New Zealand and our marine sector also feature prominently in the latest edition of the *Great Southern Route*, the superyacht cruising guide for the Southern Hemisphere. Have a look at pages 209-240 on the online version via <http://www.greatsouthernroute.com/>

The New Year will kick off with a new superyacht event, the NZ Marine Cup 'Kiwi Kawau Challenge', which again promises to help build and develop relationships with owners, captains and crew from around the world. Make the most of the opportunity to be involved and profile your business with these influential people – become a sponsor (more details in this newsletter) and be an integral member of the Kiwi Kawau Challenge!

Once again we thank all those who have and are contributing so positively and productively to NZ Marine as board members. To Tony Hambrook, Alan Cooper and Garry Hassall, thank you for your valued input, and thanks again to this year's newly appointed board members Rodney Martin, Ned Wood and Murray Mulcahy.

We also reiterate our congratulations to all the NZ Marine member companies which have been recognised with awards this year. Most recently Hall Spars won a design award at METS for their Seamless Carbon Rigging (SCR).

There are many positive signs for the future and we look forward to continuing to support members with a variety of initiatives. Next year sees the development and publication of a new NZ Marine Excellence Directory in both print and online formats. The directory website, www.nzmarineexcellencedirectory.com is also getting a revamp to accommodate the NZ Marine Cup events, which are separate to the NZ Marine Millennium Cup events.

And, last but not least, a very special thanks to Jo Dick for her continued efforts on behalf of us all. Jo's been with NZ Marine for five years now and a lot of projects have been developed and implemented in this time thanks to her efforts and hard work.

Our very best wishes to you, your teams and families for Christmas and the New Year ahead.
Mark Wightman, Chairman, NZ Marine

NZ Marine Cup and 2010 'Kiwi Kawau Challenge'

Thursday 4 March 2010 will see the launch of a new NZ Marine event, the NZ Marine Cup 'Kiwi Kawau Challenge', says Mark

Wightman. NZ Marine invites both sail and motor superyachts to participate in the one-off race and social event as part of the build-up to the Louis Vuitton Trophy in Auckland.



Photo: Ivar Wilkins. The start of the NZ Marine Cup superyacht race to Kawau Island in 2003

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NZ Marine Cup 'Kiwi Kawau Challenge' cont.

"At this stage, the Louis Vuitton Trophy crews are expected to commence their practice days on Saturday 6 March, so the NZ Marine Cup event will be on 4 March. Numerous superyachts expected to visit Auckland while the Louis Vuitton match racing takes place, and already we have interest from several yachts.



"The essence of our Kiwi Kawau Challenge is for superyacht participants to enjoy a day's racing from downtown Auckland to beautiful Kawau Island in the Hauraki Gulf. On-shore beside historic Mansion House, NZ Marine will host the superyacht guests to a uniquely Kiwi-style evening's food and entertainment."


The event offers another opportunity to show superyacht owners the beauty of New Zealand, Auckland and the Hauraki Gulf as top class cruising destinations for sailing and motor yachts. A registration and welcome function is scheduled for Wednesday 3 March.

"We look forward to welcoming registrations for the NZ Marine Cup Kiwi Kawau Challenge from the captains of sailing and motor yachts over 80 feet in length and from classic sailing yachts, which will have their own limited-number class.

"This event promises to be one of the highlights of the cruising season down-under for superyacht owners and their crews, and it will complement the Louis Vuitton World Series perfectly," concludes Mark.



Photo: Ivor Wilkin. Bon Accord Harbour with superyachts at anchor in 2003

NB. The decision has been made that the NZ Marine Millennium Cup is contested only during specific superyacht regattas comprising more than one race. 

NZ Marine Cup – call for sponsors

The 2010 NZ Marine Cup will have one tier of sponsors with a just one sponsorship fee. NZ Marine member companies who elect to support the NZ Marine Cup 'Kiwi Kawau Challenge' by joining our sponsor group receive the following benefits, says chairman Mark Wightman.

- Opportunities for brand exposure:
 - On the NZ Marine Cup webpage (being developed as part of a revision of the NZ Marine Excellence Directory website);
 - In all event communications to confirmed and prospective participants;
 - In all media releases.

- Opportunities to enhance the knowledge that yachting and business media have of your business by:
 - The inclusion of a brief paragraph about your business and website details in our media kit, which will be distributed electronically to our growing list of local and international media;
 - Having the first option to submit newsworthy media angles for consideration for any activities outside the NZ Marine Cup event that media may wish to organise, such as facility tours and one-on-one media interviews about your 2010 plans. A list of these 'off-event' story angles will be made available to media we know are in New Zealand for the Louis Vuitton World Series.
- Business development opportunities with passes for four (4) staff members to:
 - Travel onboard the official NZ Marine support boat as it follows the competitor yachts to Kawau;
 - Make the most of networking opportunities with yacht owners, international guests, captains and media during the event;
 - Enjoy the NZ Marine hospitality during the evening function.

NB: Additional passes can be purchased by each sponsor company.

Maximise the opportunities for media coverage and brand awareness of your company and its valuable association with March's NZ Marine Cup by signing up as a sponsor as soon as possible.

Please contact Jo or Mark to discuss how your company can be involved in this event. 

Plans for 2010 boat shows now in progress!

NZ Marine manager Jo Dick reminds all members that layout plans for major international boat shows are now being developed.

"If it's on your radar to exhibit at either Monaco, Fort Lauderdale or METS, talk to us soon if you wish to be involved in the NZ Marine co-ordinated group," says Jo.

"This is a cost-effective way to promote your products and services in these key markets and you get the benefit of exhibiting alongside other leading New Zealand marine sector businesses.

"We are also fortunate to have the assistance of Oceanbridge and Richard Thorpe to co-ordinate the logistics and freight of display items and marketing material. Particularly for Fort Lauderdale and the quick turnaround needed for exhibitors and their specific items going to METS, having Richard's support and expertise benefits us all."

Monaco Yacht Show

22 to 25 September 2010

www.monacoyachtshow.com

Fort Lauderdale International Boat Show

28 October to 1 November 2010

www.showmanagement.com

METS

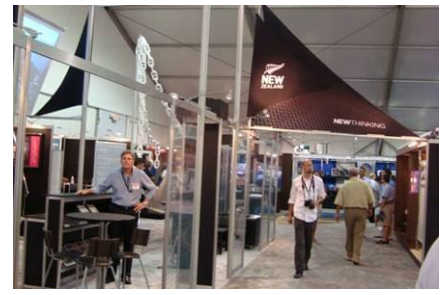
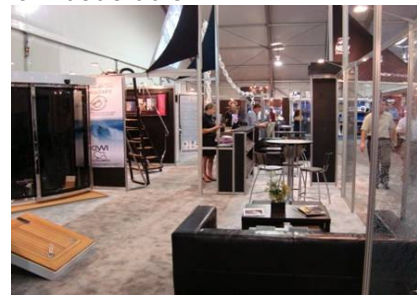
16 to 18 November 2010

www.metstrade.com

**Imagery from the 2009 international boat shows
Monaco Yacht Show**



Fort Lauderdale



METS



SY Bliss is launched

The recent launching of *Bliss* has rewritten the record books in the Southern Hemisphere, says Murray Greenhalgh, CEO of Yachting Developments.

"At 37 m, *Bliss* is the largest composite sloop to be built in the Southern Hemisphere, and the largest vessel to ever be launched in Auckland's Viaduct Harbour.

"The carbon fibre Eglass hull right through to the interior cabinetry and onboard systems were all manufactured in-house by Yachting Developments' specialist teams. This technologically-advanced vessel is the latest in a list of award-winning superyachts built by the yard over the past 19 years in its Hobsonville base."

Twenty-four months from commencement of hull lamination to client hand-over, *Bliss* is built to meet and exceed the highest quality superyacht standards including Germanischer Lloyd +100A5 Unlimited -Sailing Yacht, MC Machinery Class, and compliant with MCA LY code.

When construction was finished and the keel fitted, *Bliss* was loaded onto a large multi-axle road transporter and moved to the Hobsonville seawall for loading onto a barge.

"Launching a vessel of this size needed some of the largest mobile cranes available in New Zealand. The three cranes used in the lift required eleven semitrailers of counterweights and crane components, three truck loads of structural outrigger floatation pads, steel bridging beams, two forklifts, one hiab, and one small mobile assembly crane!

"At the Viaduct, Beca engineers made sure cranes were set up on the high strength areas of the wharf. Then *Bliss* was connected to the cranes via soft webbing strops and lifted clear of the barge. The celebratory champagne was broken on the keel before she was gently lowered into the water.



SY Bliss is launched cont.


After final checks, the carbon fibre mast was stepped and by the end of launch day Bliss was sitting happily on her berth, mast stepped and boom fitted."



Bliss showcases New Zealand design and expertise with many key components being manufactured locally, including the carbon fibre mast from Hall Spars NZ and sails by Doyles.

Glass bridge computer technology is used throughout the ship's management systems, and the interior is modern, incorporating features such as stingray skin trim, white leather upholstery, high gloss timber floors and high gloss painted surfaces giving a fresh clean appearance.

"During sea trials, Bliss has demonstrated an impressive turn of speed for a vessel of this type, hitting 16 knots of boat speed under sail in flat water. Much of the performance is attributed to the weight-saving of the vessel's composite hull. While the vessel is a superyacht in size, she has retained the feel and sensitivity of a smaller sailing yacht with the steering's non-assisted direct quadrant providing absolute feedback to the helmsman."

Bliss will shortly leave New Zealand to cruise the south Pacific including Tahiti where she will be available for charter. 

Oceanbridge logistics partner for NZ Marine

As 2009 comes to a close, the team at Oceanbridge Shipping is once again proud to have been involved in the logistics of the NZ Marine exhibitor's freight to numerous shows this year.

With Dubai early in the year, then for a few Sanctuary Cove in May, the main 'boat show season' starts for the Oceanbridge team in July when the container is despatched to Monaco, says Richard Thorpe, marine manager.




"In August, the container is loaded for Fort Lauderdale (pictured) and, just as exhibitors are returning from Monaco, the container for METS is being packed. After Monaco, some of the freight returns to Auckland while some is sent north to METS, and more is air-freighted to Fort Lauderdale. After Fort

Lauderdale the container is packed for Auckland while some pieces are sent, very urgently, to Amsterdam to make the METS opening date. After METS the container is again packed for Auckland and, some years, freight stored in Europe before being sent to Dubai. Then it is in to another year!"

As well as the sea-freight service, a couple of weeks before each show an airfreight consolidation is also offered to exhibitors.

With each show being a little different, over the years Oceanbridge's team has learnt the pitfalls associated with each show and how to work around those for the good of the exhibitors.

For the past six Fort Lauderdale events Richard has been present at the pack-up. He says: "Working in the FLIBS pack-up environment can be challenging but we have always succeeded in getting the urgent freight to METS on time and the rest on its way home. Just one of the ways we demonstrate our level of commitment to the marine industry...we treat it like our own!" 

Manson Racer hits the market

Manson Anchors proudly introduces the world's first aluminium racing anchor: the Manson Racer.

Manson Anchors vice president of sales & marketing Ned Wood says they detected a gap in the racing yacht sector for an inexpensive anchor specifically tailored for racing yachts.

"The Manson Racer offers significant weight saving over standard anchors," says Ned. "All racing yachts try to reduce weight where possible and now we are offering them the ideal solution without jeopardising crew safety."



The Manson Racer is made from high tensile aluminium which is heat-treated for maximum strength. It's fully welded, anodized ready for use and presented in a distinctive deep electric-blue. On each side of the bar, black balls provide stability and reduce the bar length necessary for setting.

Initially available in six sizes, the Manson Racer will ultimately be available in twelve different sizes tailored to racing yacht length.

Prominent Auckland offshore yachtsman Josh Tucker (BooBoo) says: "For us, even with a small yacht, each and every kilogram counts. With our Manson Racer we could save 60% on anchor weight - in yacht racing, little things collectively make a big difference."

Manson Racer cont.

Ned adds that the Racer also provides launches with an easily-handled stern anchor solution by being rowed out in a dinghy. "The balls offer good protection against boat interior scratching."



An optional bag for stowage features dual internal pockets, one for the anchor, one for the chain and robe. It is padded and easily handled with a robust double stitched handle.

The Manson Racer is initially available at all good leading New Zealand chandleries with the racing bags available from mid-December. The anchor is also available to purchase in the USA from either West Marine or Defender. nzm

Harken Vortex Shoe: just arrived

Harken introduces the latest colour option for their highly sought-after Vortex shoe. The navy/ice colour combination has just arrived in New Zealand in a full range of men's and women's sizes.



Harken exceeds expectations. The Vortex shoe provides on-deck stability to aid smooth sail handling. It features uncompromising grip in all directions, the latest quick-dry technology with one-way drainage system, and support and cushioning with every step. Stocks won't last, given the popularity of this shoe design with Kiwi sailors. Available at Harken stockists

www.fostersshipchandlery.co.nz nzm

Hall Spars: composite booms and carbon rigging

The Dubois-designed 37 m *Bliss*, constructed by Yachting Developments, was stepped with its 48.3 m, five-spreader, Hall seamless carbon mast in late November.

Garry Hassall and his team from Hall Spars NZ also fit the mast with a 15 m Hall Oceanfurl carbon furling boom. "The mast stepping was uneventful, which is the best kind," said Garry after the sail trials. "Both stepping and tuning went smoothly and I'm impressed with the speed and quality of this yacht."

Bliss is also equipped with a Hall halyard lock for the staysail.

At the recent METS show in Amsterdam, Hall Seamless Carbon Rigging received the prestigious DAME award for innovation in the category of deck hardware and rigging. This was the largest category and the judges lauded the "superb styling" of SCR's titanium end fittings as well as the "sleekness and simplicity" of the overall design. Receiving

the award, Eric Hall announced that SCR has received GL approval.

Also at the show, Hall introduced the 2010 version of SCR – Seamless Carbon Rigging/Streamlined, or SCR/S. The new streamlined, airfoil shape reduces windage even further; 15% over the small diameter SCR and 50% over other composite rigging products.

In racing news, Hall's Matty Stuart was part of Laurie Jury's winning team at the Telecom New Zealand Match Racing Championships. Great job, Matty! nzm



Hall's Matty Stuart was part of Laurie Jury's winning crew

Events Clothing secures international Marine Apparel rights for Line 7

Events Clothing secured the exclusive rights to represent the marine and yacht clothing lines from iconic brand Line 7 in international markets (outside New Zealand and Australia).

Events Clothing director Owen Rutter says he's delighted that the new owner of the Line 7 brand, Charles Parsons (NZ) Ltd, has also confirmed continuation of Events Clothing's business-to-business distribution of Line 7 products in the Australasian market.

"We have sourced Line 7 products for our customers around the world for many years, so we're delighted to have secured these exclusive rights with the Line 7 brand," says Owen. "This allows us to offer existing clients ongoing continuity of supply and opens up a raft of opportunities for us with new clients and new markets, as well as allowing us to continue our direct business relationships in New Zealand and Australia."

Peter Allard, managing director of Charles Parsons (NZ) Ltd says: "Interestingly, our negotiations around this agreement have identified numerous synergies between the two companies; we also recognise Events Clothing are highly specialised experts in their field."



Owen adds: "The team at Charles Parsons has already started work on new technical ranges and will continue to develop the credibility of the Line 7 brand. The technical expertise of both Line

7 and Charles Parsons is undoubtedly world-class and we are very much looking forward to working with them to develop new product lines.

"Events Clothing will also continue our strong presence in New Zealand, promoting Line 7 lines at key marine events such as the Auckland International Boat Show, international

Events Clothing & Line 7 cont.

regattas and through industry organisations like NZ Marine. Essentially, the message is that Line 7 is back in the market."

Owen also notes that plans for Line 7's availability through retail outlets in New Zealand and Australia are still being finalised by Charles Parsons. 

'Virtual shipyard' works for Diverse Projects

Diverse Projects' Build Project 08, a 31.5 m motor yacht, was recently transported overland to Napier from its construction facility at Profab Engineering in Palmerston North, before heading north to Whangarei for the final finishing stages.

Keeping with their 'virtual shipyard' approach, moving projects between facilities helps achieve the best outcomes in both quality and value, which is an approach used in some larger European yards.

This was one of New Zealand's largest ever over-land yacht movements, says Diverse Projects' John Vitali.

"Tranzcarr Heavy Haulage moved the vessel over three nights in October. The move was no mean feat – on the large transporter able to carry max. 55 T, it was well-laden with the now 52 T boat as it negotiated narrow windy roads in darkness.



DP-08 on transporter

Piecing DP-08 together in Napier

"Once safely in Napier, the hull and superstructure were welded together, before DP-08 was craned into the water and towed to Whangarei – another three day exercise – where she will have interior, paintwork and finishing details completed by October 2010."



Napier launch

Whangarei finishing

DP-08 was designed by Craig Loomes of LoMocean Design. The 31.5 m long range motor yacht is being built to Germanischer Lloyd 100 A5 class and MSA survey specifications. With twin Caterpillar C18 ACERT 600 HP

engines, she will cruise at 12.5 knots. Interior design is by Australian-based Chris Connell and manufactured by SMI Group in New Zealand.

More information and images of DP-08 are available online www.diverseprojects.com 

Office space to let at Events Clothing

Self-contained office space is available to lease in Events Clothing's new building at 16 Taylors Road, St Lukes, Auckland.

Upstairs from Events Clothing's new head office, director Owen Rutter says the top level of the renovated building has its own entrance and car parks. The total area is 210 m² and includes kitchen and bathroom facilities.



"This is an ideal location for a related marine business as a large number of marine-oriented clients visit Events Clothing all the time," says Owen. "This central St Lukes location is easy to access from any other part of Auckland."


The upstairs offices can be seen with their own windows in this image.

Keep your news coming!

Our thanks to everyone who submitted contributions for this issue of *On Deck*, and we welcome more news the next newsletter in **February 2010**. Feel free to share new of your successes, comments and thoughts about the current market conditions. Please keep the story to less than 300 words in length.

The deadline for contributions for the February issue will be Friday 29 January. Please send them directly to Kate Gordon (kate@relishcomm.co.nz, mobile 021 587 227). If you need a hand to write a story, Kate can assist and will ensure you have the opportunity to review the story before the newsletter is sent out to members, media and other key industry contacts. 

NZ Marine Christmas closure

The NZ Marine office will be closed from Friday 18 December 2009 until Monday 11 January 2010. Until then, Merry Christmas from us to you all. 

NZ Marine key contacts

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