

## Inaugural NZ Marine Cup, the Kiwi Kawau Challenge, runs perfectly

There wasn't much doubt that everyone involved with NZ Marine's Kiwi Kawau Challenge at the beginning of March had a fine day's sailing and a hugely enjoyable evening on Kawau Island.

The honour of winning the inaugural NZ Marine Cup went to the 95 ft (29m) cruising yacht SY *Celandine* and with just three entries, there were prizes for both *Shenandoah* and *Drumbeat*.

"Naturally we would have liked more entries," says NZ Marine chairman Mark Wightman, "but it was a fantastic event which achieved our goals of welcoming new superyachts to New Zealand and providing networking opportunities for the NZ Marine member companies involved."

The organising committee talked to numerous superyacht captains in the lead-up to the event, says Mark.

"For a variety of reasons, these yachts couldn't compete, but the small number of competitors did not detract from the pleasure everyone gained from a fine day's sailing on Auckland's Waitemata Harbour. We were delighted that one of the 2009 Millennium Cup competitors, SY *Thalia*, sailed alongside the others for a short time.

"As always, the spectacle of seeing superyachts under sail is one not to be missed. It was a particular pleasure to see *Shenandoah* under full sail in Auckland waters, given her own links to the city."

The official results with the corrected handicap times from race director Hal Wagstaff of the Royal New Zealand Yacht Squadron were:

- **Celandine** 264 min (start time off Princes Wharf 11:35am)
- **Shenandoah** 277 min (start time 11:40am)
- **Drumbeat** 300 min (start time 11:50am)

The Kiwi-style barbeque on Kawau Island was complemented by great music from a local DJ and a touch of Kiwi pirate fun with three body-painted models. The party, organised by the NZ Marine Cup committee, ran perfectly with guests all saying how much they enjoyed the whole day.

*Continued next page*

## The 2010 NZ Marine Cup: Kiwi Kawau Challenge

All photos by Gareth Cooke/SubZero Images unless stated



*Celandine* set a handy pace to take the NZ Marine Cup win on handicap



*Drumbeat's* crew included designer Ed Dubois & Tony Hambrook from her builder Alloy Yachts



It's literally all hands on deck on *Shenandoah* (Photo: Clive Bennett)



NZ Marine Millennium Cup competitor *Thalia* joined in for a quick sail



A perfect evening for the NZ Marine Cup BBQ after a great day's sailing



*Shenandoah's* happy crew enjoy the Kawau Island setting



The crew of *Drumbeat* with the amazing body-painted models



The Kiwi Kawau Challenge proved a most enjoyable day and evening for all involved

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**Inaugural NZ Marine Cup cont.**



The victorious *Celandine* crew (above) and NZ Marine chairman Mark Wightman (right)

"We extend our sincere thanks to the NZ Marine members and other companies which support-ed this event: Alloy Yachts, ENL, Events Clothing, Fitzroy Yachts, Harken, Integrated Marine Group, Marine Industry Association, Yachting Developments, 26000 Vodka, Antipodes Water and Villa Maria Wines."



**Yachting Developments gets stuck into Endeavour project**

The iconic 130-foot J Class sloop *Endeavour* came out of the water at Auckland's Viaduct Harbour in preparation for an extensive 16-month refit by international award-winning superyacht builder Yachting Developments.

CEO Murray Greenhalgh says the refit of the 1934 yacht includes new decks, main engine, generators, carbon-fibre mast, sails, deck gear, sailing handling equipment, onboard systems upgrade and full repaint.



"In addition the interior will be upgraded and reconfigured. One of the influencing factors for the owner in choosing the yard was the passion displayed by the management and team toward traditional vessels. In particular, managing director Ian Cook is himself a

traditional boat enthusiast, owning and racing the iconic 60 foot *Ranger of Auckland*."



Endeavour coming out of the water in Auckland in February

*Endeavour's* interesting background story can be found online: <http://www.jclassyachts.com/endeavour/index.html>



**A second Salthouse 68 launched**

Salthouse Marine launched their latest creation, a Salthouse 68 for a Perth client at the end of 2009. Named '*Summer-Salt*', the vessel has a striking midnight-blue hull and white superstructure. She spent her first month in the Hauraki Gulf and Bay of Islands, before heading to Perth, Western Australia, her new homeport.

As with each Salthouse vessel the owners have customised their Salthouse 68 to suit the anticipated long hauls up the rugged Western Australian coastline to the Abrolhos Islands and beyond. She's designed for true blue water cruising with MTU 8V 2000 series engines and 8,200 litres worth of fuel storage. *SummerSalt* is expected to have a cruising range of over 3,000 nm. Other noticeable customisations include the shortened pulpit with the twin anchor arrangement on the bow and the hydraulic 'sports transom'. **nzm**



**More Salthouse Marine news**

Many in the New Zealand marine industry were saddened to hear that Salthouse Marine was put into receivership in February.

The company was established by Bob Salthouse in 1983 and chief executive Julie Salthouse says there were no immediate sales in the pipeline and is "deeply disappointed and saddened by the turn of events".



"What happens next, it is too early to say? The core team of staff are being held together by the owner of the

Salthouse 68 currently in build. I don't doubt for a minute this will be our best Salthouse to date, and by the

**Salthouse Marine news cont.**

overwhelming response of support from our clients and suppliers I would like to think there will be more."

Receiver John Price from HPL Partners says two boats now being built are near completion and another sale may still be confirmed. **nzm**marine

**AutoAnchor reveals new hand-held remote**

Kay Madigan, from AutoAnchor, says the well-established New Zealand business is expanding its range beyond windlass control and chain counting with the introduction of the AA300 series of hand-held remote controls.

"These tough, waterproof controls are designed with typical AutoAnchor detail and quality including a fully moulded plug and socket, rated to IP 67 with a 2m flying lead for better connectivity," says Kay.

Gold plated contacts on the plug and socket reduce corrosion, and the good-looking console unit is comfortable to hold with rubber over-moulding for shock protection and grip. It comes with a stowage cradle. "Available with 2 or 4 outputs these new controls are suitable for windlasses, thrusters, davits, anchor wash and other deck equipment."



The cable length and type (spiral or straight) can be customised (subject to minimum quantities), as can the printing on the keypad. AutoAnchor products are available worldwide. Further information and supplier details can be found on [www.autoanchor.co.nz](http://www.autoanchor.co.nz). **nzm**marine

**Yachting Developments takes out 2010 Marine Trades Challenge**



Nearly 20 teams contested this year's Marine Trades Challenge outside the NZ Marine offices in the Marine Industry building in February.



Featuring teams from many NZ Marine member companies, competitors enjoyed a testing day as they vied for the Harken

Trophy and the chance to compete at the Australian challenge held at the Sydney International Boat Show in July.

The Harken Trophy went to the Yachting Developments team: pictured below (L-R) Anthony Bridge (team manager), Brendon Driskel, Haden Kitson, Juandre Swartz, Paul Burgess from the NSW BIA and Bradley Maskell.

Fitzroy Yachts took second place and Southern Ocean Marine third.



The competing teams came from: Fitzroy Yachts, Southern Spars,

Specialist Marine Interiors, South Pacific Boatbuilders/Bassett Marine Services, Noakes Boats & Shipyards/Van Munster Boats (Australia), Alloy Yachts, Harkin Boatbuilding, Southern Ocean Marine, Cookson Boats, Yachting Developments, Lloyd Stevenson Boatbuilders and Nautical Contracting. In addition three schools - Glenfield College, Tamatea High School and Mercury Bay Area School - also contested this year's Marine Trades Challenge.



Full results are available online:

<http://www.nzmarine.com/Industry+Events/2010+MTC+RESULTS++Trophy+Allocation+and+Placings.html>

NZ Marine congratulates all teams for their huge effort on the day. **nzm**marine

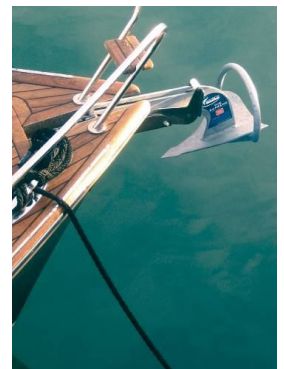
**Manson 'Supreme' anchor wins international test**

The New Zealand-made Manson 'Supreme' anchor won a recent independent test by German sailing magazine Boote.

The largest sailing magazine in Europe, Boote staff conducted their test over a week-long period before announcing the Supreme as the overall winner.

The judges commented that the Supreme won on both holding power and setting speed. The finish of the anchor showed it was also well made.


The Manson Supreme convincingly beat both the Rocna (now made in China) and Sarca (made in Australia) in a test that was both comprehensive



and independent, says managing director Steve Mair.

**Manson anchor test win cont.**

"We are proud to have kept our production in New Zealand. This just goes to show you simply can't beat a New Zealand-made product, and obviously the German boating media agree with us."

The Manson Supreme has now been tested internationally in eight independent trials. It has won three tests and never finished out of the top three. 

**NZ Marine ready for 2010 international shows**



NZ Marine member company marketing personnel that are planning for their companies to be involved with the NZ Marine / New Zealand trade exhibits at either the Monaco Yacht Show or the Fort Lauderdale International Boat Show are asked to make contact with NZ Marine manager Jo Dick urgently.

"We have already finalised plans for METS in November and will have exhibit designs confirmed for both Monaco and Fort Lauderdale by the end of March," says Jo.

Jo says the quick turnaround needed for specific exhibit items going from Fort Lauderdale to METS requires careful planning from all parties. "We're fortunate to have the support and expertise of Richard Thorpe at Oceanbridge to co-ordinate the logistics and freight of display items and marketing material, but as always with this sort of planning, the sooner we can finalise details for all involved, the better.

Jo is also working on the 'walkers' packages' for both shows. "Our walkers' packages are ideal for those companies not exhibiting at the show, but who want to send staff. You receive some of the benefits of those members exhibiting as part of the NZ Marine display including the opportunity to display your product brochures on the NZ Marine stand and to attend the New Zealand networking functions."

More details about the walkers' packages will be available shortly, but, in the meantime, any display bookings should be directed



to Jo promptly (mobile: 021 510 710; office: 09 376 1300; email: [jo@nzmarine.com](mailto:jo@nzmarine.com)) 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.

**This year's key dates:**

**Monaco Yacht Show**

22 to 25 September 2010  
[www.monacoyachtshow.com](http://www.monacoyachtshow.com)

**Fort Lauderdale International Boat Show**

28 October to 1 November 2010  
[www.showmanagement.com](http://www.showmanagement.com)

**METS**

16 to 18 November 2010  
[www.metstrade.com](http://www.metstrade.com)



**37South announces timely new business partnership with Headhunter Inc**

With new IMO MARPOL Rules governing waste-water discharge coming into effect earlier this year, 37South has partnered with the most successful US manufacturer of on-board treatment systems, Headhunter Inc. of Ft Lauderdale.



Several of Headhunter's treatment systems have been shipped to New Zealand for use in current projects being built to Classification Society rules, ensuring compliance with the more stringent regulations.

Headhunter is the dominant US manufacturer of toilet systems, pumps, level monitoring and waste-water treatment systems.

"Many will be familiar with Headhunter's elegant, yet robust engineering," says 37South's Mark Illingworth. "Their trademark working displays at boat shows around the world which demonstrate pantyhose and coins being flushed through the Headhunter Royal Flush toilets without blockages have convinced numerous captains and owners that backed-up and failed toilet systems should be a thing of the past."

Independent and family-owned, Headhunter concentrates on innovation and quality without the dilution of core brand values many marine companies face after acquisition by larger corporates, according to Mark.

To learn more about the Headhunter advantage or how the IMO MEPC 159 (55) rules might apply to your boat, contact 37South (09 302 0178 or [service@37south.co.nz](mailto:service@37south.co.nz))



### C-Tech upgrades to new Auckland premises

C-Tech Ltd is moving to new premises in Rosebank Road, Avondale. After ten years in West Auckland and after significant growth for the carbon technology specialists, a move closer to the city allows for expansion, says director Alex Vallings.

"C-Tech's new premises are purpose-built with 1800m<sup>2</sup> of floor space and offices, allowing for



future expansion. One of the benefits of the new location is the close proximity to Auckland's freight companies, an important factor as 80% of C-Tech's sales are exported."

In addition to supplying carbon fibre CT sail battens to America's Cup, Volvo, Vendee Globe, superyachts and round-the-world racing yachts, C-Tech also manufactures carbon fibre spars and tube for marine and industrial use. "C-Tech manufactures products for many racing classes including OK Dinghies, the most successful international class in New Zealand. The recent 2010 OK Dinghy Worlds were won by New Zealand's Karl Purdie with a C-Tech OK high modulus mast, and over 90% of the fleet raced with C-Tech masts onboard. The last three OK Dinghy Worlds have now been won with C-Tech OK high modulus masts," says Alex.

C-Tech's relocation is complete at the end of March 2010, when full production will recommence.



#### New details

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 P O Box 71131, Rosebank, Auckland 1348  
 Phone: 09 810 8406  
 Fax: 09 810 8409  
[www.sailbattens.com](http://www.sailbattens.com) or [www.c-tech.co.nz](http://www.c-tech.co.nz)

### International agents get together

Integrated Marine Group, a member of the Association of Yacht Support Services (AYSS) comprising the leading agents in 58 countries worldwide, arranged for a regional meeting of their members in Auckland during the Louis Vuitton Regatta and the Auckland International Boat Show earlier in March.



AYSS  
 SUPERYACHT  
 GLOBAL NETWORK

Members from Singapore, Thailand, Malaysia, Tahiti, Australia, Fiji, Noumea and New Zealand met to discuss attracting superyachts to our region.

These agents were also at the Auckland International Boat Show to talk to suppliers

regarding supplying various products to their countries and also took in some of the Louis Vuitton racing.

These agents have a wealth of knowledge about which yachts are coming into the Pacific, so their support in providing recommendations about New Zealand activities, cruising destinations and refit/repair suppliers is invaluable.

### Super High Holding Power confirmed for Rocna

New Zealand company, Hold Fast Anchors Ltd has confirmed their Rocna range of anchors has received Type Approval certification to Super High Holding Power (SHHP).

Type Approval tests, conducted by RINA (Registro Italiano Navale, an internationally-recognised leader in certification and assessment of conformity), are the culmination of a two-year relationship.



"In 'real life' seabed testing, RINA had never seen holding power test results this high," states Hold Fast's sales manager Steve Bambury. "In one case, they literally had to stop exerting load for fear of breaking the test equipment when Rocna was already holding more than ten times that of the benchmark Stockless anchor."

Hold Fast expects to announce the second stage of the certification process – RINA certification of Hold Fast's ISO 9001-accredited Chinese facility – in the very near future. Only 5% of Chinese companies currently meet the stringent quality standards required by RINA.

"Rocna anchors manufactured in China are a leap forward in quality and specification and a step up on our previous manufacturing facilities in New Zealand and Canada...easily exceeding Rocna's exacting standards for quality," asserts Bambury.

"Demand for the Rocna anchor from commercial and superyacht sectors has been growing significantly over the last 12 months," he says. "Our unrivalled performance has already created opportunities for us, and with the SHHP designation, we are now delighted to be in an even better position to meet that demand."

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

### e3 Systems & Electronic Navigation Ltd sign global partnership agreement

Electronic Navigation Ltd (ENL) has signed a partnership agreement with e3 Systems, which operates a wide-ranging marine electronics business in the Mediterranean and Caribbean regions.

"The e3 brand is recognisable throughout the industry; its high profile is synonymous with quality, innovation, and professionalism," says ENL director Gareth Hodson.

**ENL/e3 global agreement cont.**

The agreement signed between Roger Horner, group managing director of E3 Systems and Gareth Hodson sees ENL specify, install, commission, support and supply e3's specialist electronic products and services.

"It also means e3 will provide preferred support in the Med and Caribbean to any yacht built in New Zealand fitted with electronics from ENL. Similarly, any of e3's clients sailing south will benefit from the best of Southern Hemisphere support from ENL.

"Together, e3 Systems and ENL provide advanced marine electronic services including communications, networks and IT, navigation, entertainment and security systems and will ensure all our client's systems are supported from pole to pole."

Founded in 1946, ENL has earned a solid reputation for genuine service, innovation and supply of quality marine electronic products.



**Congratulations to Emirates Team New Zealand**

With NZ Marine events such as the Millennium Cup and the NZ Marine Cup intrinsically linked to the Louis Vuitton Cup and the America's Cup, everyone's been watching the Louis Vuitton Trophy Auckland regatta with great interest.



"Our sincere congratulations to Emirates Team New Zealand on a fine win in home waters," says NZ Marine chairman Mark Wightman.

Emirates Team New Zealand won the final with an emphatic 56 sec win over Mascalzone Latino.



Emirates Team New Zealand's Dean Barker and Grant Dalton receive the Louis Vuitton Trophy from LV CEO Yves Carcelle in Auckland.

**New Zealand Marine Excellence Directory Edition 2010/2011**

Production for the 2010/11 edition of the ever popular and informative New Zealand Marine Excellence Directory is underway with details coming to members soon



This edition will be published in time for the upcoming major international boat shows and available for distributed world wide, it will also be the addition that leads us into the Rugby World Cup 2010.

**Contributions for June newsletter welcome**

Many NZ Marine members are making the most of the opportunity for additional publicity for their products and services by making sure *On Deck* newsletter editor Kate Gordon received their media releases and images, so thank you.

All NZ Marine members are welcome to contribute to this newsletter – remember it is circulated to all members, to our local and international media contacts and other key industry influencers.

The next newsletter will be published in **June 2010** and contributions should be sent to [kate@relishcomm.co.nz](mailto:kate@relishcomm.co.nz) by **Tuesday 1 June** please. 

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