

U-R-G-E-N-T

Do you want to exhibit at the Dubai and China boat shows?

The final close-off for NZ Marine members to advise their interest in exhibiting as part of a joint New Zealand group at either the Dubai International Boat Show or the China International Boat Show is **FRIDAY 23 OCTOBER**.

Dubai International Boat Show

9 to 13 March 2010


www.boatshowdubai.com

China International Boat Show

8 to 11 April 2010

www.boatshowchina.com

Both shows offer potential for business (see Ron Czerniak's comments about these markets in the Maxwell Marine story in this issue). At this stage, it's unlikely NZ Marine will co-ordinate a joint New Zealand display unless more members are interested in attending, says NZ Marine manager Jo Dick.

Please contact Jo urgently via mobile 021 510 710 to discuss these opportunities and, note, Jo is away at FLIBS and METS from 22 October until 22 November. 

New NZ Marine board members

We welcome three new members to the NZ Marine board: **Rodney Martin**, Fitzroy Yachts; **Ned Wood**, Manson Anchors; and **Murray Mulcahy**, Mulcahy Engineering.


Our thanks to each of you for stepping forward to help develop and run our organisation and we hope you find it a positive, productive experience. We also extend our appreciation to **Garry Hassall** from Hall Spars, **Alan Cooper** from ABB and **Tony Hambrook** from Alloy Yachts who have finished their term with the board. Thank you for all your hard work and contribution. 

Superyacht race during New Zealand leg of Louis Vuitton World Series?

The Louis Vuitton Pacific Series has been expanded into the Louis Vuitton World Series with events scheduled in Nice in November this year and then Auckland in March 2010. NZ Marine chairman Mark Wightman is seeking expressions of interest from superyacht owners and captains regarding a one-off race for sailing yachts over 100ft in the Waitemata Harbour.



"If you're thinking about bringing your yacht to New Zealand this summer and will stay for the Louis Vuitton World Series regatta in March, please let us know if you have any interest in participating in a NZ Marine-hosted race and function. We are still formulating our ideas, but it may involve something like a day race to a Hauraki Gulf island and an evening celebration in the Viaduct," says Mark.

Please contact Mark via email, Mark@integratedmarinegroup.com, by 20 November 2009 if a race specifically for superyachts is of interest to you. 



The Louis Vuitton Pacific Series produced intense racing for spectators to enjoy in Auckland early in 2009

Positive signs in Monaco

The Monaco Yacht Show was generally very positive, according to NZ Marine chairman Mark Wightman.



Photo © Pierre Pettavino

"Yes, the numbers of exhibitors and visitors were down a little, but there were also positive indications for sales, particularly in the superyacht sector," says Mark.

The interest in New Zealand was very strong, both for our industry and New Zealand as a destination.

"Others recognise the quality and excellence of our products and services. This recognition is as strong, if not stronger, than it's ever been. There's also a lot of interest in the four new waterfront developments which offer excellent new infrastructure for our marine sector."

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Positive signs in Monaco cont.



Mark says the phenomenal display by the Royal Air Force aerobatic team, the Red Arrows, was followed by the two New Zealand members of the squad visiting 'New Zealand Street'. Flight Lieutenant

Simon Rea and Flight Lieutenant Andrew Keith proved to be very popular visitors before being called back to the UK stand.

"The Kiwi night was packed!" says Mark. "More than ever, we were the envy of other countries as we hosted around 500 people during a hugely worthwhile function."

For leading yacht builder Yachting Developments, the show was moderately positive according to Murray Greenhalgh.



"The quality of the exhibits was ahead of previous years, quantity of visitors was down, but there were signs that the tide of despair had turned with designers reporting good interest which will hopefully flow on through the industry in the future," commented Murray.

On a scale of zero to ten, zero being no confidence, Murray rated the confidence or interest from buyers in their key markets as being a three. nzmmarine

Navico's BR24 wins prestigious innovation award

Navico's revolutionary BR24 Broadband Radar has won the 2009 EDN Innovation Award for 'Best Application of RF Design'. (EDN is a leading industry publication called *Electronics Design, Strategy, News.*)

Five years in development, Navico's BR24 Broadband Radar is the greatest breakthrough in radar technology since 1940. As the world's first recreational marine Frequency Modulated Continuous Wave (FMCW) radome, the BR24 represents the next generation of radar safety, affordability and ease of use.

"The BR24 is the ultimate vessel navigation and collision avoidance accessory and delivers boaters a host of important performance and safety benefits, including superior target definition and target separation in close quarters, such as when navigating unfamiliar areas at night or when passing through busy commercial shipping zones," says Doug Anderson, director of sales and marketing, Navico Asia Pacific.



Accepting the award - Michael Cann, hardware development engineer, Navico Auckland Ltd.

Navico has also launched the Simrad NSE series of multifunction displays suitable for use the helm of an offshore trailer boat, game boat, luxury cruiser or commercial vessel.

The Simrad NSE series of multifunction displays incorporate best-in-class radar, chart-plotter and sonar technology.



"The versatile NSE8 and NSE12 are compatible with the most powerful marine technology available, including BR24 Broadband Radar and BSM-1 Broadband Sounder, and come pre-loaded with Navionics Platinum cartography for seamless chart detail, satellite photos and 3D imaging," adds Doug. nzmmarine

Superyacht business strong for Maxwell Marine

While there's no doubt that the global marine business has slowed significantly over the past 12-18 months, the team at Maxwell Marine is finding that the superyacht sector is showing positive indicators for lifting confidence and forward orders.

"Superyacht business is comparatively strong worldwide," says Ron Czerniak, the company's sales manager for the Indo-Asian region.



"Recently we sold a second set of the largest windlasses we've ever made to a yard in Chile for an 82m megayacht. We've also had increased sales in China and new business from the United Kingdom, while in Taiwan, our clients say the superyacht market has slowed, but not as much as that of smaller craft."

Maxwell Marine, acknowledged as industry-leading manufacturers of anchoring equipment, recently restructured their business to provide a greater focus on superyacht business. "We're one of the few anchoring manufacturers to have done this," says Ron. "Essentially we offer a whole solution for anchoring systems from dedicated design and manufacture to backup and service. We've worked hard on the whole process to offer a seamless experience for the boatyards and owners."

The company now has two core divisions – power and sailing yachts up to 80ft and superyachts 80ft and over.

Ron's own experience in Asia highlights Taiwan, one of the largest builders of superyachts in the world, as an important market for Maxwell Marine. "And China is definitely growing in this sector, with several new superyacht yards appearing in the past few years and with Cheoy Lee as the biggest and oldest superyacht yard in China."

Ron says the company is planning to be an exhibitor at next year's China International Boat Show. "The show organisers appear to have sorted their processes now and I'm

Superyacht business strong for Maxwell Marine cont.

confident that the show will be worthwhile, as it draws in prospective buyers and boat builders from throughout Asia and beyond.

Ron also adds that most major Chinese boat builders use Maxwell equipment, and Nordhavn is a good example of an established US boat builder who have been building their vessels in Taiwan and China for some time. "Nordhavn always specifies Maxwell anchoring systems."

Maxwell Marine exhibited at the Dubai International Boat Show earlier this year. "We had a big presence there. It's definitely becoming an important hub for boat builders and owners and we will be there in force again next year."

At the three latest European shows: Southampton, Cannes and Monaco, there were signs of recovery in the European



superyacht market with Maxwell Marine confirming deals for boats being built in Holland, Italy and the UK.

Maxwell is confidently

looking forward to seeing an increase in sales orders when they exhibit at the upcoming Ft. Lauderdale and METS Shows in coming weeks. 

Highlights for Hall Spars in 2009

Garry Hassall and his team at Hall Spars New Zealand celebrate their two-year anniversary as a Hall company in early December. Highlights include receiving Germanischer Lloyd factory approval for the Auckland facility, launching racing projects into a successful racing season, and more interest than ever in the Oceanful performance furling boom.

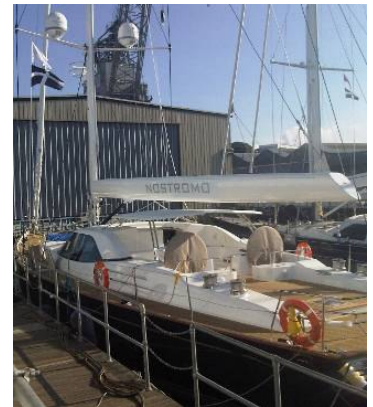
"Germanischer Lloyd approval ensures that the testing of products is in place before and after parts are made," says Garry. "These standards, along with high-quality materials and a dedicated construction team, guarantee that Hall products will be reliable and will perform to the highest standards."

This was a season of success for Hall-rigged projects. "Tonnerre (Ker 46) won the IRC Nationals Class 0 and currently leads the Royal Ocean Racing Club (UK) season championship with two events to go on the 10-race schedule. The *Tonnerre project*, from mast and boom to hull, was built in Auckland."

Another champion is the Hall-rigged Welbourne 53 *Hi Fi*, based in Hong Kong. *Hi Fi* won the 2008-09 Yacht of the Year in the Asian Yachting Grand Prix. And the Marten 49 *Pace* won the trophy for best overall performance at this summer's Giraglia Rolex Regatta held in Italy.


"The superyacht business continues to thrive. Yachts with both Hall NZ-built mast and Hall Oceanful boom include

the Dubois 95 *Nostromo* (pictured) built at the Pendennis Shipyard in the UK, the Briand 95 *Infinity of Cowes* built by CNB in France, and the Jongert 88 *Icarus* built by Jongert in Holland. Closer to home, the Friendship 75 designed by Ted Fontaine Design recently launched at Friendship Yachts NZ and the Dubois 37m built at Yachting Developments also have Hall masts and Oceanful booms.



"Several more booms are on the books," adds Garry. "These include an Oceanful for the Oyster 100 scheduled to launch in early 2010. The Oceanful boom was designed and developed by the NZ team, and is built exclusively in the Hall NZ factory."

The Hall team, including Garry, recently concluded a successful Monaco Yacht Show. The Hall display is a fixture in South Tent of the show and this year featured a full-scale display of the new SCR carbon rigging for superyachts. Customers were impressed with the small diameter of the rigging and the streamlined design of the end fittings.

Next up for Hall is the METS show in Amsterdam, where the SCR has been accepted as an entry in the prestigious Dame Awards. The Hall stand is located in Hall 1, stand number 407. 

New Zealand link-up for Oceanbridge Shipping and Peters & May


Earlier this year turning point was marked for the Projects and Marine Division at Oceanbridge Shipping when they were appointed the exclusive New Zealand agent for Peters & May Ltd, which has its global headquarters in the UK.



Oceanbridge Shipping is the market leader in New Zealand for the shipping of boats and marine cargo since starting a dedicated marine division in 2004 while Peters & May Ltd has been shipping boats, yachts and associated marine peripherals since 1988.



"Oceanbridge Shipping is extremely proud to be involved with a company that ships around 8,000 boats globally on an annual basis and is supported by its experienced staff and extensive worldwide network, all designed to provide a complete and professional service to the marine industry," says Richard Thorpe, projects and marine trade manager.

The invitation to become the exclusive agency came about with the purchase by Peters & May of Complete Freight Ltd in the UK which was the Oceanbridge agent in the UK and Europe. 

Zenji refit highlights IMG and NZ strengths

The recently completed refit project of the 56m SY *Zenji* has showcased the many strengths of Integrated Marine Group and the wider New Zealand marine sector, says IMG's managing director Mark Wightman.



"This is the largest refit done in New Zealand in the past year, so the number of skilled trades-people that have been involved has been very significant to our industry," says Mark.

IMG was formed in 2003 with a group of three well-known engineering companies, each with plenty of experience in large yacht projects. It has progressively gathered a very experienced team to be able to undertake projects of the magnitude of *Zenji*. With the group's 80 people plus 200 contractors during the project, it took all the available manpower to complete the vast array of tasks requested by the *Zenji* team in the five-month-long refit.

With a core goal of maintaining the yacht's ABS survey schedules, the project also included:

- Docking period;
- Extensive engineering plant and systems works;
- An extensive painting programme, inside and out;
- Modifying and re-varnishing the interiors;
- Relaying and refinishing the teak decks;
- Refurbishing deck systems and equipment;
- Fitting new electronics and a sat-com system;
- A state-of-the-art multimedia entertainment system, including a 103" flat screen TV;
- Rig overhaul by Southern Spars Rigpro;
- New sails from Doyle Sails;
- Fastmount fasteners fitted to the deckhead panels.



Mark says he is extremely proud of the way IMG's refit and yacht support teams worked so efficiently together to coordinate all facets of the project, plus provide support while the yacht is operational; this certainly was noted by *Zenji*'s team.

"IMG has done many of the large yacht refits conducted in New Zealand since it's formation in 2004," says Mark. "This is a reflection of the high level of skill and expertise delivered by the team we have developed, and we're naturally proud and delighted to consistently hear the very positive comments from those who have utilised IMG for their yacht's major refit projects."



Other recent projects undertaken by IMG include MV *Karima*, MV *Tigre Dor* and MV *Yaakun*.

The IMG team also includes a yacht support team which looked after *Zenji*'s owners, guests and crew of prior to their arrival into Auckland and during the Louis Vuitton Pacific Series in January. More recently the IMG team has helped look after the crew while the boat was out of the water and then prepare for their departure.



"The yacht support team takes a holistic approach to ensuring that all aspects of the vessel's operational requirements are taken care of - from parts to provisioning, crew welfare to customs, immigration and biosecurity advice," says Mark. "This makes IMG a genuine one stop shop for large yachts venturing in the Pacific region." nzmarine

Tallon Systems creates link to Scotty accessories

Tallon Systems has created the new Tallon Scotty mount which is fully compatible with Scotty's vast range of fishing and boating accessories.



The new Tallon Scotty mount was launched at September's Kanumesse, the international canoe trade show in Nuremberg, and also appeared at October's International Boat Builders' Exhibition & Conference in Miami.

Founded in 2006 by Peter Marshall in Wanaka, Tallon began designing and manufacturing a unique end-to-end accessory system for boats, kayaks, RVs and other recreational vehicles. The aim was to remove the need for

fixed, single-use fittings where space and clean lines are a priority, while allowing individuals access to a full range of accessories for their vessels and vehicles.

"The new mount allows for Scotty's comprehensive range of equipment - such as rod holders, lake-trollers and kayak stabilisers - to be fitted directly onto any Tallon receiver, a unique, flush-mounted receptacle that allows accessories to be simply plugged in and out," says general manager Duncan Good.



"Once combined, our unique accessory platforms and mounting systems - the Tallon™ System and Scotty™ - provide unlimited options for the ever-increasing accessory needs of kayakers and owners of boats of all sizes. We have worked with Scotty for over a year to enter the kayak market." nzmarine

Revolutionary new concept in marine teak

Adrian Brothers, of Nautical Contracting Ltd, has secured the agency for a brand new marine teak product developed in Italy. NCL will be market the new product in New Zealand, Australia and the USA under the brand name **Superfineteak**.

Adrian explains: "We will continue to supply the very best traditional Burmese teak to clients as required, but the new product is a viable alternative that offers several advantages. Developed in response to customer demands for teak from a reliable source, with consistent colour, straight grain and long lengths, product tests have also revealed that Superfineteak has properties for hardness, resistance and elasticity that outperform conventional teak. And, as a result of its unique production method, Superfineteak makes more efficient use of each teak tree than its solid teak counterpart, ranking it more environmentally friendly. "



Developed by Italian teak specialists Ciemme, based in Milan, Superfineteak uses strips of teak in a variety of thicknesses from 1.5 to 2.5mm. They are selected for their

colour and quality, and then assembled in layers. Fused together, using the latest Akzo Nobel adhesive technology, this system creates a Superfineteak plan or cover-board to any width required.

This Italian innovation has been patented and uses only timber that has been certified by the Forest Stewardship Council. Further details can be found at www.superfineteak.com.

"Nautical Contracting specialises in the provision of a global teak decking and nautical labour service. Our most recent projects include *SY Salperton IV* for Fitzroy Yachts in New Plymouth and *MY Unbridled* built by Trinity Yachts in Mississippi," concludes Adrian. nzmarine

C-Tech's new CT SnuffAir



New from C-Tech is their inflatable spinnaker retrieval system 'CT SnuffAir', which has been tested at recent superyacht regattas with great success. Currently suitable for yachts over 50ft the CT SnuffAir is an inflatable spinnaker hoop which replaces the rigid hoop currently used to control the spinnaker during hoists and drops.

CT SnuffAir provides improvements in spinnaker handling capability and performance, says Alex Vallings, director of C-Tech.

"With a specially-designed inflatable bladder, chafe-guard and custom control-line pocket for the spinnaker sock, the CT SnuffAir can be supplied as a complete system (inflatable hoop and spinnaker sock) or conveniently retro-fitted to an existing sock."

The CT SnuffAir has many advantages over rigid alternatives:

- can be deflated quickly and dropped down the fore hatch
- no restrictions on hatch size
- significant space saving below deck when deflated and packed away
- safe to operate, as release valve prevents over inflation
- compatible with existing on-board inflation systems
- improved crew safety, as no hard edges swinging above deck
- prevents damage to deck gear, spinnaker, mast, rigging, paintwork, and equipment aloft
- spectra chafe guard provides a slippery surface for hoisting and dropping
- light and easy to use



CT SnuffAir has been accepted for the DAME Award at METS 2009. The SnuffAir website (www.snuffair.com) is launching soon. For further information e-mail us at info@snuffair.com. nzmarine

Fitzroy Yachts' Inmocean finalist in design awards

Rodney Martin, managing director of Fitzroy Yachts, is delighted that superyacht *Inmocean* is a finalist in the 2009 International Superyacht Society (ISS) design awards.



The annual ISS awards honour the best designed and built yachts of 24 metres or greater. *Inmocean* is a finalist in the category for best sailing yacht 40 metres and over. She was designed by Dubois Naval Architects with interior design by Adam Lay Studios.

Martin says, "*Inmocean* is a classic cruising yacht. We're very proud of her and that we continue to be recognised for design excellence. It's a credit to Dubois, Adam Lay Studio and our entire Fitzroy team in New Plymouth."

The 2009 ISS design award winners are announced at a gala dinner during the Fort Lauderdale International Boat Show in late October.

Alloy Yachts wins Showboat award; also ISS finalists

Just announced! **SY Mondango** wins the Showboat Award for best sailing yacht over 45m!

Two yachts from Auckland's Alloy Yachts are also finalists in this year's ISS design awards.

SY *Mondango* is a finalist in the category for best sailing yacht 36 metres and over, while MY *Allogante* was selected as a finalist from 27 nominees in the best power yacht between 23 and 32 metres. Both vessels were designed by Ed Dubois and the Dubois Naval Architects team.



Success for Yachting Developments

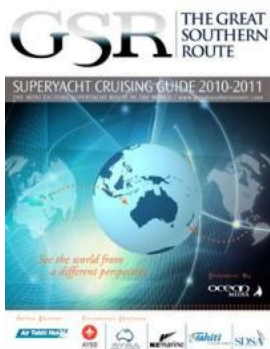
SY *Bristolian*, built by Yachting Developments and designed by Philippe Briand, has also won the best yacht interior category of the Showboat Awards being held in Ft Lauderdale this month.



Bristolian is also a finalist in the International Superyacht Awards Best Sail 24 to 40m category.

Ver. 2 of Great Southern Route well-received

The second edition of Ocean Media's *Great Southern Route* was well-received at the Monaco Yacht Show, according to NZ Marine chairman Mark Wightman.



The comprehensive superyacht cruising guide has been extensively updated for this 2010-2011 edition and copies are being distributed widely to yacht owners and captains via personal contact and the major boat shows around the world. NZ Marine is a foundation partner and the current issue has 31 pages dedicated to New Zealand as a superyacht destination.

The publication can be ordered in hard copy form or viewed online via <http://www.greatsouthernroute.com/>

Constitution changes

The following changes to the NZ Marine constitution were voted in at the AGM in August 2009.

1. Alteration to Rule 9.1 - Notices

The present rules require postage of notices to members of Marex by ordinary post. The majority of correspondence with members is now conducted by email. It is proposed Rule 9.1 now read:

"9.1 Every notice required to be given to members under these rules shall be deemed to have been delivered if:

- (a) posted in a pre-paid letter addressed to the member at the last known address and/or
- (b) sent by fax to their last known facsimile number, and/or
- (c) sent by email to their last known email address.

This applies to Rule 26.1 and Rule 30.1 and any other notice provided to members."

2. Alteration to Rule 16

According to Rule 16.1, it is required that each elected member of the Executive will stand for a four year term which will be implemented in a way that shall mean that two of the eight members are to stand down each year. The purpose of the amendment is to alter that requirement and allow the Board to have more flexibility so as to attract members to the Executive, and that there be no fixed term to membership of the Executive. The Executive is elected or appointed each year. Executive members who wish to remain on be asked if they wish to continue, and if so the AGM confirms their on going appointment. If there are more than 8 persons wishing to be on the executive, then a vote is required.

It is therefore proposed that Rule 16 now read:

"The Executive of Marex shall consist of eight (8) persons. The Executive will normally be elected at the Annual General Meeting. The Executive shall also have the power to conduct the election by postal ballot, and they shall appoint out of their number a Chairperson and Vice Chairperson for the ensuing year. Any Executive member being a representative of a member under sub-clause 14.1 shall on ceasing to be such representative cease to be a member of the Executive. Unless otherwise specified in these rules each Executive member shall be elected or appointed for a term of 12 months, at the Association's Annual General Meeting."

3. Proposed change to Rule 25

The present rules require the Annual General Meeting to be held no later than 31 August each year. This date is considered too close to the conclusion of the financial year and the receipt of the audited accounts. It is proposed that the date be moved forward to the 30 September. It is proposed Rule 25.1 now read:

"25.1 – The Annual General Meeting of Marex shall be no later than the 30 September in each year upon a date and at a time and place to be fixed by the Executive for the following purposes:

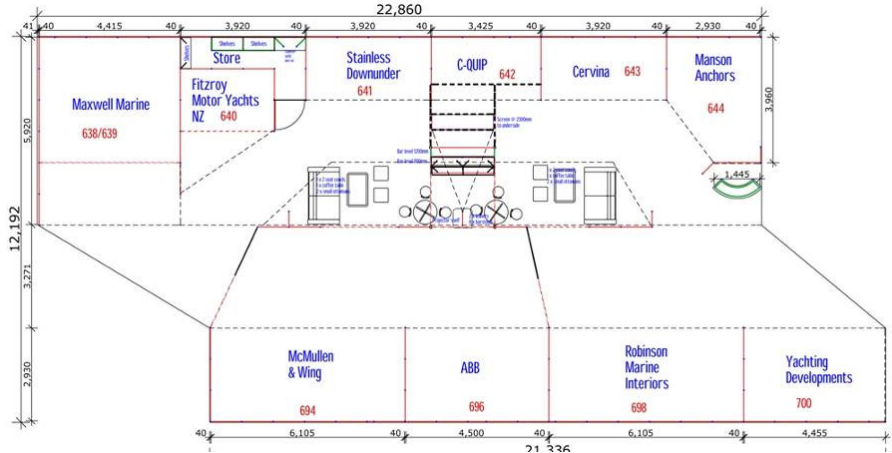
- (a) To receive from the Executive a report and audited balance sheet and statement of accounts for the preceding year;
- (b) To elect the Executive for the ensuing year;
- (c) To consider and conduct such other business as may properly be brought forward."

Update: Fort Lauderdale International Boat Show

NZ Marine manager Jo Dick confirms plans for the Ft Lauderdale show starting on 29 October are all in place. The New Zealand group will be in the Yacht Builders Tent, sites Y&B 638 to 644 and Y&B 694 to 700. The invitation-only New Zealand dinner on the Friday night is again expected to be a great success in helping exhibitors build and enhance relationships with key clients, agents, media and suppliers.



NZ Marine member	Site no
Maxwell Marine	638 & 639
NZ Marine	638 & 644
Fitzroy Motor Yachts New Zealand	640
Stainless Steel DownUnder	641
C-Quip	642
Cervina	643
Manson Anchors	644
McMullen & Wing	694
ABB	696
Robinson Marine Interiors	698
Yachting Developments	700
Also - Alloy Yachts	Y&B 602

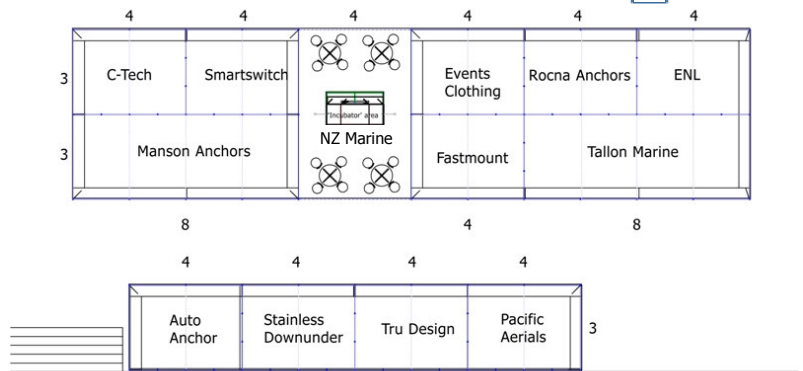


Update: METS

Plans for November's Marine Equipment Trade Show in Amsterdam are also well in hand. Twelve NZ Marine members are linked with New Zealand in Hall 2, with five others also exhibiting. The New Zealand drinks party will be held on Wednesday 18 November and looks set to offer further networking opportunities for all NZ Marine member companies involved. This will be held on the NZ Marine stand.



Company	Stand Number
Auto Anchor	02.138
C-Tech	02.232
ENL	02.224
Events Clothing	02.228
Fastmount	02.226
Manson Anchors	02.133
NZ Marine	02.127
Pacific Aerials	02.132
Rocna Anchors	02.125
Smartswitch	02.230
Stainless Steel DownUnder	02.136
Tallon Marine	02.121
Tru-Design	02.134



NZ Marine member companies elsewhere:

Superyacht pavilion - Hall 10

Company	Stand Number
Integrated Marine Group	10.710
C-Quip International	10.404

Hall 1

Company	Stand Number
Southern Spars	01.108
Hall Spars	01.407
Maxwell Marine	01.137
Hi Modulus	01.305

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 December. 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 December issue will be Tuesday, 1 December. 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.