

Chairman's comments

Through the so-called recessionary times, NZ Marine Export Group members have continued to ensure New Zealand casts a strong shadow in many areas of marine activities as noted in this latest edition of *On Deck*.

Our companies are regularly making significant impact offshore. They continue to innovate in many areas of the international marine spectrum, more than most realise. The one factor common to all these companies is the strong "Kiwi factor"; this something unique and has been very defining over the tougher times of the last 18 months.

NZ Marine is currently compiling the latest edition of our NZ Marine Excellence Directory. This publication is the most comprehensive source available of New Zealand marine company, services and yacht destination information and looks set to be our best to date. We look forward to presenting the first copies at this year's Monaco Yacht Show.

Looking ahead, we have some fantastic opportunities for visitors and industry professionals to head down-under and experience some of that 'Kiwi factor' themselves. In 2011 we have the Rugby World Cup and, in early 2012, the Volvo Ocean Race stopover. NZ Marine is planning several special marine events that will coincide with these high profile sporting occasions being run in the new Events Centre currently under construction on the water's edge in downtown Auckland.



Mark Wightman

Chairman, NZ Marine Export Group Inc.

NZ Marine's new postal details

NZ Marine now has a new postal address. Please ensure your records are updated as follows:

NZ Marine
P O Box 46029
Herne Bay
Auckland 1147

NZ Marine AGM

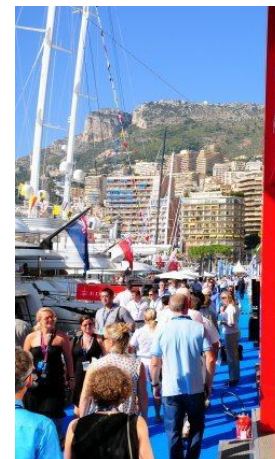
Please note the AGM is confirmed for 6pm, 15 September 2010 in the Marine Industry Association offices, Westhaven, Auckland.

Members get ready for international shows

Monaco Yacht Show

<http://www.monacoyachtshow.com/>
22-25 September 2010 – Port Hercules,
Principality of Monaco

NZ Marine manager Jo Dick reports that members working together in the New Zealand 'street' have been advised of their exhibition space details, where the Kiwis will be among 500 companies exhibiting at this year's sold-out show. The yacht displays are still being finalised, but Fitzroy Yachts' *Salperton IV* is confirmed among the 100-strong line-up of exceptional yachts.



NZ Marine co-ordinated exhibition space	Stand No.
Yachting Developments	QJ 2
Southern Spars	QJ 3
McMullen & Wing/Aquos Yachts	QJ 4
C-Quip	QJ 5
Events Clothing	QJ 6
Magnus Marine	QJ 9
Manson Anchors	QJ 10
McMullen & Wing/Aquos Yachts	QJ 11
Vaudrey Miller Tenders	QJ 12
Yacht Lifeline	QJ 13

Alloy Yachts, Maxwell Marine, SP-High Modulus and Fitzroy Yachts will also be exhibiting in Monaco with their own independent displays.

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International shows cont.

Fort Lauderdale International Boat Show

<http://www.showmanagement.com>

28 October to 1 November 2010, Fort Lauderdale, Florida, USA

Featuring three billion dollars worth of boats, yachts, super-yachts, electronics, engines and thousands of boating accessories, the 51st FLIBS will again feature a Kiwi contingent (as noted below), with Alloy Yachts in their own exhibition space. Organisers say the show encompasses more than three million square feet of space, both on land and in water, and is all connected by the show's transportation network of water taxis, riverboats and bus shuttles.

NZ Marine co-ordinated exhibition space

- Maxwell Marine
- Fitzroy Motor Yachts
- Stainless DownUnder
- Manson Anchors
- McMullen & Wing
- ABB
- NZ Marine Export Group



<http://www.metstrade.com/home.asp>

By mid-June, 938 companies were registered to exhibit at METS, the world's largest marine equipment trade show, in November this year.

Among these are 14 companies working together in the NZ Marine co-ordinated display with at least two – C-Quip and Yacht Lifeline – registered for the accompanying Superyacht Pavilion in the Amsterdam RAI Convention Centre. The Superyacht Pavilion also features the Refit Boulevard for the second year – last year Integrated Marine Group exhibited in this space.



NZ Marine co-ordinated exhibition space

- | | |
|---------------------|--------|
| C-Tech | 02.232 |
| Smartswitch | 02.230 |
| Events Clothing | 02.228 |
| Fastmount | 02.226 |
| Manson Anchors | 02.224 |
| Fusion | 02.133 |
| NZ Marine | 02.127 |
| Rocna Anchors | 02.125 |
| Tallon Marine | 02.121 |
| Vesper Marine | 02.130 |
| Pacific Aerials | 02.132 |
| Tru Design Plastics | 02.134 |
| Stainless Downunder | 02.136 |
| Auto Anchor | 02.138 |

Alloy Yachts launches SY Imagine

Alloy Yachts launched the 44.2 m sailing yacht *Imagine* on 15 June from their facilities in Henderson, Auckland, New Zealand.

Having built the first Dubois-designed *Imagine* back in 1993, the AY/Dubois team came together again to work with the owner to create a high performance superyacht with the technical sailing attributes of a much smaller racing yacht.



The owner sought to recapture the essence of the original *Imagine* with low, sleek lines and a large cockpit, all elements that were enhanced by the technology advancements Alloy has made since the first *Imagine* was launched.



The new *Imagine* will outperform her peers on the water while giving her owner new levels of comfort and entertainment when living onboard.

Imagine was floated by barge to Auckland's Viaduct Harbour where, within 24 hours of launching, her Southern Spars-built 53.86 m carbon fibre mast was stepped. On-the-water commissioning is currently underway.

European client signs Fitzroy Yachts

Fitzroy Yachts' expertise has attracted a key European client for a major new build of a 50 m fly-bridge sloop. Work starts this month on Project G50 and the sloop will be ready for delivery in 2012.

The G50's European owner approached Fitzroy directly to build his latest sailing yacht, which is especially pleasing," says the company's MD Rodney Martin (pictured).



"We compete with yacht builders located close to the customer, so credit to our New Zealand team that we're known for being good to deal with and securing this deal when new builds are scarce."

Fitzroy commissioned Dubois Naval Architects to design the G50. Interior design and styling will be completed by the owner. Fitzroy has collaborated with Dubois on several projects including the international award-nominated 45 m *Salperton IV*, and the soon-to-be-launched 50 m *Zefira*.

Fitzroy news cont.

"The G50 will be another step as we add even more innovative features and make our client's dream sailing yacht a reality."

Fitzroy's talents will be showcased at all major superyacht regattas, as well as Monaco this year. The company has also sponsored June's Loro Piana Superyacht Regatta in Sardinia. A fleet of 28 superyachts included three Fitzroy-built vessels: *Moonbird*, *Ganesha* and *Salperton IV*.

YD builds new 7 m training yachts for RNZYS



Ten 7 m youth training keel yachts have been finished by Yachting Developments for the Royal New Zealand Yacht Squadron.

From the drawing board of internationally-recognised designer Greg Elliott, the vessels are constructed using high strength, lightweight Eglass multiaxial foam sandwich technology, incorporating carbon fibre where required. Most of the project – from lofting, mould tool manufacture and construction through to delivery – was undertaken by a team of apprentices.

"This was a tremendous opportunity for our apprentices to excel and they did. We are very proud of our team's achievement and the finished yachts speak for themselves," said managing director Ian Cook.



The Elliott 7m class is expected to gain popularity, so high volume production tooling has also been manufactured to cope with anticipated demand.

Motoryacht AY43 underway

Soon after SY *Kokomo* was launched from Alloy Yachts' bay six, the space was back in use as the team started construction on a 47 m fly-bridge motoryacht.

The award-winning team of Alloy Yachts, Dubois Naval Architects and Donald Starkey Design is working together again to build the spacious motor yacht. The same team created *Allogante*, now known as *Loretta Anne*, which won the 2009 ISS Award for the best 24-40 m motoryacht.



"This is the third Alloy Yachts-built motoryacht our client has owned and we will again enjoy working with the owner to create a beautiful vessel which exceeds expectations," says managing director, Tony Hambrook.

AY43 is scheduled to be delivered in early 2012. The 47m yacht has four staterooms, an owners' suite, spa pool and gymnasium. Specifications can be found on: <http://www.alloyyachts.co.nz/our+fleet/AY43.html>

Stainless DownUnder introduces Kiwi Closures

A premium line of aluminium weather-tight and watertight hinged and sliding doors, locker doors, hatches and powered vertical sliding windows has been launched by Stainless DownUnder under the Kiwi Closures brand.



Kiwi Closures doors are machined from solid 5083 billet to any size or style, and can be produced with standard or concealed hinges, or with manual or powered pantograph options. The company also offers custom flat or curved polished stainless steel, automated and manual sliding doors, as well as large bi-fold or tri-fold weather tight door systems.

Displays at the 2010 FLIBs and METS shows allow owners, designers, project managers and boatyards to see Stainless DownUnder's quality products which includes portlights, flush hatches and stainless hardware.

Revolutionary titanium-coated, vapour-disposition stainless bollards and portlight samples are being introduced at this year's shows. Current projects include doors, hatches and windows for yachts of 120, 110, 85, and 77 m in addition to several yachts under 50 m. Queries can be directed to andrew@stainlessdownunder.co.nz or +64 7 549-2777.

C-Quip's new 'tender fenders'

Extensive discussions with superyacht captains and crew played a vital role in C-Quip International's new range of carbon fibre 'tender fender' products. Designed for superyachts with large tenders between 3 and 10 tonnes in weight, the tender fenders are mounted on the yacht's swim platform to avoid damage to both vessels and making it safer and easier for guests to board either the tender or the yacht at sea.



The tender fender framework is lightweight carbon fibre, saving up to 25 kg over aluminium or stainless steel construction. The fender bolster is made from closed-cell foam. Customised to suit each yacht's hull profile, wheels and handles on the tender fenders allow easy positioning.

C-Quip's managing director, Paul Hackett, comments: "We have had overwhelming enquiries for this type of product. The basic challenge is to design a product both strong enough to handle the load, yet be light enough to be easily carried and stowed by crew. However the reality is that fending a rolling tender from a pitching yacht is a far more complex problem. Input from captains and crew has been invaluable."



The first order for seven tender fenders was designed and built for a recently completed 85 m motor-yacht based in Europe, and

delivered in May. The new products complement C-Quip's extensive range of boarding and tender handling equipment.

New rope/chain windlasses from Maxwell

Maxwell Marine has launched four new rope/chain windlasses.

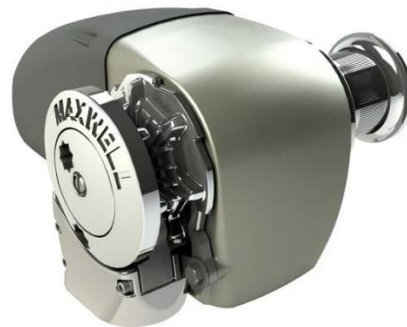
The all new compact HRC6 (pictured, right) and HRC8 are Maxwell's horizontal versions of their latest and innovative new vertical RC6 and RC8 automatic rope/chain windlasses. These sleek units incorporate



Maxwell's automatic free-fall technology. Trouble-free rode transition is guaranteed by means of an innovative, proven and patented pressure arm system, within a safe, enclosed design.

The Maxwell HWC1500 horizontal chain-only windlass has been an industry icon for years. Now, responding to demand for a similar-sized horizontal windlass that will handle rope/chain rodes as well as chain-only rodes, Maxwell releases the completely new compact HRC10-8 and HRC10-10 (pictured above right) fully automatic rope/chain windlasses. The new HRC10s are packed with highly original as well as proven features, including Maxwell's patented rode management technology.

Maxwell has also introduced a revolutionary new chainwheel into the HRC Series and RC Series windlasses for 2010. Visit www.maxwellmarine.com to read about the clever 'Wave Design'™ patented chainwheel which not only holds the rope more securely, but also is kinder on the rope, resulting in increased longevity of your anchor rode.



The aesthetically-pleasing above deck design, evolved from the philosophy of form follows function, encapsulates the motor and drive in a two-part watertight case, saving space below deck. This two-part case consists of a die-cast, marine-

grade hard anodised alloy front section and a rugged and easily removable composite motor cover aft section, thus allowing quick and easy, on-deck, routine maintenance.

Combine all of the above with a highly attractive and competitive price and you will understand why Maxwell continues to lead the world in anchoring solutions.

Hall Spars celebrates its 30th anniversary

The first factory opened on 9 June 1980 with just five employees and now the company has grown to have factories in New Zealand, the US and Holland with a sales and service office in Italy. The Auckland factory is the newest member of the Hall team, now in its third year of seamless carbon spar production.

All Hall Oceanfurl booms are constructed in New Zealand.

Recent boom projects include the 13 m Oceanfurl for an Oyster 100 for a Turkish yacht builder, and the Friendship 75 *Isabel* (pictured above; photo by Ivor Wilkins), built in New Zealand with a complete



carbon spar package from Hall, had a successful sea trial in Auckland.

Another exciting project was the JP54. This is a fast cruising yacht inspired by the designs of the IMOCA 60 racing class. Veteran singlehanded sailor Jean-Pierre Dick is behind this new venture, designed for fast, shorthanded offshore cruising. Lightweight and powerful, the JP54 is equipped with a seamless high modulus carbon spar from Hall. The mast is deck-stepped and measures 22.3 m. Hall engineer Mike Elley, who worked on the design, notes that "with a righting moment roughly twice that of a TP52, the JP54 will be very fast on a reach. And, like all canting keel boats, it should plane much of time."

Hall's SCR product is also doing well with the first international racing yacht with a Hall SCR Airfoil, the Mills 68 *Alegre* (pictured right) taking victory in its first two regattas: Hublot Palma Vela and Rolex Capri Sailing Week. Hall's SCR Airfoil is a new product for 2010. Like the original round SCR, SCR Airfoil is a solid carbon rod made with the same carbon and thermoset resins as the Hall seamless spars, only it takes a streamlined, airfoil shape. Hall's SCR Airfoil offers significantly lower windage – up to 50% less than other composite products – and offers an extremely long life expectancy.



WASSP Multibeam boards Chinese dredger

Electronic Navigation's (ENL) first exports to China have been completed after signing a major deal with a Fortune 500 Chinese state engineering company to use ENL's innovative seafloor profiling equipment.

The Kiwi innovation, called the WASSP Multibeam, is making waves internationally for its remarkable ability to map the seafloor and water column for surveyors, marine professionals and commercial fishermen.

ENL MD Neil Anderson says this is the first time the WASSP Multibeam has been fitted to this type of dredging vessel. Owned by China Communication Construction, it's a 120 m, 14,000 t suction hopper dredger built in January 2010 and operating on the Yangtze River delta in the Shanghai Harbour.



"Our technology is being used to track the sea floor in dirty silt-laden water for dredging operations on the Yangtze River delta. So not only is this our first sale into China, it is also the first time the product has been successfully used for dredging purposes."

Anderson says the market for surveying, dredging and marine construction in China holds great potential for increased WASSP sales. "This is the first of more than 15 orders into China this year and follows a number of trips by our staff providing technology presentations and trial programmes to major Chinese corporations."

China Communication Construction was included in the "Global 500" by Fortune Magazine in July 2008. It has been involved in the design and construction of a significant number of large and medium-sized ports and navigation channels along China's coast and inland rivers, as well as infrastructure construction projects such as major first-class expressways, mega bridges and tunnels in China.

Anderson says the WASSP provides real-time profiling of the dredging location at a wide 120-degree swath from port to starboard, accurately profiling the seafloor and water column. The swath is comprised of 112 dynamic beams, which are stabilised with the addition of a motion sensor. The WASSP's Multibeam sonar is superior to conventional single beam sounders and can operate in turbid water caused by dredging activity, provide real-time 3D images of dredge scars and provides seafloor hardness identification.

Fusion's super-compact marine stereo

Fusion's latest addition to its True Marine line-up is the MS-RA200 super-compact marine stereo which delivers powerful, clear sound with simple controls. The new unit won the most innovative international product award at the 2010 New Zealand Boat Show.



With the ever-increasing battle for space on modern vessel dashboards, the RA-200 is the ideal solution, being only 157mm wide and just 93 mm deep. The latest six-layer printed circuit

board topography is combined with new ultra small SMT chip componentry. The unit connects to an iPhone, iPod, USB stick or powered hard-drive, via the world's first iPod / USB waterproof dock. Video playback from iPod or iPhone is also possible utilising the waterproof dock. The iPod menu, including Fusion Alpha Search Technology (FAST), is replicated on the stereo display for speedy, seamless operation.

The RA-200's receiver tunes AM/FM and marine VHF broadcasts, for stereo entertainment or VHF chatter and weather updates. www.fusionelectronics.com

New cable remote from AutoAnchor

AutoAnchor has another new product in its range and it's much more than just a chain counter. The just released AA730 cable remote with chain counter follows the handheld remote controls released in February this year.

The tough, waterproof controls have four metres of spiral cable linked to a six-output base station to allow the operation of the windlass, plus a bow and stern thruster and any other equipment on the boat that requires switching such as a transom door, a swim platform or a davit.

As with all AutoAnchor products, chain counting is accurate whether you are using combination rope and chain or all-chain through the windlass.

Designed with typical AutoAnchor detail and quality, the console comes with a fully moulded plug and socket.

The deck plug connects direct the entire system is waterproof contacts on the plug and sock corrosion. The console unit look hold with rubber overmoulding grip and it comes with a stowage bracket.



AutoAnchor products are available worldwide from the windlass manufacturers Maxwell, Muir and Lewmar and from AutoAnchor distributors. For further information and suppliers see www.autoanchor.co.nz

Vaudrey Miller builds Philippe Starck-designed tenders



MY A is certainly one of the most striking superyachts ever designed. Her designer, Philippe Starck, also created some of the most stylish tenders to complement the superyacht to ferry her guests ashore.

The two tenders were built by Vaudrey Miller and are regarded as two solid examples of cutting edge design and

engineering. The two custom-designed 11 m tenders were overseen by naval architect Patrick Banfield who, alongside Starck and Vaudrey Miller, has created something of an exceptionally high standard for the owner.


The 11 m Limousine Tender is a stunning personalised transport vehicle built to shuttle A's guests and owner from superyacht to shore. Beautifully varnished teak and holly decks give the tender a certain artistry as well as a broad, non-slip surface. The sophisticated interior can match many mainline superyachts, with 1.9 m of headroom, entertainment systems, air-conditioning and refrigeration. The state-of-the-art tender has remotely-activated, hydraulically-powered hatches, and retractable navigation systems.

An 11m open-top service tender, the Open Tender, houses a circular guest compartment at the centre in order to cruise around the superyacht and access other amenities positioned in the bow and sides.

On Deck cuts through & don't forget contributions for October's newsletter

The *On Deck* newsletter is reaching key media and industry influencers with several media requests for additional images directed to newsletter editor (and NZ Marine Cup media manager) Kate Gordon following the distribution of our March newsletter.

All NZ Marine members are welcome to contribute to this newsletter. Its circulation list includes all members, local and international media contacts and other key industry influencers.

The next newsletter will be published in **October 2010** and contributions of between 200 to 300 words plus 1-2 clearly-focused, relevant images should be sent to kate@relishcomm.co.nz by Friday 1 October please. 

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