

SOUTH PACIFIC

SUPERYACHTING



JULY 2017



The South Pacific offers something of tangible value to charter yachts – an exciting, relatively untouched and very desirable location to add to their marketing mix. Here we profile developments in the South Pacific superyacht industry helping yachts achieve their cruising goals.



New Zealand wins America's Cup - catalyst for South Pacific Superyachting



America's Cup win and superyacht support for Team New Zealand in Bermuda

"The America's Cup win will be a big benefit to New Zealand boating industry and the wider South Pacific region. During the 2000 defence Auckland hosted 95 superyachts and we would expect this number to exceed 120 for the next event. As many of these vessels will arrive via Tahiti, Fiji or Australia there will be economic gain for each country. During the lead up we also expect to see more superyachts and charter companies focusing on the South Pacific as a cruising destination," says Peter Busfield, executive director of NZ Marine.

Emirates Team NZ dominated the final stage of the 35th America's Cup, winning eight races to Oracle Team USA's one race win, giving the New Zealanders a final winning score line of 7-1. The NZ marine industry built both finalists' vessels - Oracle Team USA by Core Builders and ETNZ by Southern Spars.

Key suppliers to both teams have shown once again the capability of the New Zealand marine industry which is the Country's largest manufacturing sector outside of the primary producers.

Pacific partnership Fiji-NZ Marine Trade Day - 28 July 2017



Fiji - NZ Day including a range of cruising seminars

The second Fiji-NZ Marine Trade Day will be staged at Port Denarau Marina and Denarau Yacht Club on Friday 28 July. Leading NZ marine companies will meet with Fijian industry representatives, plus superyacht captains and owners of international cruising yachts, for this Fiji-NZ collaboration.

Companies present will display the diverse range of refit services and maintenance capabilities in New Zealand, together with destinations and marinas. Vessel owners and local marine representatives engaged one-on-one, discussing options and facilities including marine products, support equipment and vessel agency services.

The event will further promote collaboration between businesses in Fiji and in New Zealand. Also in conjunction with the Island Cruising Association, there will be a range of seminars covering passage planning between Fiji and New Zealand, destinations in New Zealand, weather patterns, Customs clearance and biosecurity requirements.

Through the Superyachting South Pacific Accord we are working with Australia, Fiji and Tahiti to set new goals and formulate promotional plans to further increase visits to the South Pacific by superyachts and cruising yachts (10-24m).

Innovative Sea Rescue Sled launched

NZ Marine member Lloyd Valentine believes his Sea Rescue Sled will increase the odds of successful MOB retrievals and help save lives.

Lifting a fatigued person from the water is one of the most challenging aspects of sea rescues, particularly if the vessel is short-handed. He had been toying with the idea of a winchable rescue sled for years but decided to get serious in 2013, after a yachtsman friend was swept overboard and could not be retrieved. Often it doesn't take long for hypothermia to set in, so people then can't do much to help themselves," he says.

The self-inflating Sea Rescue Sled has no transom, so an injured or fatigued MOB can simply float on and be pulled to the lee side of the vessel. Onboard crew can then lift the sled horizontally, using a winch or 4:1 block and tackle pulley system from the main halyard. As the sled rises, it supports the MOB securely to prevent falls.

The sled can also be lifted vertically, enabling an able-bodied MOB to climb back on board using its in-built ladder. Although designed with yachts in mind, the Sea Rescue Sled could also be adapted for use on large ships.

www.searescuesled.com



Crew can lift the Sea Rescue Sled horizontally or vertically - Image Naked Eye Digital



Fijian boat builders training in New Zealand

With assistance from government funding, NZMAC ITO and Skills International Limited have given four Fijian apprentice boat builders an incredible opportunity to further their training with an off-job training course and short tour of some New Zealand marine companies.

The course is designed to supplement skills already learnt in the workplace, and expose learners to skills and experience that they may not otherwise have access to.

Comments on behalf of the team: "Our trip here is one that we believe will not only benefit our company, but also give us an opportunity to raise the standards of building alloy boats in the South Pacific, similar to what we have seen here on our site visits to some of the best well-known NZ boat building companies."



Visits included some of the best NZ boat building companies

Superyacht build is largest all-carbon sportfisher in the world

This 38.7m sportfisher in build at Yachting Developments in Auckland, is near its final stages of construction. The vessel is in build for a passionate fisherman and experienced yacht owner, will be the largest all-carbon sportfisher in the world on her delivery. She will be powered by a pair of MTU 3140hp diesels. Naval architecture and exterior design is by Michael Peters Yacht Design, with interior styling by the owners and the yard team. Interior work is being produced by Yachting Developments' specialist in-house interiors team, with structural engineering and design also by Yachting Developments.

"It is always gratifying to see a project start coming together and this transformational stage of the build of Hull 1015 is a tangible reminder of what a unique and exciting project this is," said Ian Cook, Managing Director of Yachting Developments.



Delivery is set for the third quarter of 2017.

38.7m sportfisher in build at Yachting Developments

Yachts and sponsors lining up for 2018 NZ Superyacht Regatta



NZ Millennium Cup - Steinlager II & Janice of Wyoming - Image Mark Sims

Following on from a spectacular 2017 regatta in January, this NZ Marine Export Group event is widely regarded as the South Pacific's premier superyacht regatta.

Owners and crew gave strong feedback about the Bay of Islands setting, describing the courses as scenic and challenging, and it was pleasing to see the Cup appearing in a spread of major superyacht and luxury industry media titles. Magazines including Boat International, Asia Pacific Boating, Ocean Magazine and many more covered the regatta. Also superyacht charter brokers are adding it to their international events calendars and encouraging their clients to attend.

Cup defender Tawera will return to defend her title when 2018's racing begins on January 23, with a host of other yachts ready to add this unique regatta to their itineraries. "The Cup has a lovely balance of beautiful scenery and interesting courses. It's very similar to Sardinia in its topography but the event is more like one of the earlier superyacht regattas in that it's cosy and familiar and fun. It's hard not to come away with good memories – the close community of people who put this event on are very passionate about it and that shows," said Captain Richard Chadburn of 2017 entry, S/Y Farfalla.

Sponsors have been quick to return to the regatta, with the majority of 2017's sponsors already onboard for 2018, including Orams Marine, which has signed up as the regatta's platinum sponsor for another two years. A notable new addition to the sponsor line-up is Boat International Media, which comes onboard as one of the event's media partners alongside Ocean Media.

The NZ Millennium Cup always supplies a wealth of exciting racing and is becoming well-known as a 'must attend' regatta for yacht owners who like to get off the beaten track.

The regatta is designed to highlight the importance of the superyacht sector to New Zealand's marine industry, as well as showcase some of the country's most visually striking cruising grounds in a truly unique manner.

Superyachts undergo Winter Refit

NZ Marine industry progressive developments such as the extension of the Temporary Import Entry to 24 months and the approval for Foreign Flag charter have encouraged more vessel visitation. This has also seen more boats 'wintering over' to carry out refit and maintenance in order to take advantage of the Southern summer season.

Currently the 60m S.Y Seahawk, the 43m M.Y Latitude and the 50m S.Y Thalia are undergoing extensive Refit and servicing.



50m SY Thalia prepared for Winter Refit at Orams Marine



Nature's yearly wonder in Tahiti

Every year from July through November, humpback whales go on a 5,000km journey from the Antarctic to the Islands of Tahiti to breed and give birth.

Breeding females come to deliver their calves in the warm waters of Tahiti and the other adults come to find a mate while being sheltered from their natural off shore predators.

They are particularly easy to encounter around the islands of Moorea and Tahiti. From the month of August, it is common to see a mum and her calf slowly cruising along the reef of the islands, often socialising with other whales. Males looking for a soul mate will be heard singing for hours under the water, sometimes from the boat.

Even though they may be encountered around other areas of the South Pacific, French Polynesia remains a special place for these giants as the country has been a sanctuary for marine mammals since 2002. Getting close to them is regulated and usually requires to be with a guide holding a government licence and experienced to approach them.

When conditions allow and the whales are at a rest, it is possible to join them in the water for a once in a lifetime experience!

Including the opportunity to watch and snorkel with humpbacks is without a doubt an added value to any itinerary a captain would prepare for his / her owners or charter clients.

Let us present you Moorea, Tahiti's sister island.

Moorea, the timeless island or the island of the « yellow lizard » in Tahitian.

Just 10 miles off Tahiti, Moorea is enchanting with its amazing sceneries and pleasant, relaxed atmosphere.

You will be charmed by the two majestic bays, Cook's bay and Opunohu bay and the lush mountainous landscape which stands out against the crystal clear blue lagoon.

Moorea is a natural playground either on the lagoon or on land.

You may indulge in any activities on the quiet waters of the lagoon: outrigger canoe, paddle boarding, kite boarding, water skiing or surfing around some of the passes.

The dives are stunning with the varied coral reef eco-system, colourful mix of marine life where you will meet lemon and tiger sharks.

Don't miss sting ray city where it is easy to be close to these animals.

On land, a beautiful 18-hole golf set between mountain and ocean is awaiting as well as 4WD safari, quad biking or hiking on one of the 8 summits featuring a magnificent ancient volcanic crater which has now become a lush valley.

Because of its beauty and serenity, this island has inspired many artists: painters, carvers, jewellers and tattooists.

The Society Islands are a superb place to spot whales with their new born calves. Especially the straits between Moorea and the larger volcanic islands are regularly frequented by the whales. Doubtlessly, Moorea is the centre of it all: a highly recommendable activity to be done, for an unforgettable souvenir.





Australian Superyacht Conference attendees collaborate on growing the South Pacific Superyacht Industry

The 2017 Australian Superyacht conference held immediately prior to the Sanctuary Cove International Boat Show in May has left the Australian marine industry with a renewed energy, committed to moving forward and growing the Superyacht industry in the South Pacific region to its true potential.

The conference provided a platform for key representatives from the South Pacific alliance including MaryAnne Edwards (Australia), Peter Busfield (New Zealand), Manoa Rey (Tahiti Tourism), Gerald Seunninga and Trent Gay – key Australian industry players who have a strong foot in the South Pacific region. Discussion around promoting the South Pacific as a united destination created a buzz amongst the industry and has set the tone for a collaborative strategy moving forward.

The room committed to form a group of professionals from Fiji, Tahiti, New Zealand and Australia to devise a strategic plan for collaborative marketing of the region, working with partners to increase the traffic to all destinations in the South Pacific. The group are confirming a date for the first meeting in August to get the ball rolling on showcasing the united South Pacific industry to the global fleet. Keep an eye out for an update in the next edition of the South Pacific Superyachting Alliance newsletter.



Australian Superyacht Conference attendees collaborate on growing the South Pacific Superyacht Industry



Melbourne Superyacht Marina

Not only does Australia deliver to Superyachts at the top of the country, the bottom of Australia also caters for superyachts with high end services second to none available right in the center of Melbourne. The Melbourne Superyacht Marina is in the heart of a thriving creative city and is suited to host any superyacht wishing to experience the culture and unique vibe Melbourne is renowned for. The city caters for Superyachts at the Melbourne City Marina providing convenient and fully equipped superyacht services within the heart of the city.

Services now available for Superyachts in Darwin

North Australia now have superyacht agent and concierge services available for visiting vessels. Based in Darwin Northern Territory, North Australia Yacht Support offer services to visiting superyachts, ensuring smooth entry to Australia on the Northern Shores. This is a fantastic resource for yachts based in Asia for quick access in to Australian waters and it is fantastic to see the industry in Australia continuing to grow, accommodating superyachts in all corners of the country.



Seahub casts eye on the South Pacific

With ASMEX wrapped up for 2017, Seahub co-founders, Matt Hyde and Sam Wheaton walk away from conference with a positive outlook and cast eyes on expansion into the South Pacific.

The 2017 Australian Superyacht and Marine Export Conference was the first of its kind for the team at Hunter Oceanic. After a very successful launch in November 2016, Matt and Sam have continued to provide vessels on the international stage with the most advanced yacht maintenance software on the market.

The conference was a pivotal opportunity for the pair to understand

not only the future of the superyacht industry in Australia and the Pacific, but also engage in the experiences and success from many individuals who presented and participated in this year's event.

"Being a relatively new company, networking at ASMEX this year presented us with unparalleled opportunities to explore the superyacht industry with people from all across the region" says Matt.

The South Pacific is home to a vast array of beautiful islands, and with the most advanced shipyard facilities in Australia and New Zealand, Seahub is happy to call this region home.



Tahiti



Networking at the VIP Captains lunch



The winning team - MY Seawolf



The competition was strong at the annual crew cooking competition

Superyacht Australia, organisers of the 5th annual Australia Tahiti Superyacht Rendezvous and supporting member companies returned to Australia in high spirits following a very successful Captains lunch and Networking event at Marina Taina, Papeete. The events saw over 200 captains and crew from the superyachts cruising and chartering in the South Pacific region plus key industry stakeholders enjoy some world renowned Australian hospitality.

Captains and crew were thirsty for information about cruising in Australia and understanding the Australian Industry's capability to service their vessels. The Captains lunch provided the perfect

platform for the attending Australian companies to promote their infrastructure, facilities, cruising itineraries and the skills and experience of a very proactive Australian industry. The Captains appreciated the efforts of the Australian industry to provide such a fantastic opportunity to learn about Australia first hand allowing them to make more informed decisions re their cruising plans for the next 12-24 months.

Superyacht Australia will confirm the date for the 2018 Rendezvous in the coming weeks. We encourage all Captains in the South Pacific region to make room for this in your cruising calendar! An amazing night that will forever be remembered by the Captains and Crew involved.

The first Australia Superyacht Rendezvous - a great success!

The first ever Australian Superyacht Rendezvous staged 19 and 20 May at Gold Coast City Marina & Shipyard has been hailed a major success, shining the spotlight on the economic and tourism potential of the superyacht industry and the Asia Pacific as the ultimate superyacht cruising destination.

The event saw more than \$150 million of superyachts gather for three events over two days including a yacht hop for tourism and events professionals, a VIP cocktail function for industry and political identities and a crew party.

The host venue for the Australian Superyacht Rendezvous was the landmark Gold Coast City Marina & Shipyard – the largest facility of its kind in the southern hemisphere.

A key driver for the event was to influence government policy to allow more superyachts into Australian waters. The inaugural event was a huge and overwhelming success. Trenton Gay CEO of GCCM and Rendezvous organiser said "The event really highlighted what the Australian superyacht industry can do when we all work together with a common goal. The scope for the future of this event is absolutely massive for Australia". Watch this space for confirmation of the dates for the 2018 Australia Superyacht Rendezvous.



Networking at the Australian Superyacht Rendezvous



Yachts on display at the Australian Superyacht Rendezvous



Australia celebrated as a superior luxury adventure destination with more to come

In the last month, The Kimberley region in north Western Australia has garnered significant interest from the global yachting community reinforcing what local players have always known; it is undervalued as a charter destination.

After receiving the Voyager Award at the World Superyacht Awards in Florence, The Kimberley is again front and centre as 42-metre M/Y ANDA took pole position in the Best 21 charter yachts available in remote areas.

"We are humbled by the recognition," explained Mr. Joachim (Jo) Howard, Managing Director of Ocean Alliance who is the central agent for M/Y ANDA and M/Y AKIKO, who took out third place for other charter destinations in Western Australia. "We have just conducted, in conjunction with Tourism Australia, a familiarisation for guests, brokers and press to highlight the potential of The Kimberley and Australia as a charter destination to their international clients. As a result, it seems the region is receiving the recognition it deserves."

"It was truly awe-inspiring. I have been on many yachts in many locations around the world, and organised multiple charter experiences for my clients but I confidently say, I have never done anything like this before. ANDA is a great platform for exploring this wild and often inaccessible archipelago..." said Nick Heming from London-based yacht brokerage house, Y.CO

ANDA under the Kimberley skies

Calling all Captains to visit Superyacht Australia at MYS and FLIBS!

Superyacht Australia will be in Monaco and Ft Lauderdale this year flying the flag for the Australian superyacht industry, promoting the region as open for business and eager to welcome superyachts to our shores. Superyacht Australia would like to invite all Captains attending these shows to come and visit the Australia stand.

In Monaco, you can find us at the entrance to the Darse Sud Pavilion, stand L4. At Ft Lauderdale, we will be close to the Cocktail Bar in the Yacht Builders Tent, stand 670. We look forward to seeing you and treating you to some true Australian hospitality!

3rd Inbound Famil Tour To Cairns 2017 An Outstanding Success

The ultimate aim of the Famils has been to increase Superyacht visitation into the Asia / South Pacific region and specifically, Cairns. By personally inviting 4 industry professionals on an annual basis from the island that lie south of the tropic of Cancer and bound by the Indian and Pacific oceans, we collectively are promoting the 3rd Superyacht cruising ground, thus offering an alternate 12 month cruising season. The nations are connected through Melanesian, Micronesian, Antipodean and Asian cultures where each area is distinctive, individual and offers its own kind of adventure, natural beauty and sophistication. For the inquisitive SY owner, there are lots of experiences to be had, and by the increasing numbers of Superyachts visiting the region, the efforts by all are starting to pay off.

The Famil kicked off with an intimate Breakfast Forum attended by Local and State government, Industry stakeholders, Tourism bodies and visiting Superyacht captains. Presentations included Shipyard capabilities, Airport and Aviation services, Legislation updates and Tourism experiences for Australia, PNG and the Solomon Islands. The delegates and guests actively participated in the question and answer session that followed. A guided walk through the botanical gardens and a lunch showcasing local produce was followed by a tour of the International Marine College. A dinner hosted by our local SY agents allowed for an in depth discussion re-entry formalities and immigration topics.

On the 2nd day, an early morning helicopter ride to Port Douglas to board M/Y Dreamtime for a lunch cruise to the Low Isles for snorkelling and some local marine biology info. The evening was spent at a function with Superyacht group members and visiting crew at the Salthouse on the Marina. The final day started with a helicopter tour over the reef followed by a drive to Mt Uncle Distillery to taste some local spirits and Tableland hospitality. The evening was capped off with a sumptuous cocktail party on board M/Y Spirit in Cairns Marlin Marina.



Cairns famil



The cocktail party on board SPIRIT at the Cairns famil



Fiji's superyacht season got off to an early start with yachts arriving in April. Since then the marina has been filling up fast. May is setting a new record with the number of superyachts arriving at the marina.

With strong levels of enquiry from yachts already in the Pacific this season looks like it will be the busiest on record.

The Superyacht charter scene has been a strong performer with 5 charters taking place so far. Quite a few serious charter yachts are now basing themselves in Fiji for the entire season (May to November).

Port Denarau Marina is the first marina in Fiji to be awarded International Level 3 Clean Marina and an International Fish Friendly Marina accreditation through International Clean Marina Program.

The IMA Award finalist have been released and Port Denarau Marina is the only finalist in International Marina, retaining our title from 2015-2016.

Due to the strong demand Port Denarau will start a dredging operation in July. This will allow the addition of 5 stern too berths for yachts over 70 metres.

It is great to see the industry bounce back after last year's cyclone. It's a real vote of confidence in Fiji's stunning cruising grounds and world class facilities.

