# SOUTH PACIFIC

## SUPERYACHTING

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MARCH 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.*

Cruise the islands of Fiji in relative isolation and without the trade winds of winter

## 2017 is going to be a very busy year for the South Pacific and Fiji!

Fiji's stand at the Monaco Yacht Show 2016 received an unprecedented amount of interest with direct enquiries from owners, Captains and fleet managers. Between this and the yachts committing to a South Pacific cruise at the Antigua Charter Show, we are looking at a record fleet of around 70 superyacht visits in 2017, many of which are looking to charter while they are here.

With the cyclone season upon us, Fiji is currently in the low season which is usually a very quiet time for visitations. Not this year however, with 5 superyacht visits, two of which are 50m vessels based here for the summer. This is a very encouraging sign for the industry as captains become more and more comfortable with our cyclone procedures and forecasting information. The summer in Fiji provides a unique opportunity to cruise the islands in relative isolation and without the trade winds of winter.

Not only is the number of superyacht bookings up for 2017, but also the tonnage of the vessels visiting. We have noted the highest ever percentage of over 70m superyachts booked to visit.

This demonstrates the growing confidence in Fiji as a superyacht cruising and charter destination, firmly cementing the South Pacific as a must-see destination for superyacht owners and their guests.

As Fiji marks a year since the devastating effects of Category 5 TC Winston on the people of Fiji, we would like to take this opportunity to sincerely thank all of our visiting superyachts in 2016 for their generosity.  Either through funding, transportation or time the superyacht and yachting community made a huge impact in assisting with the rebuilding of our country. Your kindness will not be forgotten and made a world of difference to those you touched.

Fiji, Tahiti and New Zealand strategising at the Monaco Yacht Show 2016

The Sea Mercy Landing craft generously donated by one of our returning Superyachts. With this vessel we rebuilt schools and villages while making 10,000 lts of freshwater per day

A Superyacht assisting post Cyclone Winston in Fiji by running a hose ashore for water transfer

# French Polynesia, a year round destination

The summer climate that is prevailing throughout the year in Tahiti and its islands makes it possible to indulge 365 days in open air activities essentially based on close contact with the sea and nature.

For several years now French Polynesia is no longer a season destination alluring visiting yachts only from April to October. That's why more and more off-season yachts are seen in our waters.

Why so? Because they find a lot of advantages such as : uncrowded anchorage, even in humid and hot weather, the guests on yachts can still enjoy long sunny days, the yachting agents and contractors are more available and quick to help.

Hereinafter you will find an interview of Captain Steven Pridgeon of M/Y Amanti in which he gives us what he feels about off-season in French Polynesia. M/Y Amanti arrived in November 2016 and since then they have visited 3 archipelagoes (Society, Tuamotu and Marquesas), more cruising trips are on the way until April 2017.

M/Y Amanti

***Q. Tell us a bit about yourself. Where are you from?***

I was born and raised in Cape Town, South Africa. Growing up in beach side communities my love for the ocean started at a very young age. When I turned 21, I started my yachting career in Fort Lauderdale, Florida. Since then, 19 years have flown by and I have enjoyed my experience in this fascinating industry. I met my wife 14 years ago on a 50m yacht when I was a Mate and she was the Chef. We now have two crazy and wonderful 6 year old boys and live in Fort Lauderdale where it all began for me.

***Q. How long have you been the Captain of M/Y Amanti?***

I have worked for the same owner for over 5 years and in that time I have captained their 50m Mystique and now the 52m Amanti.

***Q. Amanti arrived in November 2016 and will leave in April. What was your owner's motivation to bring his yacht over here?***

The allure of the South Pacific islands for exploration but also the fishing and diving.
We have a 82ft Sportfish with a captain and two mates that cater to his fishing needs. It's a great set up.

***Q. How do your guests feel about the destination ? What makes the place special to them in your opinion ?***

The Polynesian culture is very special and unlike any other that we have experienced in our travels. The beauty of all the various islands from the Society to the Tuamotus and Marquesas. They are all so unique and fascinating in their own way. Its just a magical experience to actually be cruising in these spectacular waters. The fishing is always on top of the owners list whenever we plan a destination and this has not let him down.

***Q. As a captain, which islands would you say are being sought after by super yachts ?***

It's a destination that most people talk about but never really get to come here. With super yachts they have that ability to travel to these outer remote islands and enjoy it while cruising on these luxurious floating hotels. You can anchor up in some of the most gorgeous surroundings with spectacular views and beaches. One of my favourite anchorages has to be Toau in the Tuamotus. It's just breath taking and diving through the passes is exhilarating.

***Q. Do you have a preferred itinerary ? What have you discovered so far and which islands will you visit next ?***

I don't have a preference as they are all unique. We have enjoyed the Society, Tuamotus and the Marquesas islands and have explored them extensively. We plan to continue exploring these French Polynesian islands before we depart for the US in April. You could spend a whole year cruising the islands in French Polynesia, it's that good.

***Q. You are coming during the off-season. What do you think of the weather? The marinas? The services?***

Beautiful Tahiti

The weather has been great so far. I think we had one week of heavy down pours while in Tahiti but the rest has been excellent. Random rain squalls pass throughout the area as it does very similarly to the Florida/ Caribbean summer months. Winds are light and seas are generally lower than in the winter season. It is hurricane season but we are so far east that it is not a big concern for us. There are not that many other boats around so getting into any of the anchorages has been great as you have all the space in the world. The marine services are the same as you would expect in the Caribbean or Bahamas and flying in parts from the US is very easy. As long as you have a competent agent to assist with that it makes it so much easier.

***Q. On a personal note, what makes this country so special?***

The Polynesian culture and the French influence as well. People are generally friendly and willing to offer help when needed. When you travel to these islands you can see the locals take really good care of their homes and neighbourhoods. Everything is usually pristine and well looked after. They take pride in their land.

## New Zealand Marine host Superyacht Welcome

NZ Marine's annual Superyacht Welcome Function was held in December at the Royal NZ Yacht Squadron Westhaven Auckland. It was a well-attended event with 140 Captains and crew from 21 superyachts together with key marine industry representatives. Ian Cook, Vice Commodore of the Squadron together with Peter Busfield from NZ Marine welcomed the guests. The social evening enjoyed by all was a chance for industry suppliers to show solidarity in welcoming the visiting yacht owners, captains and crew to New Zealand.

(L-R) Stuart Robinson Interiors; Keith Drake, Babcock NZ; Peter Busfield, NZ Marine; Captain Mark, SY Atlantic

Chris Gibbs, Propspeed; Rita, SY Tawera; Chris Dickson, SY Tawera; Nona, Propspeed

Tim, MY Vibrant Curiosity; Amanda, Marinelogix; Jose, MY Vibrant Curiosity

## *Tawera* takes the NZ Millennium Cup in the world's most-southerly superyacht regatta

*Tawera* secured her win with New Zealand sailing icon, Chris Dickson, and her designer Ron Holland onboard, giving owner and experienced helmsman Mike Mahoney the tactical edge in a commanding performance that saw the ketch take line honours on each day of racing.

Janice of Wyoming took second place in the last race, securing the prestigious second place in the NZ Millennium Cup, with Farfalla third in the last race also securing third in the overall series.

Platinum sponsor Orams Marine's managing director, Craig Park, took the dais and thanked long-term competitors, Antaeus, Steinlager 2, Silvertip and Janice of Wyoming, while New Zealand's greatest yachting ambassador, Peter Montgomery (MBE) took the opportunity to thank the visiting yachts for their contribution to another excellent edition of the NZ Millennium Cup. To crown the proceedings, competitors toasted world-renowned designer Ron Holland in advance of his 70th birthday.

*Tawera*, her award-winning designer Ron Holland aboard, dominated the NZ Millennium Cup 2017 (24-27 January) with three consecutive wins over three fierce days of racing It was the second consecutive win for the 28-metre Alloy Yachts build, with the third edition of the race staged in the Bay of islands also welcoming repeat campaigners, 40-metre Janice of Wyoming, and 33.8-metre Yachting Developments build, Silvertip. Joining them were new entrants 37-metre Pumula, 42.9-metre Cavallo and 31-metre Farfalla in the Millennium Cup Division, while Antaeus and Steinlager II returned to compete in the smaller Pacific Cup division.

As a focal point for both the local industry and for the global brands looking for more exposure in Asia Pacific, the NZ Millennium Cup has welcomed a number of sponsors on board, including platinum sponsor Orams Marine, and gold sponsors Smuggler Marine, Far North Holdings – Bay of Islands Marina, Doyle Sails New Zealand and Yachting Developments.

Silver sponsors include OnFire Design, Breed Media, COAST New Zealand, Events Clothing and Southern Spars/North Sails.

Thanks also goes to Tourism NZ, Propspeed, Holton Marine, Robinson Interiors, McMullen & Wing, Power Equipment, Q-West and Lancer Industries. We also extend our thanks to suppliers, Rogue Society, East Imperial, and Mount Gay Rum, alongside our media partners Superyacht World and Ocean Media.

www.millenniumcup.com

## Applying Pacific culture to yacht support proves a successful formula

South Pacific superyacht support provider, Marinelogix, has been recognised for its effective and culturally-cognisant approach to yachting in the South Pacific. The company was awarded New Zealand Pacific Business Exporter Award for 2016 at the Pacific Business Trust Awards.

"Marinelogix is our vision of a Pacific-based company that represents and profiles the region, its people, and its culture on a global stage to yacht owners, captains and crew," says Mark Donaldson. The company is an independent entity which operates without affiliation to agency networks in the Pacific, allowing it to deliver first class, personalised and customer-focused service.

The National Pacific Business Trust Awards is an initiative which celebrates success, growth and sustainability of people of Pacific Island descent in business. Marinelogix has reached the finalist stage in both the Pacific Business Exporter Award, and Pacific Business Entrepreneur Award.

Co-founder Donaldson, who also received a nod for the entrepreneur award, attributes the success of the company to combining global experience, with his Polynesian culture which has humility, hard work and personal connection as driving forces.

Mark Donaldson of MarineLogix wins Pacific Business

## Construction progressing on new Tauranga marine complex

The Tauranga Harbour Marine Precinct is a multi-million project to deliver a purpose-built marine servicing facility in the Bay of Plenty. The precinct will provide a base for boat building and refit businesses servicing superyachts through to smaller vessels. By mid-2017 (stage 1 development), the precinct will include lots in a range of sizes for marine businesses, a 6,300m2 vessel storage area (hardstand), deep-water marina berths for large vessels and New Zealand's largest vessel hoist (350-tonne haulage capacity and extra-wide). Further development (more lots, extension to the hardstand) will also be undertaken.

New Tauranga marine complex

56.5m Schooner Atlantic

S.Y Fidelis

## Silo Superyacht Marina - fully booked!

Yacht agents and marina management report that they experienced a very busy season with both Silo Marina and Viaduct Marina in Auckland fully booked. Likewise refit yards including Whangarei, Auckland and Tauranga have been active with maintenance and refit projects.

## The Classic 56.5m Schooner Atlantic

Mid-October saw the arrival of the beautiful 56.5m schooner Atlantic described as a classic rebirth of a bygone era of yachting. Whilst in NZ the yacht is also undergoing maintenance and refit work.

## 56 metre Ketch S.Y Fidelis

Fidelis launched in 2011 was designed by Perini Navi in collaboration with New Zealand yacht designer, Ron Holland. She completed a 5 month comprehensive refit at Orams Marine Services.

## Australian Superyacht Conference extends VIP invite to all Superyacht Captains

The Australian Superyacht and Marine Export Industry Conference (ASMEX) will return to Sanctuary Cove for its 7th edition partnered by major sponsors; the Sanctuary Cove International Boat Show and Pantaenius.

ASMEX organisers have introduced a Captains registration fee following the number of enquiries from Superyacht Captains interested in attending. Given the conferences reputation for providing quality information and initiating strong relationship building platforms through networking, Captains are very interested to see what this year's edition has in store.

***Superyacht Australia would like to extend a VIP invitation to all Superyacht Captains interested in attending ASMEX 2017.***

The conference will run from the 22nd – 24th May 2017 at the InterContinental Sanctuary Cove Resort, Queensland, conveniently held in the days leading up to the Sanctuary Cove International Boat show, 25 – 28 May 2017 and ICOMIA congress, also being held on the Gold Coast.

*Don't delay and register today! For more information and to view the conference program, please visit our website or contact Emily: esimpson@aimex.asn.au*

**www.asmex-conference.com.au**

## With focus on continuous improvement, Abell Point Marina, popular Queensland superyacht marina, will see some newsworthy additions to their world-class facilities

Abell Point Marina

A major development launching in 2017 is the Abell Point Parkway. This 2.5 hectares of private parkland will provide a natural leisure hub within the marina precinct for superyacht owners and crew to enjoy. With diversely themed open spaces including scope for hosting concerts and major events, the Parkway will offer unique outdoor leisure space designed to enhance the atmosphere of the vibrant marina.

By April 2017, their multi-story floating customer hub (Oceans 20), will be complete. With increased occupancy for vessels over 24m, a new on-water facility is being built and located close to the deep-water berths, to better service valued clientele. When complete, Oceans 20 will boast private en-suite bathrooms and a fully serviced customer hub complete with an exclusive waterfront sun deck area offering stunning marina views.

Since becoming the first marina in the world to attain the 5 Gold Anchor global marina accreditation in 2016, Abell Point have raised the bar on providing a first-class marina experience for superyacht owners and crew.

## D'ALBORA Marinas The Spit – home to over 880 feet of Superyachts in the summer 16/17 season

Having undergone a $6.5 million redevelopment at the beginning of 2016, D'ALBORA Marinas The Spit in Sydney has hosted some of the most impressive names in Superyachts over the summer boating season, such as Azzura, Mangusta, Benetti Del Fino, Leopard and Horizon, and Sunseeker.

The redevelopment of D'ALBORA Marinas The Spit has increased the number of berths available across the marina, but also the marina's ability to berth superyachts up to 131 foot.

The increased capacity at The Spit is a welcome boost to Sydney's Superyacht market and along with it's on water lounge area and fine dining restaurant 'Ormeggio', the marina has quickly become the desired destination for skippers, brokers and owners alike.

## Gold Coast companies on display at the 2017 Singapore Yacht Show

If you are interested in learning about what the City of Gold Coast can offer a visiting Superyacht, ensure you visit the Gold Coast companies on display during the Singapore Yacht Show, stand L3 in the West Pavilion, April 6 – 9 2017.

The City of Gold Coast are facilitating a trade mission to the Singapore Yacht Show designed to support the Gold Coast's fast growing marine sector and promoting the industries capabilities to the Asia Pacific yachting community. The mission will advocate the capabilities, products and services of the city's thriving marine industry and promote the City of Gold Coast as open for business.

## Biggest marina and shipyard in southern hemisphere expands facilities

Having recently announced they will now be the official agent for Seal Superyachts on the East Coast of Australia the Gold Coast City Marina and Shipyard team are also expanding their on-site services and facilities to meet growing demand from larger vessels. Additional large vessel and superyacht berths are currently being installed on-site. These berths, providing up to 400 amps power (supplied by GCCM's solar panels), will allow alongside mooring of vessels up to 65mts in length, with machinery access onto the floating docks. The site already boasts a hardstand that is over 50,000m2 in size, eight dedicated superyacht refit sheds and over 60 on-site marine related trades.

The GCCM 'Shipyard and Projects Team' has also seen further expansion. Kevin Altera has been appointed as Shipyard and Projects Director and possesses nearly 30 years' experience in the marine industry and a very strong background and global experience in the construction and project management of significant Superyacht projects.

"Our ultimate aim is to ensure that we can provide tailor made solutions for vessels of all sizes. No matter how large or small the work required is; we are confident that we have the right team, the rights facilities and the right on-site trades to turn projects around faster and more cost effectively because absolutely everything is here on site. It makes light work for skippers and decreases the stress of any maintenance or refit works." said CEO, Mr Trenton Gay.

## 88m Feadship latest to use Australian made software

Seahub

Australian built vessel maintenance software, Seahub, has been successfully deployed on-board an 88m world traveling Feadship, currently located in Miami, Florida.

Seahub was compared against other providers in this space and the decision was made to go with the Australian product based on its usability and comprehensive support network.

Hunter Oceanic was required to migrate 6 years' worth of maintenance history into Seahub as well as logging over 3000 inventory items, 4000 documents and building a boat wide database of components. Working alongside the on-board engineering team, Hunter Oceanic representatives were able to provide one-on-one training throughout all stages of the deployment. "Coming from an engineering background, knowing that someone is going to answer a support request quickly gives users real confidence, and we provide that for our customers using Seahub" says director, Matthew Hyde. Seahub has delivered immediate benefits to the vessel's daily operations in maintenance and safety management.

Seahub is available in a pre-populated demo for users to experience all modules and functionality. Hunter Oceanic currently has offices in Newcastle, Australia and Fort Lauderdale, Florida.

## Superyacht Australia confirms dates for South Pacific events

Calling all Superyachts in the South Pacific!

Superyacht Australia are excited to confirm the dates for the 5th edition of the Australia Tahiti Rendezvous, Friday the 23rd June 2017.

Now recognised as a must attend event among the global superyacht fleet, Superyacht Australia would like to welcome all Superyachts in the region to attend their annual crew event on Marina Taina in Papeete, Tahiti. This event gives Captains, crew and the local superyacht industry in Tahiti the opportunity to engage directly with key players from the Australian superyacht scene, building on key relationships that are essential for growing the Australian superyacht industry down under, and informing Captains on how to best plan their journey down south.

Following the success of this event Superyacht Australia will turn to Fiji to promote Australia as a cruising destination for the superyacht and cruising fleet, by hosting the inaugural Australia Fiji Rendezvous on Friday the 25th August 2017.

Industry anticipation will be high as Captains, crew and the local cruising fraternity will have the chance to discover what can be expected upon arrival in Australia. Staying true to Australia's reputation, attendees can expect an entertaining, fun filled event with a relaxed nature.

***If you would like more information on how to be part of this event please contact Emily: esimpson@aimex.asn.au***

## Rivergate assists South Pacific communities

In times of crises, the superyacht and broader marine industry is known to step up and offer practical assistance. In the wake of devastating Tropical Cyclone Pam in 2015 and Tatiana in 2016, New Caledonia, Fiji and the islands of the South Pacific were in the headlines. While most communities have since recovered, many are still without access to some of life's basics, such as clean drinking water, clothing and school supplies.

Captain John Crupi, skipper of Dorothea III, reached out to his Australian contacts, Geoff Majer of Major Yacht Services at Sydney Superyacht Marina, Rivergate Marina & Shipyard in Brisbane and Carrie Carter, Director of Carter Marine Agencies in Cairns to collaborate on a mission to deliver much-needed goods to this region.

Rivergate answered the call and received donations of water containers, crew uniforms, clothing, bedding, stationery supplies, books, toys and sporting equipment.

From the collection points of Sydney and Brisbane, the goods were transported to Cairns and then on to the Pacific, thanks to the assistance of Chloe from Noumea Ocean and the tireless work of Sea Mercy in Fiji.

Geoff Majer said the objective of the mission was to help the island people who are so generous to the superyacht industry in their hospitality and friendliness. "The South Pacific is a key region for our industry. We rely on the local people in many ways and this is about giving back. There's the feel-good factor of being able to make a difference to communities, and the recycling imperative of giving quality goods a second life."

*Dorothea III* collaborates with Rivergate Marina to deliver much-needed goods

Carrie Carter agreed. "The superyacht fraternity works together to help those iconic island areas that offer so much to the industry, being places of such beauty and culture. Superyacht owners and charter guests love to explore this idyllic region and as a return for that experience, of course they are going to assist as they can easily access these areas."

Andrew Cannon, General Manager at Rivergate was only too pleased to act as a conduit and collection centre for the initiative. "We have worked with YachtAid Global in the past and are always eager to lend our support in any way we can. We have the network of reliable contacts who act swiftly to supply goods and move them through the chain to the distribution points for people who are truly grateful for the kinds of things we take for granted."

## Australian Superyacht specialists Echo Yachts successfully launch and deliver 46m shadow vessel 'Charley'!

Western Australia's largest superyacht builder Echo Yachts is proud to announce the successful launch and delivery of their recent new-build, the 46m composite catamaran shadow vessel 'Charley'.

Charley is the largest composite resin infused vessel ever to be built in Australia, with Naval Architecture performed by LoMocean.

The custom catamaran design of Charley provides extremely spacious interior and exterior accommodation and entertaining areas, a very large carrying capacity for a plethora of tenders and other water toys plus superior sea keeping and fuel efficient performance.

The design and construction of Charley took two and a half years from inception to handover and resulted in a very high standard of finish thanks to the latest 3D design and 5 axis mould cutting and vacuum resin infusion techniques employed by the shipyard.

Echo Yachts are currently building the 84m mother ship White Rabbit Golf. White Rabbit Golf will be the largest trimaran superyacht in the world, styled by the renowned yacht designer Sam Sorgiovanni. With a completion date slated for Q2 2018, the 84m trimaran will also achieve the accolades of being the largest superyacht to be built in Australia, the first diesel electric superyacht to be built in Australia and the largest aluminium superyacht in the world.

## VEEM strengthens management team with key appointments

Marine propulsion and gyrostabilisation company; VEEM Ltd, has further strengthened its management team with two key appointments as it continues to grow future sales of its unique, market-leading products.

VEEM Managing Director, Mark Miocevich, said the appointments added substantial experience to its global sales capability and follows the recent, successful completion of the first retrospective fitting of the VG120 gyrostabilisation unit on a 42.5 metre superyacht in Australia.

Sales of VEEM's new ship gyrostabilisers will be assisted by the appointment of Dr Steven Vidakovic as Global Sales Manager - gyrostabilisers. VEEM has also secured the services of Mr Jonathan Shaw who will take up the position of European Business Development Manager – Propulsion.