

Introduction

Welcome to the second edition of *Cruising Communiqué*. This issue is well overdue and comes just in time for the lunar New Year. Super Yacht Base Darwin has had an eventful and successful year during 2006 with several new members coming onboard, participation at Boat Asia 2006 and more recently our business delegation to Singapore.

We are looking forward to many more exciting challenges ahead including incorporation and the opportunity to continue promoting and marketing the Territory on the international cruising yacht arena. Please do not hesitate to contact Jeff Norton (+61 8 8999 7984) if you have any articles or issues that you would like to see in future editions on this newsletter.

Super Yacht Base Australia

Murray Hird, Director of Industry Development (DBERD) recently attended a Board Meeting of Super Yacht Base Australia (SYBA) in Perth, Western Australia.

The Board toured the state-of-the art Australian Marine Complex at Henderson, just south of Perth where a number of Super Yacht Base Western Australia (SYBWA) businesses are located. It is reported, that the WA Government has recently committed to an estimated A\$75 million toward a dedicated Super Yacht common user facility extension at the complex. Mr Kevin Altera, Chairman of SYBWA and General Manager of Evolution Yachts, met with Murray and discussed the potential for new build endurance sea trials (a.k.a. "Shakedown") between Perth and Darwin. We have invited Mr Altera to visit Darwin before the end of February to meet with SYBD members and discuss local industry capabilities.



Penny La Sette (Sadgroves Quay), Minister Vatskalis and Jeff Dunn (Darwin Shipstores) at Cullen Bay (Photographer: T.Sinclair, DCM Protocol)

North Australian Marine Guide

On Thursday 8 February, The Hon Kon Vatskalis MLA, Minister for Business and Economic Development launched the 2007 North Australian Marine Guide. A special function was hosted by the Darwin Marine Services Association (DMSA) at local restaurateur, John Bonnin's *Buzz Café* in Cullen Bay.

Minister Vatskalis praised the DMSA and its revamped marine guide as an ideal tool to promote local industry capability as well as tourism and business in the Territory.

It is anticipated that many more opportunities will flow on from this initial visit to Singapore, of particular note, the opportunity to pursue Super Yacht builder Sensation Yachts, soon to establish a new boat building precinct in Singapore's industrial zone. Upon completion, yachts of this calibre must undergo extensive sea trials, and DBERD intend to promote Darwin as an ideal destination for these sea trials, with our industry capability and infrastructure to cater to any necessary repairs and maintenance.

Global Super Yacht Transport

Dockwise "Super Servant 4" voyage (capable of carrying 400 ton deck cargo) is scheduled to visit Brisbane 9 June 2007.

www.yacht-transport.com

Latest Statistics!

Super Yacht visitations to Australian Ports during 2006 totalled 60 vessels relating to 78 individual visitations; There are currently over 50 Australian flagged/based Super Yachts 80'(24m); SYBA website received over 213,000 hits during last 6 months of 2006. Of all the member pages, Darwin received the second highest hits with 310 and Brisbane receiving 349.

Source: Super Yacht Base Australia

Evolution Yachts – Western Australia



Mr Kevin Altera, Managing Director Evolution Yachts

Managing Director of Evolution Yachts Mr Kevin Altera visited Darwin recently to explore the business opportunities and the possibility of becoming a service base to the Super Yacht industry.

Mr Altera toured the facilities and met with local businesses, relevant marine industry organisations and Government groups to investigate the role of Darwin as far as a

destination and what services we could provide as he sees it.

Evolution Yachts is located in Henderson at the Australian Marine Complex in Western Australia. The company has been operating in its own right as a manufacturing company since 2003 and has a deep history in Super Yacht building.

Recently they secured a number of large builds and have just signed \$350 million dollars of orders and are currently in the process of ramping up the new 2.5 hectare site on the Waterfront to handle the work.

Evolution Yachts has built a reputation for quality and service brings together the best industry has to offer in the ship building trade. Specific components are built by using the most skilled and specialised companies. Evolution Yachts are currently working with the South Korean Government and have been allotted a site south of Seoul in a place called Mokopo where they will be producing steel hulls.

We asked Mr Altera what synergies Western Australia and the Northern Territory have in capturing this lucrative market and his vision of using Darwin as a key link to the Asian market.

“I see Darwin and Perth as very similar in it’s key elements of business and that being such isolated places local businesses are very adaptable and have a ‘lets get it done’ attitude.

“Certainly Darwin almost by default has got an industry here already that it doesn’t realise it’s got. The cruising yacht market from Asia will come straight into Darwin as their first port of call in Australia. So it’s not really like Darwin has to go out there and market itself as the place to come to, you know the yachts are coming here without any sort of promotion.”

Mr Altera explained that it also comes down to what Darwin can offer as far as facilities are concerned and can we offer the service they require.

“I’d say the answer to both those questions would be yes! But that would depend on state government policy and what they are prepared to do, certainly as far as destination is concerned.

“This industry is three fold – its manufacturing, its service and its tourism. So there aren’t too many industries that cover those three things with such a great extent of money. When one of the cruising yachts comes down here you also have to keep in mind of what they spend per head on the boat is an unbelievable amount of money.”

Mr Altera told us that most of the boats produced in the future will also head north from WA. Owners have indicated they wish to have a look at the coast of the North West and the spectacular coast line. Of course the next port of call would then be Darwin.

At that point they would require initial servicing. Mr Altera explained that it’s basically like running in a motorcar. There are all sorts of things that will have to be looked at and adjusted after a long endurance run up the coast. At this point the yachts would require major services and would use local businesses to provide engineering services, navigation and communications would require some sort of adjustment and any other maintenance issues.

When asked about the quality of the service levels in Darwin’s shipbuilding and marine industry Mr Altera said he it was at a very high level at the moment already. The infrastructure is already here and with Darwin’s forward thinking and positive attitude it certainly makes Darwin an attractive site for Evolution Yachts to use as a service base.

For Evolution Yachts now, it’s just a matter of strengthening relationships with Darwin businesses and industry and making plans for the future.

Regional Boating Events for 2007

Australia’s premier international boating event, Sanctuary Cove International Boat Show will be held this year from 24-27 May at Sanctuary Cove, Gold Coast Queensland. This show boasts over 420 exhibitors, 360 boats on water and over 460 boats on land and attracts local and international visitors.

The Gold Coast will play host to the next Australian/New Zealand Marina Conference from 28-30 May 2007 at the Surfers paradise Marriott Resort. The conference will be called MARINAS-2007: Marinas into the future