

# BOATING BUSINESS

AUSTRALASIA'S LARGEST CIRCULATING MARINE BUSINESS NEWS MAGAZINE

VALUE OF LUXURY BOATS  
GONE IN 55 MINUTES

SURVIVING THE DOWNTURN  
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AT ELECTRONICS FOREFRONT

MAY 2009  
Edition 24

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for Allison Boats*

AS THEY GO ALLOY

*RIVIERA  
call in Receivers*



## Superyacht Refits are Buoyant

The tighter economic climate has sparked an increase in superyacht refit and repair enquiries in Australia, according to Azzura Marine, one of the country's top superyacht specialists.

"Owners are now choosing to smarten up their existing vessels ahead of embarking on new ventures. Others are snapping up pre-owned bargains and then modifying according to personal preference," says Azzura Marine Managing Director and Superyacht Base Australia Chairman David McQueen.

"The premium quality of Azzura Marine's workmanship coupled with the current exchange rate makes our refit service a very appealing option," said McQueen.

Azzura Marine's dedicated refit division was contracted to conduct the extensive refit of a 45 metre motor yacht, delivering the vessel from France to Newcastle. Over 100 specialists worked on the ten month project, which was completed ahead of schedule.



Image - Andrea Francolini/Azzura Marine

Azzura Marine recently completed work on a 35 metre expedition charter yacht, which returned to international waters upon completion. The company is currently negotiating a number of international contracts while conducting repair work and interior fit out projects on several well-known vessels.

Azzura Marine boasts world-class features including Australia's largest superyacht synchrolift.

## Amigo Pescador (Fisherman's Friend)

It might not have quite the same global recognition as the famous British lozenge, but Australia's GME with its MT403 Accusat EPIRB is certainly making a name for itself in many parts of the world. In Peru, through an initiative colloquially known as Amigo Pescador, GME 406MHz EPIRBs are being supplied to the small commercial fishing boat fleets by Fondepes, Peru's national fund for the development of fishing.

Over a two year period, though its Peruvian distribution partner Swiss Corp, along with the assistance of Austrade's Lima office, GME has been promoting the advantages and use of Emergency Beacons to Peru's commercial fishing fleets.

During early April, the first 40 small fishing boat skippers collected their subsidised GME MT403



EPIRBs from Alfonso Miranda, Vice Minister of Production for Peru during a ceremony in the port of Callao.

The Amigo Pescador program is currently being promoted through all the major fishing ports in Peru.

## New Nanni Diesel a Smooth Torquer

Nanni has released a new diesel engine that delivers the performance you want without making its presence felt. The new Nanni N2.10 is a 10hp two cylinder unit which employs the latest diesel technology.

Since it delivers high torque, you can cruise at a leisurely 3000rpm, for smoother running with less noise. High output at low revs means improved fuel economy and lower emissions, surpassing the world's most stringent requirements including BS02, the new European Directive 2003/44/EC and the American RPA tier 2.



The Nanni N2.10 runs cooler for longer as it is equipped with a heat-exchanger. You can also have hot water on board via a water heater if you wish. It even keeps a low profile in the engine compartment, being lower and shorter than most of its competitors.

The N2.10 will be ideal for sailboat re-powers as the design of the engine mounts allow easy interchangeability with other engine brands.

## Lewmar Close Head Office in Australia

UK marine equipment manufacturer Lewmar has announced the closure of Lewmar Australia. They will sign new agreements and have a direct relationship with its long established regional distributors Harrold Marine (Queensland), Barlow Distributors (NSW and Victoria) and JPW (South and West Australia).

Lewmar will maintain a direct sales operation in China with agents and distributors in this region not being affected by this closure.

"Re-igniting our long established and proven route of selling equipment through our loyal and dedicated distributor network makes the most economic sense for our business at this time," said Lewmar Chairman and CEO Peter Tierney.

"Now is the time to focus on our core strengths. Lewmar is a great brand with market leading products and we believe streamlining our stock and entering into direct relationships with our distributors is key to the future of the business."



Lewmar's Australian distributors and head office staff will represent Lewmar at the Sanctuary Cove International Boat Show.