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Launch

CAPE TOWN BOATBUILDERS NEWSLETTER

Sea Trials of the ERACO Boatbuilders 6m V Skiff



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SETS SAIL

FOREWORD

2009: The challenges ahead

The world economy is just about shot. Exports are down EVERYWHERE, across most, if not all sectors, and the general mood is very pessimistic.

Reading the various international newspapers such as the: NY Times, the Financial Times, the Miami Herald, the Gulf News, and the Guardian has informed, and subsequently further depressed me about the state of the world and made me wonder where all the money has gone? How are we going to be able to push on through these times and keep our firms afloat?

I am not sure about the exact “how” yet as the jury is still out on which plan of action is best, but as an industry we have numerous options. South Africans are resilient, used to weathering adverse economic conditions due to crime, fluctuating exchange rates, high unemployment, a relatively turbulent political realm and the subsequent challenges all these factors preempt. We live on the frontier where the opportunities are endless and our conquering spirit refuses to be extinguished. CTBi, with its partners at the City of Cape Town and the Provincial Government of the Western Cape are looking at ways to improve our competitiveness while keeping our costs in check. The government needs to play an active role in assisting our members to retain their workforce and continue to build boats for the market place at an affordable price.

To this aim both of our partners have been working with CTBi to address some challenges, such as:

- Lack of launching facility in the City of Cape Town: CTBi has applied for the lease of the Elliot Basin to ensure the leisure boating industry does not lose any more berths in Cape Town
- Skills Development: The Boatbuilding Academy is thriving with a full intake of learners for the first year and a variety of short courses to follow in the year. CTBi will again be assisting companies to complete their workplace skills plan.
- Competiveness: a study is underway to see what key interventions the government can support in the field of R & D and technology that will assist our companies to gain competitive advantage
- Import duties: CTBi will be working closely with SABBEX to address the issue of import duties on raw materials used in the manufacture of our products.

Mentioned above are but a few of the matters we continue to address on your behalf. We are pleased to announce that we will be hosting our first Annual African Conference in May in Cape Town which will coincide with the 3rd Annual South African Boating Awards. It will be the first of its kind in Africa and the main aim of the Conference is to inform and empower our members. The health of our industry depends on the members and it is our role to equip you with the necessary tools and knowledge to make not only the right decisions, but smart ones at that. More details to follow in the coming weeks.

Working together and as a team is going to be the only way we will all survive the next 18 months. There is a tendency within our sector for companies to be out there going it alone, referring to other boatbuilding firms as “those people”, “them”, “some companies”. Now is not the time for this kind of attitude. I strongly urge business owners to embrace the various opportunities we will be creating in the coming months for our members to cooperate with one another, share their challenges and lessons learnt and work together to keep their businesses afloat. We are bound to see some rationalization in the market but if companies start to fold en masse, it will be bad news for the entire sector.

On a positive point, CTBi has just wrapped up its fourth year of existence and our first year as a membership organization, charging fees. We have been able to collect over a R100 000 in the past financial year from our members and affiliated organizations. Thank you everyone who supported us, not only with words, but with deeds. This coming year we will really need your support and I kindly ask all industry players to join CTBi. There are many companies out there who have been receiving assistance from us for over three years, call us for advice, attend our functions, use our newsletters, piggy back on our marketing and directory but who are not members. ALL boatbuilders and ALL their suppliers should be supporting CTBi in their efforts to grow and protect the industry. I urge all members to speak to their business partners and suppliers about membership. We have received phenomenal funding from our government stakeholders over the years but without industry buy in and proof thereof in monetary support (membership fees) CTBi will lose that funding stream too. The membership documents have been circulated on numerous occasions and can be downloaded from our website. I really urge you all to get onboard! Support the Cause!

NEW LAUNCHES

Maverick Launch



The new Maverick 400 was launched with much enthusiasm at a function for suppliers at the V & A on Thursday 26th with 80 people in attendance. A second function was held the following day to which prospective buyers were invited. 55 guests attended, many of those from out of town who came specifically to Cape Town to attend the launch.

Congratulations Maverick, she's a beaut!

CEO'S DIARY

January/ February 2009

A bi-monthly peak into the activities of the CTBi Executive

- Meeting with 2010 marketing team- January 16th
- Meeting with Launching Facility Sub Committee- January 20th
- Accreditation Committee Workshop- January 21st
- West Coast Marine Development Meeting- January 22nd
- Boatbuilding Advisory Committee Meeting- January 22nd
- CTBi Board Meeting- January 22nd
- Meeting with TRANSNET NPA- January 23rd
- Meeting with SWS- January 23rd
- Garden Route Visitations- January 26th – 28th
- Meeting with organisers of the CTIBS- January 30th
- National Pavilion at Miami Strictly Sail- February 12th – 16th
- Meeting with Launching Facility Sub Committee- February 24th
- Meeting with Boating Conference Team- February 25th
- Cooperation meeting with Enterprise Florida- February 26th
- Launch of the new MAVERICK 380- February 26th
- Meeting with COFISA Research team- February 27th

New Ballistic 4.3m RIB

Ballistic 4.3m RIB available only 10 working days from order!



It is with great excitement that we launch our new 4.3m Ballistic RIB. The Ballistic RIB 4.3m is the smallest model to the RIB portfolio. The 4.3m Ballistic model is both small and cost-effective making it ideal for first time boaters or used as a yacht tender, navigating your way to various beaches, harbours and lakes is easy. With its sufficient seating for 4 passengers it makes for the perfect ingredient to add to your family fun.

STANDARD FEATURES

- Duratex PVC
- Double heavy duty rubbing strake
- Three Inflation valves
- Three pressure relieve valves
- Internally taped seems
- Anchor rope bow protection
- Internally taped seams
- Anchor rope bow protection
- Stainless steel bow eye
- Two by towing points
- Non slip deck
- Self draining deck

OPTIONAL FEATURES

- Hypalon upgrades 1100 dtex
- Triple rubbing strake
- Lifting points
- Lifting slings certified
- Double skinning

For more information or to place your order contact:
Boating Dynamix on **021 535 3735** or
info@boatingdynamix.co.za

Two New Suzuki 4-Stroke Outboards for 2009

Set a New Standard for Lightweight, Fuel-Efficient Power



Compact 70- and 90-Horsepower Models Launch a New Generation of Suzuki 4-Strokes, Give Boaters More Options in Customizing the Perfect Boat/Motor Package.

Ten years after starting the marine industry's 4-stroke revolution with the introduction of its Innovation Award-winning, fuel-injected DF60 and DF70 outboards, Suzuki Marine is re-inventing the category with the launch of two New Generation 4-strokes for 2009 DF70 and DF90.

This duo has been redesigned from the ground up, and showcases many of the engineering achievements that have made Suzuki the leader in 4-stroke outboard technology. In keeping with Suzuki's belief that the best technology shouldn't be reserved only for the biggest engines, the new DF70 and DF90 also offer important new features designed to make them lighter and more efficient. These new motors also feature bold new graphics, designed to compliment the appearance of any boat. Suzuki's special anti-corrosion finish — applied directly to the aluminium alloy protects the outboard's exterior from constant exposure to saltwater. These extensive anti-corrosion measures ensure that the DF70 and DF90 keep looking good — even in the harsh marine environment.

For more information on the new DF70 and DF90 4-stroke outboards, or Suzuki's complete line of advanced 4-stroke models from 2.5 to 300 horsepower, contact **Suzuki SA 011 974 1200** or visit our web site www.suzukisa.co.za.

INDUSTRY NEWS

Purelightsa, offering you lighting

At Cabin Denmark we produce Energy Efficient LED Lighting of a unique timeless design. Our lights are designed for yachts, but are also used in cruising vessels, hotels, libraries, restaurants and private homes. The Cabin products offer the best possible lighting solutions while using the finest raw materials and modern methods of production.

For more information visit our website www.purelightsa.co.za or email Razz for a catalogue razz@purelightsa.co.za
(011) 465 4232 / 083 314 2906

New Princess Yacht into the country



David Abromowitz & Associates (Pty) Ltd, the distributors in South Africa of the Princess Motor Yacht range of boats, is proud to announce that the star of the London Boat show, the recently launched Princess 85 MY, will make its way to South Africa in March this year.

With a staggering 17 craft on display, the Princess stand made an enormous impact at the show. The Princess 95MY and Princess 85 MY made their debut, and at the show the Princess 50 received the award "Boat of the Year 2009" The Princess 85MY will be delivered to an existing Princess owner, who has decided to upgrade his current Princess to this magnificent flagship.

For more information please contact David Abromowitz & Associates (PTY) LTD – Nicole van de Wall – 021-4190722 or nicole@yachtbrokers.co.za

Peter Jacops also NMMA inspector.

Peter Jacops CE inspector of the International Marine Certification Institute has entered into a contractual agreement with the National Marine Manufacturer Association of America to become their NMMA inspector in South Africa.

Peter Jacops can now offer you combined certifications for the EU market as well as the US market. Additionally Peter Jacops now also offers translation services of your documents such as owner's manuals, declarations of conformity, warranties etc in Spanish, Portuguese, German, Dutch and French. Owner's manuals need to be provided in each of the languages of the country where the boat is placed on the market.

To utilise his services, please contact Peter on 087 805 9570 /Cell 072 776 8508 or email: peter.jacops@imci.org

SABS standards for Rubberducks

SABS has now published most of the ISO standards as South African National Standards (SANS). The standards have kept the same numbering method as ISO, but some numbers were already in use as SANS standards and had to be changed into a new numbering system. For example: the ISO 6185 series for Inflatables has been adopted as SANS standard 553.

- If you are looking for the production standards for rubberducks surf to www.sabs.co.za
- Select “Standards” from the drop down box on the left side of the screen
- Follow the link “Search the Standards Database/Webstore”,
- Select the “Searching the SABS standards catalogue”,
- Then quick search and fill in 553 and it will get you to the list of applicable standards for inflatable.

The same search method applies for other standards.

BOATING DYNAMIX OFFERS BUOYANCY CERTIFICATION

South African Maritime Safety Authority - Marine Notice No. 27 of 2008

Implementation of the Merchant Shipping (National Small Vessel Safety) Regulations 2007 as amended TO ALL AUTHORISED AGENCIES, SAFETY OFFICERS, SAMSA ACCREDITED SKIPPER EXAMINERS, AUTHORITIES HAVING JURISDICTION OVER INLAND WATERS AND OTHER INTERESTED AND AFFECTED PARTIES, SURVEYORS AND PRINCIPAL OFFICERS

This marine notice sets out the implementation dates for skippers and small vessels to comply with the provisions of the Merchant Shipping (National Small Vessel Safety) Regulations 2007 as amended (“Regulations”) with respect to Certificates of Competence (“CoC”), Certificate of Fitness (“CoF”), Local General Safety Certificate (“LGSC”), design and construction and built in buoyancy requirements respectively.

Boating Dynamix is authorized to do:

Adaptations of hulls to meet SAMSA buoyancy requirements & Supply Certificate of Fitness

Boating Dynamix also offers:

- Fiberglass repairs
- Re upholster and carpeting
- Survey all types of boats
- Modifications and alterations to all type of boats
- Full mechanical workshop
- Retube of all inflatable boats, tenders and RIB’s
- Lowrance Navigation Supplier
- Yamaha agent



Please feel free to contact **Boating Dynamix** on **021 535 3735** or info@boatingdynamix.co.za

Marine Generator for Hybrid Propulsion

Glacier Bay Inc., a leading manufacturer of advanced energy management technologies, announces the next generation Marine Generator for Hybrid Propulsion.

Glacier Bay, with Yanmar Marine USA's pre-approval, will be using a Yanmar Marine engine in its next generation hybrid-electric propulsion system. This is a promising development in the field of marine hybrid-electric power and addresses some of the challenges previous implementations were facing. While most marine generators use industrial engines that have been marinized, the system Glacier Bay will develop is based upon a Yanmar marine engine that leverages Yanmar's decades of marine experience and is rated for Tier III emissions standards – far exceeding current USA regulations. Boat builders and owners alike find it compelling that their engine can be easily serviced anywhere in the world through Yanmar Marine's vast support network. "We're proud to use a Yanmar Marine engine on such an innovative project. The industry is yearning for a reliable hybrid propulsion solution that can be easily serviced worldwide," said Glacier Bay CEO, Marc Hoffman.

Glacier Bay's next generation marine propulsion and power system provides power for both house loads and propulsion, eliminating a generator solely for "hotel-load" power. Glacier Bay generators are true "load following", which eliminates "wetstacking" and improves efficiency, since they only create the power needed at the moment required. "Our systems have some of the best power-to-weight ratios in the industry and provide boat builders unmatched design flexibility. And now, as our customers travel the globe, they can enjoy the benefits of the extensive Yanmar Marine service and parts dealer network," said Lance Brown, Glacier Bay's VP of Business Development.

For more information, visit: www.glacierbay.com

Satellite Communication (satcomms.co.za) is pleased to introduce FleetBroadband



FleetBroadband provides cost-effective broadband data and voice, simultaneously, on a global basis. Based on 3G standards, FleetBroadband provides constant, simultaneous access to voice and high-speed data services, on a global basis. You can send and receive email with large file attachments, comfortably run complex data applications and make voice calls at the same time. FleetBroadband can be rapidly deployed across your entire fleet and, as a standard IP service, seamlessly integrated with head office networks. Terminals operate globally and the user interface will be standard across all manufacturers' products.

Services include

Standard IP - Guaranteed data rates on demand up to 256kbps.

For email, internet and intranet access via a secure VPN connection, at speeds up to 432kbps over a shared channel.

Voice

Make voice calls at the same while accessing your data applications. Voicemail is also available. Group 3 fax is supported via the voice channel.

ISDN - Supports ISDN at 64kbps for your legacy applications.

SMS - Send and receive text messages (up to 160 characters)

FleetBroadband supports an extensive range of commercially available, off-the-shelf software, as well as specialised user applications. E.g.: Email and webmail Real-time electronic chart and weather updates Remote company intranet and internet access Secure communications Large file transfer Crew communications Vessel/engine telemetry SMS and instant messaging Videoconferencing Store and forward video.

For more information, contact Satellite Communication email: info@satcomms.co.za
web: www.satcomms.co.za or Tel: +2711 4021166

Zero leakage mag drive pump



New Mag drive pump by Verder Pumps promises:

- Zero Leakage, guaranteed. No spillage, no downtime for leakage and environmentally responsible. No glands and no mechanical seals.
- Patented thrust balance: impeller stays in the middle No back and forth thrusting. Less energy, less friction, less wear and tear – longer life
- Only mag-drive pump that Handles solids and volatile liquids

For more information visit the Verder pumps website:
<http://www.verder.co.za/> or call 011 704 7500

Drawback of duties on imported materials/goods used in the manufacture, processing, finishing, equipment or packing of goods for export

Many manufacturers are aware of the benefits that can be obtained under TH521.00, which allows for the drawback of duties on items or materials used in producing export goods, but several do not take advantage of this incentive.

Introduction

There are many reasons for this. The processes are complex and not all companies have the resources to handle these complex claims. Some companies have had their claims rejected by SARS for lack of proof of export or other reasons and have subsequently given up, and many are unaware that they can claim duties paid by a third party supplier, provided that all documentation is available to prove the relationship between the imported goods and the exported goods. A normal impediment to this latter situation is that it would be difficult for you to persuade your suppliers to let you have their import documents as they contain confidential information. CIA is able to assist in this by interposing itself in the chain, and preparing and processing the refund claim under the strictest confidentiality, an activity that may be of benefit to you, your suppliers and your customers.

Scope of services

CIA will:

- Extract the export documents.
- Obtain the relevant bills of material.
- Calculate and schedule the items used.
- Extract the appropriate import documents from your files or those of your supplier.
- Prepare the refund claims.
- Apply for the permit from ITAC.

- Attend to your registration with SARS under the 5th Schedule of the Customs Act.
- Submit and progress claims to finalisation.

CIA works on a contingency basis thus there is no financial risk to any company making use of our services.

Benefits

- A windfall profit will accrue as duties paid on goods used in producing export products can be recouped with the facility to go back six months, and possibly up to two years.
- There is no disruption to your normal routine as all work will be undertaken by CIA.
- You and your customer become more competitive.

Representation

CIA is represented in Gauteng, Western Cape, KZN and Eastern Cape. We can also travel to other regions in South Africa.

Contact details

Customs Investigations & Audits cc, P O Box 913, Knysna, 6570
 Tel: (044) 382 0727
 Fax: (044) 382 0747
 Email: barnes.cia@mweb.co.za

Custom made linens



Oak Avenue Fine Linens are designers, manufacturers and retailers of fine bed and table linens.

We specialise in custom made linens. Our custom made service includes:

- Specialist CMT – individual cutting according to templates to ensure precision fitting for odd shapes
- Sourcing fabrics according to customer specifications
- Dyeing and printing fabrics
- Hand or machine embroidered designs on linens
- Monograms, insignia or logos embroidered onto bed, bath or table linens.
- Custom made throws, quilts and scatter cushions

All our linens are made of natural fabrics, including cottons, linens and woollens and are available in all sizes, including super king size.

Oak Avenue is owned and managed by Esta Maré. Showroom:

**1st floor, The Palms Decor & Lifestyle Centre,
145 Sir Lowry Road, Woodstock**

Tel: 021-465-8919

Fax: 086-619-3572

Mobile: 082-291-4513

e-mail: sales@oakavenue.co.za

EMPLOYMENT OPPORTUNITIES

CTBi with the assistance of CIMM (Cape Initiative in Material and Manufacturing), have scheduled an innovation workshop for you.

Details:

Date: Thursday, 18 March 2009
 Time: 12H30 – 17H30
 Venue: Depart from CTBi Offices
 (CTBi will charter a mini bus, to take us to our two sites)

Itinerary:

Venue: CPUT Bellville campus
 Purpose: Tour of AMTL Product Development Centre
 Time: 13H30

And

Venue: UCT at for
 Purpose: Tour of the Materials Engineering facilities
 Time: 15H30

Both of these learning institutions have dedicated engineering departments, which focus on research and development of new products.

Please RSVP by Wednesday, 16 March 2009 to roshin@ctbi.co.za

SA Youth set sails (hopefully) aboard the Tall Ships! With a little help from us!

Bryan Castle has been selected as one of only ten young South Africans, aged 16 - 18 years old, to represent South Africa on the SV Concordia (an educational Tall-Ship) as part of the Class Afloat program, sailing from Cape Town via Namibia, St. Helena and then on to Bermuda from where they fly home. The team leaves Cape Town on the 2nd April 2009 and returns 17th June 2009.

This group of youngsters is diverse in nature — race, sex and resource background. The group has been drawn from all levels of society with those able to afford the costs and as well as those from grass root families. The expectation of the youngsters is that they, on their return, actively mentor and assist by example, others in their communities who are less privileged.

It is hoped that ANY donation / sponsorship / assistance be made — no matter how small, as the overall result will be to enable these youngsters to experience this fantastic

opportunity. The costs per youth are R28000 for the voyage; flights back home, visas, insurance etc. The original price was R35000, but some careful adjustment of the budget has brought this lower. As the group is selected on merit and also to represent a South African social microcosm, there are those that are unable to afford the costs by background as well as due to their parents' own resources. For these, fundraising is being done via whatever means feasible.

There have been arrangements made for press coverage of the departure and also a follow up after the voyage so from that aspect there will be recognition of the sponsors and there is a fair amount of mileage available from this.

We have received a request from a family in the Overberg to assist with sponsoring their son for the mission. Please see his details below and let us know if there is any way in which you can assist this youngster.

Profile : Bryan Castle, aged 16, Stanford, Overberg



Bryan lives with his parents and is the 2nd eldest of 5 children. He currently attends Hermanus High School where he is in matric and also a Prefect for 2009. He plays rugby and swims for the school and enjoys rowing, chess, reading and people. He plays the tenor saxophone and electric guitar.

Bryan's dream is to become a Rhodes Scholar at Oxford, and besides getting his degree, also obtaining his Blues in Rugby and Rowing. He does not come from a wealthy family and knows that it will be up to him to achieve these dreams. He sees himself as disciplined and hard-working and sees this trip as a once in a life-time opportunity and hopes that the lessons learnt can be brought back to encourage and mentor other youth in South Africa to follow their dreams.

Says Bryan: 'My parents returned to South Africa to start a Centre for Sustainable Living and Farming and so give something back to the country — I hope that this voyage will give me the skills necessary to give back A LOT to my country.'