



## Integrated Marine Group race ahead



Here at Integrated Marine Group we've been busier than ever with refits, yacht support and crew placement.

Recently we joined the Association of Yacht Support Services (AYSS), an international network offering support solutions to owners, captains and crews and engineers of large ocean-going yachts.

Among the tightly-knit family of superyacht owners, captains and crew, New Zealand is gaining a reputation as a great place to refit and Integrated Marine Group as the people to get the job done – smoothly, on budget and on time.

Since our last newsletter numerous yachts have completed refits with us and more exciting projects are underway.

A few highlights include the 52-metre Amels vessel Tigre d'Or, which undertook her 10-year Lloyds and a yard period; the 65-metre MY Yaakun, which underwent her 20-year Lloyds and extensive refit work – completed at short notice – and the 50-metre Amels expedition yacht Karima, in New Zealand for her 15-year Lloyds survey and a major refit.

Currently we're looking after the 56-metre Perini Navi yacht Zenji, in New Zealand for her five-year ABS survey and a yard period, including a

full repaint. Zenji sailed to New Zealand from the Mediterranean for the Louis Vuitton Pacific Series match racing regatta held in Auckland in February – the only superyacht to make such a trip on her own bottom this year. The voyage took 37 days.

Once here Zenji's captain decided to spend yard time in Auckland: Integrated Marine Group is overseeing the project.

But Integrated Marine Group is not just about refits. All of the yachts mentioned above also made use of our yacht support services – an integral part of our business that fits seamlessly with our engineering, servicing, refit and technical expertise.

Others to enjoy yacht support in the last year include Shenandoah, Surprise, Vent D'Est, Tamsen, Twizzle, Salperon IV, Naos, Ipixuna and Crystal Lady.

Our yacht support team is committed to getting things done! We handle immigration assistance; customs arrival documentation; visa or TIE extensions; accommodation; crew placement; crew welfare, personal assistance and entertainment; cruising itineraries; domestic and international travel – the total package.

Integrated Marine Group also organises social events for visiting crews: New Zealand wine tasting, go-kart racing, paint ball, skiing trips, whitewater



# Brilliant summer for MY Karima



rafting and more. We aim to make a yacht crew's stay in New Zealand fun!

The 2009 Louis Vuitton Pacific Series and Millennium Cup Superyacht Regatta were big draw-cards to New Zealand for visiting yachts. The yacht crews found Integrated Marine Group's new premises particularly convenient. We are now right in the heart of the Auckland's Viaduct Harbour Marine Village, home to all things marine, with many other city amenities close by

The Millennium Cup is organised by NZ Marine (New Zealand's marine export group), chaired by our Managing Director Mark Wightman. The Cup is dear to the hearts of our staff and we played a key role in the Millennium Cup organisation as a Platinum Sponsor.

Here at Integrated Marine Group we pride ourselves on our professionalism. Our small, hardworking team works together to ensure our customers get the best possible care. Our skills are complementary and we're proud of the quality of our work.

Above all, each of us – Dave Low, Project Manager; Jeanette Tobin, Yacht Support Manager; Rachel Harrison, Yacht Support and Crew Placement; Munesh Sharma, Accounts; and Mark Wightman, who steers the ship – is passionate about our work. We love what we do.

After such a busy year the team is looking forward to more of the same heading into another South Pacific summer. We're supremely confident we can offer visiting yachts unmatched service, no matter what they require.

The word is out!

Mark Wightman  
Managing Director

MY Karima's coming to New Zealand to refit was no sure-fire thing. In June 2007 her captain, met with IMG's Jeanette Tobin in Tahiti at a time when he and the ship's owners were undecided whether they would choose New Zealand or Australia for Karima's scheduled refit.

Talking with Tobin, her captain liked what he heard and requested more information.

Mark Wightman, Integrated Marine Group's MD, flew up to Fiji to meet with Karima's crew a month or so later to discuss the scope of work and to cement their choice of New Zealand as a refit destination.

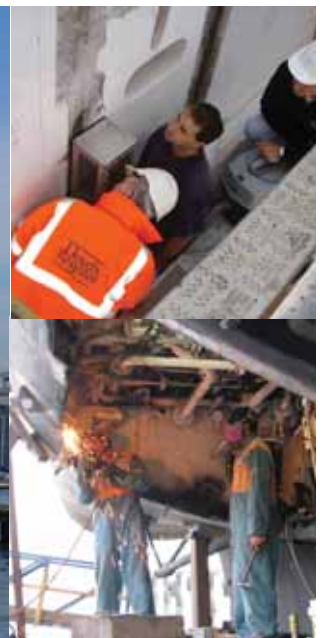
The first part of a two-part refit programme under IMG's stewardship began in October 2007, with a break of several weeks during the New Zealand summer, when the boat's owner and guests cruised

around the New Zealand coast. Work began again in March 2008 and was completed later that year.

Captain Williams wrote: "I was not here to become friends, only to complete the works... In a very short space of time I recognised the support that surrounded me in the IMG team. This was not only the project managers, but also the management of each of the companies under the IMG banner. All of these contractors have a first-class understanding of the task at hand and the quality and pride of their workmanship has been outstanding."

Under Jeanette's capable direction the owners along with their family's and guests, enjoyed extended cruises that took in just about everything the North Island of New Zealand has to offer.

During the course of four separate cruises over several weeks, all in brilliant summer weather,





Karima spent time in the Hauraki Gulf, visiting Waiheke and Great Barrier Islands. Her crew and guests enjoyed the best of Auckland's urban lifestyle, including top restaurants and opera, as well as the region's great outdoors. They visited vineyards and cafes on Waiheke, went tramping and mountain biking at Tawharanui Regional Park and Great Barrier Island and tried their hands at hang-gliding.

From anchorages in the Hauraki Gulf they left by helicopter to sample caving among glow worms at Waitomo, whitewater rafting and a cultural tour in the Central North Island, trout fishing and fine dining at Huka Lodge near Taupo and walking on a live volcano at White Island. New Year's Eve saw Karima join festivities with 200 other boats on the Coromandel Peninsula.

Later, as Karima headed northwards to the Bay of Islands and beyond, they visited giant kauri trees of Northland's Waipoua Forest, the sands of Ninety Mile Beach and sampled the surf at Ahipara.

Each evening the boat would anchor in a different cosy anchorage or remote, sheltered bay. From there those aboard could enjoy fishing and diving, which became the main focus for the owner and his family. Excursions included exploring the Rainbow Warrior, one of New Zealand's premier wreck dives. They also enjoyed taking the vessel's helicopter, or one of its boats, to go ashore and visit places of interest inland.

Williams concludes, "Each of the heads of department aboard has mentioned countless times how reliable and helpful the entire project

management team and accounting department have been... and the tireless efforts from IMG Yacht Support, who have worked endless hours and weekends to ensure the guests and heads of department were happy. We have all come to rely on IMG with the confidence of knowing we have help whenever we pick up the phone wherever we might be.

"It has not taken long for me to recognise that I have included all of the team in IMG and Yacht Support as friends."



## Mark Wightman: Managing Director,

Mark co-founded the organisation in 2003, bringing together the coalition of partner companies that comprises Integrated Marine Group.

Originating from a naval and commercial shipping background in engineering, he gained qualifications as a Class 1 Engineer and as an Electrical engineer, sailing for many years on containerships on the round world service to and from Europe.

Followed by 5 years working in the robotics industry before entering the rapidly growing Superyacht industry.

He has since spent the last 15 years actively involved in the Superyacht Refit industry in New Zealand, including the periods through the two America's Cup campaigns held in Auckland.

Mark is also the current Chairman of the NZ Marine Export Group and recently ran the Millennium Cup Pacific Series regatta held in Auckland, February 2009.



## Jeanette Tobin: Yacht Support Services, Yacht Agent

Jeanette Tobin has performed the role the Yacht Support Agent for Integrated Marine Group (IMG) since April 2006.

Jeanette trained in pharmaceuticals and marketing, enjoying a successful career, before taking up a yacht support role as the front-line contact person for another yacht agent in Auckland, where she worked until joining IMG.

In her time with IMG, Jeanette has managed the 55m MY Sorcha throughout her 12-month Pacific voyage, liaising with international agents as required, as well as looking after the boat while it was in New Zealand.

She has acted as support agent for the following vessels, both in operational and refit modes, as well as many others: SY Shenandoah (54m), MY Surprise (35m), MY Yaakun (65m), MY Karima (49m), MY Sorcha (55m), MY Andiamo (43m), MY Bullish (38m), MY Crystal Lady (35m), SY Zulu (38m), SY Helios (38m), SY Zenji (56m), SY Tamsen (52m), MY Tigre D'or (55m).

Jeanette is Integrated Marine Group's primary contact when it comes to a yacht's operational needs – in New Zealand and in the wider geographic area IMG services.



# Zenji Underway in Central Auckland



S/Y Zenji  
56m Perini Navi

Zenji arrived into Auckland after a mad dash of 37 days direct from the Mediterranean, arriving just in time for the Louis Vuitton Pacific Series. Integrated Marine Group's Yacht Support division looked after the needs of owners, guests and crews during this time.

In the 10 days immediately prior to the owner arriving, Integrated Marine Group completed an extensive list of work – on time and on budget. Impressed by the efficiency and quality of workmanship, Zenji's captain then elected to also undertake the boat's scheduled refit period in New Zealand.

Integrated Marine Group had quickly juggled their teams and facilities so that Zenji could be hauled out briefly in order to meet her five-year ABS Survey requirements. Zenji then returned to the water in anticipation of a short cruise prior to the main refit. The cruise was cancelled and the boat returned to Auckland to begin the main refit immediately. Rigs were removed and the boat hauled out for a full paint and interior refit – all within walking distance of Auckland's CBD.

Zenji's crew is now happily ensconced in Auckland, close to the city and the boat, enjoying all that New Zealand has to offer during winter.

# Tigre D'Or Cruising the Pacific

After a phone call to Jeanette Tobin, Integrated Marine Group's Yacht Support Manager, in November 2008, M/Y Tigre D'Or left San Diego and headed 'Downunder' to New Zealand. Her mission: to continue an adventure begun on her last visit five years ago – a voyage the owner had been dreaming about.

After a short works period prior to the owner's arrival, the boat headed off to cruise the South Island of New Zealand for several weeks.

Upon returning to Auckland, the captain decided to undertake a minor refit with Integrated Marine Group's Refit Division, as well as the vessel's 10-year Lloyds survey.

All the work was completed on time and the boat passed survey with flying colours, before Tigre D'Or continued on her South Pacific travels for the southern winter.

M/Y Tigre D'Or  
55m Amels motor yacht



## New premises fit the bill

Integrated Marine Group was obliged to find new premises when their old building was demolished in 2007 as part of Auckland City's ongoing waterfront development.

They found a new home in the conveniently located ex-Team Alinghi Headquarters overlooking Viaduct Harbour in Halsey Street, Westhaven, across the road from their old premises.

With spacious offices on the first floor, the new premises have the space to accommodate IMG's growing business. They are centrally located to berthing facilities in Viaduct Harbour and elsewhere on Auckland's waterfront, as well as associated marine businesses, and have proved particularly convenient for visiting yacht crews and IMG staff alike.

## Integrated Marine Group joins AYSS

The Association of Yacht Support Services (AYSS) is an international network of companies collectively supplying a huge range of products and services to the superyacht world.

The Association offers solutions to owners, captains and engineers of large ocean-going yachts that smaller individual companies find impossible to match. It is committed to helping its members improve their business performance and skills.



Conceived by a yacht captain, a yacht parts supplier, a yacht agent and a yacht charter/broker, and originally called 'The Worldwide Priority Parts Network', it evolved into a global association now known as AYSS, which includes 77 members in superyacht destinations around the world.

Integrated Marine Group joined AYSS in late 2008. South Pacific region members seek to continually improve services to yachts in the region and meet regularly to share ideas. IMG Managing Director Mark Wightman represented the wider region on a panel at the American Superyacht Forum in Seattle, Washington in May 2009.

"Membership of AYSS allows Integrated Marine Group to be part of a group that sets a high standard internationally. We are looking forward to a long and fruitful association with other AYSS member companies, working together to provide the best solutions and services for our customers," Wightman said.

Come and see us at these European Shows:

MONACO YACHT SHOW **mys** Monaco Yacht Show  
23-26 September 2009  
Stand QJ7

TRADE SHOW **METS** METS Trade Shows  
17-19 November 2009

