

## Integrated Marine Group *makes things happen*

Founded in 2004, Integrated Marine Group is an Auckland, New Zealand, based consortium specialising in yacht equipment and materials supply, shore side support, new-build, refit, repair and engineering services, as well as comprehensive yacht support with worldwide backup.

Modern yachts are increasingly reliant on complex engineering systems to meet and deliver the performance expectations of busy owners. Vessels are larger and more complicated than ever before, so systems need to work properly to maximise a yacht's operational use. Engineering performance is one of the most important aspects in determining whether or not a luxury vessel delivers on the dream. Working well, engineering is invisible, but an engineering failure at a critical time can sour an eagerly anticipated journey and throw up a raft of safety and logistical issues for owners and crew.

To service the complex engineering used in today's ocean-going yachts, IMG's three

component companies – Electrics Afloat, General Marine Services and Whiting Power Systems – combine core engineering disciplines. Between them they are New Zealand agents for over forty major brands of marine equipment.

IMG places a high priority on meeting their promises and providing ongoing support for its customers after the job is done – it is proud to be able to support vessels across the globe. IMG can handle any marine engineering project, managing its every aspect, if required, and employing the services of appropriate trade specialists and facilities in New Zealand and overseas. It's a one-stop refit and repair shop, but also offers onsite repairs and support anywhere in the world.

Management services include crew placement, pre-arrival, documentation, provisioning, ship's spares, crew welfare, personal assistance, accommodation, travel – whatever a yacht's needs, IMG can help.

"The skills and innovative ideas for which New Zealand has gained recognition in superyacht

and performance yacht construction are certainly not confined to that sector," asserts IMG's Managing Director Mark Wightman.

"IMG prides itself on its ability to reliably inject the same skills into refit and repair projects with highly successful outcomes. We bring together quality teams of people to match the most challenging of work lists and conduct and manage the entire project to meet the unique needs of each vessel.

"The real strength of IMG is our core team of 85 staff, who have a real passion for what they do. The results speak for themselves," says Wightman.

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# Yacht support

Yacht support services, under the capable management of IMG's Jeanette Tobin, is an increasingly important part of the Integrated Marine Group's overall business.



(Jeanette and IMG are providing yacht support services for the 46m yacht Sorcha for the duration of her year-long Pacific voyage.)

"Our philosophy is to offer customers a complete package. We already supply first-class engineering and technical support here in New Zealand and anywhere in the world, so extending our service to include logistical yacht support to make the lives of our customers' easier while at sea was a logical next step. We think IMG is unique in offering such a comprehensive, all-encompassing service," explains Jeanette.

Due to the group's South Pacific base, they're Pacific Rim yacht support specialists, but IMG work closely with partners around the world to provide high quality yacht support anywhere on earth.

In the last six months IMG has provided yacht support services for Andiamo, Bullish, Crystal Lady, Ipixuna, Salperton, Steadfast of Aberdeen, Scarlet Muse, Sorcha and most recently, the 65m motoryacht Yaakun (see separate story). Jeanette and IMG are also providing yacht support services for the 46m yacht Sorcha for the duration of her year-long Pacific voyage. IMG managed her scheduled maintenance and

repairs during a stopover in Auckland. Sorcha is currently in Palau.

IMG's yacht support services include taking care of visa, arrival and berthage details and personalised orientation and facilities familiarisation. On arrival in New Zealand, visiting yachts can expect to be greeted by Jeanette's smiling face, while most other services can be provided in foreign ports via IMG's partners.

"Our staff are our most transportable asset," explains IMG's Managing Director Mark Wightman, "and we send them where they're needed to service our customers."

Yacht support extends to crew placement and recruitment, including air tickets and accommodation arrangements, yacht provisioning, equipment and supplies – even organising tours, sightseeing and landbased activities.

With IMG's broad experience in the Pacific and beyond, they can recommend cruising itineraries to suit every taste.

Many of IMG's customers visiting Auckland for refit, repair and maintenance take time to explore New Zealand's superb cruising grounds. IMG can help out with anchorages, berths and other details, or organise terrestrial sightseeing in New Zealand and beyond.

Sometimes the service extends to the most personal help: recently Jeanette was able support one of her clients who decided to have her baby while in New Zealand and she has also arranged a beach wedding at Muriwai for another visiting client.



(Sorcha under IMG's care in Auckland 2007)



(LEFT; Yaakun tied up beside the Hilton Hotel on Queens Wharf in Auckland.)

## *Yaakun* chooses Auckland



IMG's Yacht Support Co-ordinator, Jeanette Tobin, made contact with the captain of the 65m Spanish-registered motoryacht Yaakun long before their planned arrival in New Zealand.

Yaakun's owners expressed interest in touring New Zealand and Jeanette offered to organise a two-week itinerary for the owners, their five children and three live-aboard teachers.

On arriving in New Zealand, the parents and children went separate ways. The parents enjoyed some of the most exclusive accommodation and stunning scenery New Zealand has to offer, while the younger set opted for a full-on outdoor and adventure holiday with their teachers.

The family so enjoyed their New Zealand stay that they decided to extend their visit by another two weeks.

Yaakun's captain was also enjoying his first New Zealand visit. He was so impressed with IMG's set-up and can-do attitude that he decided to complete his three-month winter refit in Auckland, rather than in Australia as planned. IMG has been contracted to co-ordinate the entire project and the Captain has moved into offices in IMG's Westhaven, Auckland premises for the duration of the work while his crew of 15 take staggered month-long vacations, many choosing to holiday in New Zealand.

## *Christmas* cruise easily accommodated

The 42-metre Feadship Andiamo is one of the larger projects IMG has managed since its formation in 2004. They are justifiably proud of its successful conclusion.

Andiamo arrived in Auckland in September 2006 for a substantial refit under Integrated Marine Group project management. The refit was completed in March 2007, with a hiatus of a few weeks over Christmas, when the boat's owner took a summer cruise to Northland, Great Barrier Island and the Hauraki Gulf on New Zealand's north-eastern coast.

The refit project encompassed a variety of

ongoing maintenance and work performed to Lloyds survey. Two new Northern Lights common rail diesel generators were fitted, as was a new directional sonar system and a Nitrox dive charging system – Andiamo's owner is an enthusiastic and skilled scuba diver.

Andiamo's teak decks were sanded from end to end and her two tenders stripped down, totally overhauled and painted. In addition IMG hauled out Andiamo at Oram's yard in Auckland for underwater maintenance aspects of the refit.

IMG is proud of the fact that Andiamo was completed on time to the highest of standards.

She left Auckland on schedule, her owner and crew looking forward to cruising and diving in the tropical Pacific.

"The project was 100% successful," said IMG principal Mark Wightman; "she was finished on time and we were able to successfully work around the owner's wishes for a Christmas cruise in New Zealand."

(ABOVE LEFT: The 42-metre Feadship Andiamo, pictured here in the Galapagos Islands, is one of the larger projects IMG have managed since their formation in 2003.)



## *Adele's tight schedule* no problem

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The 55-metre modern sailing yacht Adele sailed into Auckland in August 2006 – at the time the largest sailing yacht ever to have visited New Zealand for refit and repair.

Adele was in town to have scheduled work undertaken on a very tight three-month schedule before continuing on her round-the-world cruise.

The work list was a large one, given the tight schedule imposed, with much of the work centred around Adele's engineering space. Integrated Marine Group were contracted to do the work in Auckland and they were able to deliver the desired outcome within the three-month period, despite unforeseen problems.

"IMG Team Leaders did an excellent job of keeping me informed on a daily basis as to the status of affairs, never leaving me in the dark on any aspect of the project," wrote Adele's Chief Engineer Paul Irvine in a thank-you letter, adding: "...I dread yard periods because of their

chaotic nature and the opportunity for errors to occur. It was refreshing to have the IMG team on board knowing that the job would be done properly and I could leave them alone with peace of mind."

Irvine was so impressed with IMG's commitment and efficiency he contracted them to undertake additional work aboard Adele during her Auckland stay.

Three months after arriving, Adele left Auckland, bound for the Southern Ocean and Antarctica. In four months cruising after her Auckland refit, the chief engineer reported only having to tighten two hose clamps and one bolt – testament to IMG's efficiency and professionalism. The proof, as they say, is in the pudding.

Irvine enthusiastically says IMG's operation is typical. "IMG is a great concept: one main contractor looking after all the engineering and electrical needs of the boat – and now with yacht support,

offering an added dimension to an already slick operation," he wrote. "To know that the total requirements of the boat are looked after by one group with such technical expertise and genuine interest is a captain and crew's dream."

Repeat business is the goal of every company. With Adele, IMG look to have ensured a lasting and ongoing association, which extends to individuals amongst the crew.

Irvine wrote: "...the crew of Adele have made many lifelong friends from within this group and we have felt part of their extended family – a very unusual occurrence within this industry... I hope I visit New Zealand on another boat some day and that we stop for a yard period there again. I know where I'll be heading!"

(ABOVE: Adele explores Antarctica after her Auckland re-fit. Rick Tomlinson photo.)

# Greater than the sum of its parts

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Integrated Marine Group comprises a strategic alliance of three companies: General Marine Services, Electrics Afloat and Whiting Power Systems. Prior to forming IMG in 2004, each of the three component companies were already respected, well-established entities within the New Zealand marine industry servicing the refit, repair and new construction sector of the large yacht industry.

Together, they are able to offer their customers a breadth of experience and range of skills difficult for any single company to match.

Integrated Marine Group is headed by Mark Wightman, ex-Navy and Merchant Navy engineer, who joined Whiting Power Systems as Superyacht Services Manager in 1993 after five landlocked years working in robotics and multi-media systems.

Wightman left Whiting Power Systems in 2004 to head up Integrated Marine Group, adding Jeanette Tobin to the operation in 2005 to look after the growing yacht support side of the business.

Tobin brings a pharmaceutical and marketing background to her new role, but she has been involved in the New Zealand marine industry in some capacity for many years. She is liked and respected by superyacht owners and crews, who like her friendly approach and practical efficiency.

Wightman's role is to coordinate and manage the experience and broad skill base of three well-established companies across a range of engineering and service disciplines for the benefit of IMG's clients.

## The Companies

### Whiting Power Systems

Tony Whiting established Whiting Power Systems in 1984 after a stint with Caterpillar in the USA and a family sailing voyage around the Pacific Rim. The Whiting family name is well known within New Zealand yachting circles for generations of sailing luminaries. Tony is highly respected for his in depth knowledge of engineering systems aboard modern yachts.

Over a period of years, Whiting Power Systems built a reputation for success in the challenging and increasingly complex superyacht field. The company is currently New Zealand distribution and service agents for premium marine propulsion brands including Yanmar, Lugger, MAN, Northern Lights, ZF, Hundested, Twin Disc, Lo-Rez and Aquadrive, along with marine airconditioning and heating products from Cruisair, Eberspacher, Grunert and Marine Air.

### General Marine Services

General Marine Services was established in 1993 when Roy Chalton and Michael Coventry returned from Europe following many years crewing aboard superyachts and a stint with Sunsail in the Mediterranean. Wanting to continue working in the marine industry, Chalton and Coventry set up General Marine Services, initially specialising in marine fluid handling. Today they offer sales, service and installation for marine air-conditioning, toilet systems, treatment systems, watermakers, bow thrusters, stabilisers, hose fittings and pumps.

General Marine Services are the New Zealand representatives and agents for Cummins Onan generators, FCI watermakers, Headhunter toilets and treatment systems, Marquipt davits and cranes, Kahlenberg horns, Gianceschi pumps and blowers, Guidi, Microphor, Westfalia separators, SIHI pumps, Grunfos pumps, Trident marine hoses and Jabsco products.

### Electrics Afloat Ltd

Electrics Afloat Ltd (EAL) was founded in 1987 by Warren and Jan Tait to provide electrical services to the marine industry. EAL's skills are recognised and respected locally and internationally and the company is well known for their technical expertise in luxury, commercial and military vessels. Many refitted and new-built vessels in New Zealand proudly display the EAL banner on their electrical installations.

Based in Westhaven, Auckland, EAL offers electrical design, refits, maintenance and installation, project management and marine electrical sales and service. EAL stock and supply leading marine electrical brands, including Cantalupi, Aqua Signal, Blue Sea Systems, Bosch, Faria, Heart Interface, Endurant, Perko, Mastervolt and VDO among many others.



## Commitment praised

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Stephen Persiani, chief engineer aboard the UK-registered superyacht Aurora, was full of praise for the team at IMG after calling into Auckland for a refit in February and March 2005.

IMG undertook "a huge assignment on Aurora" prior to its navigation back to the Mediterranean and subsequent immediate employment in a full season of charter work. The team worked

to a tight schedule, really putting the hours in towards the end of the project to ensure Aurora was finished on time.

"The team of engineers involved showed commitment in getting the job done and achieved good results in the tight timeframe available," Persiani wrote in a letter thanking IMG for their work and ongoing technical

support, an aspect of IMG's service Persiani singled out.

He remains an enthusiastic IMG supporter, writing: "I believe that with the group's experience, background and facilities, it has the right formula for the superyacht industry and it will keep Aurora coming back in the future."

**High praise indeed!**

We are proud to represent these leading brands



Vessels that have returned to have work done by the partners of IMG

S.Y. Adele	S.Y. Chimera	M.Y. Grand Finale	S.Y. Kokomo	S.Y. Perseus	M.Y. Spada
M.Y. Adlib	M.Y. Crystal Lady	S.Y. Helios	S.Y. Liberty	M.Y. Princess Marla	S.Y. Surama C
M.Y. Affinity	M.Y. Dardanella	S.Y. Hetairos	M.V. Lone Ranger	S.Y. Red Dragon	S.Y. Takapuna
S.Y. Anakena	S.Y. Eclipse	S.Y. Hyperion	S.Y. Mari Cha II	S.Y. Sariyah	S.Y. Thalassi
M.Y. Andiamo	S.Y. Enterprise	S.Y. Imagine	S.Y. Morning Glory	S.Y. Savannah	M.Y. Ulysses
S.Y. Andromeda la Dea	M.Y. Espiritu Santo	S.Y. Independence	S.Y. Naos	S.Y. Seaquell	S.Y. Unfurled
M.Y. Antarctica	S.Y. Freedom of Flight	S.Y. Irishman	S.Y. Nazenin	S.Y. Shenandoah	S.Y. Velsheeda
M.Y. Bodicea	M.Y. Freesia	M.Y. Itasca	S.Y. Nelson	S.Y. Silvertip	M.Y. Yaakun
M.Y. Bullish	S.Y. Galileo	S.Y. Janice of Wyoming	S.Y. Northern Spirit	M.Y. Sinbad	S.Y. Yanneke Too
S.Y. Charlatan	S.Y. Georgja	M.Y. Katana	S.Y. Passe Partout	M.Y. Sorcha	S.Y. Zulu