



BOAT TECH ASIA
23-24 April 2007
SENTOSA COVE
SINGAPORE

In conjunction with



Trade Conference for Boatbuilders and Equipment Manufacturers Exploring Business Opportunities in South and Southeast Asia

[Boat Tech Asia \(23-24 April 2007\)](#)

Boat Tech Asia – a conference showcasing boatbuilding & related equipment manufacturing in South & Southeast Asia - is the sister conference to the highly acclaimed Boat Tech China that ran successfully in Guangzhou in April 2006 and was attended by 195 delegates from 20 countries. For many companies looking for a cost effective manufacturing base, the region's mix of business attributes (lower business costs, low risk, good infrastructure and an educated workforce) gives it the competitive edge.

Pockets of boatbuilding are sprinkled around the region. Renowned brands manufactured in the region include *Grand Banks*, *Eastbay & Aleutian*, *Mickelson Motoryachts*, *Rogers 46*, the *Farr* range of yachts, the *Mumm 30*, *Menken Maritiem*, *Yarmouth* and *Cromarty* sailing yachts and New Zealand based superyacht builder Sensation Yachts is starting a yard in Singapore.

The region has a network of over 50 marinas and yacht clubs, a growing base of sailors and attractive cruising grounds. Phuket and Langkawi are not just havens for sun-worshippers, but are *Sunsail* bases and magnets for both regional and international yachtsmen. The growing boat buyers market in South and Southeast Asia accelerates the boatbuilding activities in the region.

The inaugural Boat Tech Asia will run 23-24 April 2007 (conveniently sandwiched between Boat Asia 19-22 April, and Boat Thai 27-29 April 2007). Like Boat Tech China, this is a one-stop shop for the world's boatbuilders to gather information and network with players in the South & Southeast Asian arena. Boat Tech Asia and Boat Tech China will run biennially in alternating years.

The countries of South and Southeast Asia are already the manufacturing base of a wide range of industries. While Singapore serves as an excellent regional R&D base and business & marine services hub, Thailand, Malaysia, Indonesia, Vietnam, India, Sri Lanka and other countries in South and Southeast Asia offer cost effective manufacturing of leisure boats. Besides low labour and shipyard costs, many countries offer inward investment incentives & tax breaks. The advantage of competitive labour cost, low risk, good infrastructure and an educated workforce in the region result in boats and products that meet the highest standards in the world.

Let Boat Tech Asia reveal to you the best-kept secret places for quality boatbuilding in Asia!

[Site Visits to Local Boat Yards](#)

On April 25 and 26 there will be an opportunity to get some first hand insights into the boatbuilding activities at some of the most prominent boat yards in Singapore, Malaysia and Thailand. The boat yard field trips will provide you with a unique opportunity to talk to the local boatbuilding experts and get an insight in the practical implementation of current boatbuilding technologies in their yards.

[Meet the Government](#)

During the conference and site visits, senior government officials will be present to give you in-depth insights in the local boatbuilding opportunities, fabrication outsourcing possibilities and the current investment climate.

Who Should Attend?

The Boat Tech Asia 2007 Conference is primarily targeting at boatbuilding companies, equipment manufacturers and service providers looking at boatbuilding industry and equipment sales opportunities in Southeast Asia including:

- (Overseas) boatbuilding companies looking at low-cost boatbuilding opportunities in South and Southeast Asia
- Equipment manufacturers/service providers looking at selling their products or services to the growing boatbuilding industry in South and Southeast Asia
- Boatbuilding companies based in Asia wishing to enter into leisure boatbuilding or expand their current boatbuilding business.
- Boatbuilders, repairers, and solution providers based in Asia interested in new manufacturing techniques to improve the productivity and efficiency for immediate application into their business.

Industry Categories Include:

- Boatbuilding companies/boat yards
- Manufacturers of boatbuilding materials, components & systems, tools & machinery
- Designers, architects and engineering companies
- Construction and consultancy services companies
- Marina equipment & services companies
- Manufacturers of Engines/technical fittings
- Deck equipment/hardware manufacturers
- Communication, navigation and electronics equipment companies
- Training and educational institutes
- Legal & financial advisors
- Associations and government bodies

[Get an Overview of the Local Boating Market Development in Asia at Boat Asia 2007 and Boat Thai 2007](#)

Boat Tech Asia is held in conjunction with **Boat Asia 2007** (Singapore, April 19-22) and **Boat Thai 2007** (Bangkok, April 27-29).

Boat Asia 2007 is Asia's leading leisure boat show for yachts, powerboats, superyachts and marine equipment and accessories. Boat Asia continues to grow year-on-year. With 6,125 attendees from 35 countries and more than 120 exhibitors from 19 countries participating in Boat Asia 2006, the show clearly indicates that there has been an upturn in general interest of the boating lifestyle amongst consumers in Asia.

Boat Thai 2007 will be the focal attraction and marketplace for key players in the boating fraternity to transact, network and seek business opportunities. Buyers and visitors will be thrilled by the world-class exhibits and luxurious yacht displays. There will also be a host of exciting on-site activities to engage visitors. Boat Thai is organised in conjunction with ADEX 2007 to promote the development of pleasure boating, water and lifestyle activities in Thailand. The event is fully supported by Tourism Authority of Thailand and is also endorsed by Thailand Convention and Exhibition Bureau (TCEB).

Advisory Committee:

Oh Kean Shen, Managing Director, **Pen Marine SDN BHD, Malaysia**

YP Loke, Managing Director, **Spinnaker International Pte Ltd, Singapore**

Mike Derrett, Marine Consultant, **Mike Derrett Marine, UK**

SCHEDULE OF EVENTS	
April 19-22	Boat Asia 2007 Exhibition
April 23 & 24	Boat Tech Asia 2007 Conference
April 25	Boat Tech Asia Site Visits Singapore & Malaysia (Grand Banks & dk Yachts)
April 27-29	Boat Thai 2007 Exhibition

BOAT TECH ASIA 2007 DRAFT CONFERENCE PROGRAMME

23 April, Monday 08.30 – 12.00

MORNING KEYNOTE SESSION

07.30 **Registration & Coffee**09.00 **Welcome Note and Introduction by the Chairman**

09.10 **Official Welcome Address**
Singapore as a Regional Equipment and Services Hub and Centre of Competence for the Building of Higher Added Value Boats/Superyachts

- Comprehensive marine industry cluster
- Integration within a world class supporting Industry
- Infrastructure
- Equipment manufacturing and aftermarket
- R&D base and business hub for marine services
- Potential for manufacturing of superyachts

Singapore EDB (participation confirmed, topics and speaker to be decided)

09.40 **Guest Speaker**
Dr Paolo Vitelli, President,
Azimut-Benetti
(invited, to be confirmed)

10.00 *Morning Break*

10.15 **Market Analysis and Statistics of Boatbuilding Industry Development in the Region and Presentation of Boating Industry Summary Report on "The potential for boatbuilding in South and Southeast Asia"**

YP Loke, Managing Director,
Spinnaker International Pte Ltd, Singapore

11.15 **Round Table Discussion: "Boatbuilding Business Opportunities, Developments and Needs in South(east) Asia"**

Panelists:

- Oh Kean Shen, Managing Director, **Pen Marine SDN BHD, Malaysia**
- Brent Perry, Vice President Customer Services & Quality Control, **Grand Banks, Singapore**
- Mohd Ali Hanasia, President, **dk Yachts, Malaysia (to be confirmed)**
- **EDB, Singapore (to be confirmed)**

12.00

End of Keynote Session

23 April, Monday 13.30 – 17.30		AFTERNOON SESSION	
Track 1 Boatbuilding Business Opportunities and Challenges in South and Southeast Asia		Track 2 Educational Seminars	
<p>Prime target group:</p> <ul style="list-style-type: none"> ▪ International boatbuilding companies looking at low-cost boatbuilding opportunities in Southeast Asia ▪ International equipment manufacturers/service providers looking at selling their products or services to the growing boatbuilding industry in Southeast Asia ▪ Boatbuilding companies based in Southeast Asia wishing to enter into leisure boatbuilding or expand their current boatbuilding business. 		<p>Prime target group: Boatbuilding experts wishing to receive information on new manufacturing techniques to improve the productivity and efficiency and learn how to implement them into their business in Asia.</p>	
Track 1.1 Financing, Cost & Risk Analysis and Market Analysis		Track 2.1 Educational Seminars	
13.30	Welcome note and introduction by the Chairman	13.30	Welcome note and introduction by the Chairman
13.40	<p>Financing and Cost Analysis</p> <ul style="list-style-type: none"> ▪ Financial side of setting up a boatbuilding company in Asia ▪ Pre-construction financing ▪ Cost Analysis (what are the man hour rates, what are the markups for locally sourced materials and contracted services and landed costs of imported equipment?) ▪ What are the shipping and handling charges on imported equipment? ▪ How about payment of customs duties on imported yacht equipment? 	13.40 - 14.25	<p>New Product Introduction & Design For Manufacture – Reducing time, cost and effort to manufacture in Marine</p> <p>Steve Boam, Managing Director, Knowledge Management & Transfer, UK</p>
14.10	<p>Risk Analysis and Insurance</p> <ul style="list-style-type: none"> ▪ Yard liability insurance ▪ Yacht Builders Risks ▪ Yacht deliveries ▪ Yacht cargo ▪ Professional Indemnity insurance <p><i>(topics to be confirmed)</i> Colin Dawson, Director Yacht Division Aon Hong Kong Limited</p>		
14.40	<p>The Analysis of the South East Asian boatbuilding market based on boat construction and design</p> <ul style="list-style-type: none"> ▪ Analysis of the South East Asian Boatbuilding market based on the experience of Thailand-based yacht design office ▪ Lessons learnt from working with local yards. ▪ The demand for customer-designer – builder cooperation pointed out in context of up-to-date highly competitive boatbuilding industry and especially in custom boat design <p>Albert Nazarov, Naval Architect, Albatross Marine Design Co. Ltd, Thailand</p>	14.40	<p>See TRACK 1 The Analysis of Boatbuilding in Asia</p>
15.20	<i>Afternoon Break</i>		
15.50	<p>CASE STUDY dk YACHTS (Malaysia) The German-Malaysian company is well-known for its custom high-tech composite</p>	15.50	<p>Supply Chain and Parts Control –</p> <ul style="list-style-type: none"> ▪ Lean Logistics and Parts Control in Marine

	products. The paper will give valuable insights into their architectural and industrial applications of composite construction, technical process, expertise in the racing field and how they achieved the ISO 9001:2000 certification Klaus-Juergen Heer, Head of Design dk Yachts, Malaysia		<ul style="list-style-type: none"> ▪ Examples of Lean in European, Aus & NZ Marine Companies – Case Studies <i>(topics to be confirmed)</i> Alan Beacham, Knowledge Management & Transfer, Australia
16.30	Experiences, Challenges and Future Expectations of Boatbuilding in Indonesia Olivier Benoit, Managing Director Aptic s.a., Indonesia	16.30	See TRACK 1 CASE STUDY INDONESIA
17.00	Q&A		
17.30	<i>End of Day I</i>		

24 April, Tuesday 09.30 – 12.30		MORNING SESSION	
	Track 1.2 Legal & Regulatory Issues		Track 2.2 Educational Seminars
08.50	Welcome Note and Introduction by the Chairman	08.50	Welcome Note and Introduction by the Chairman
09.00	Regulations, Procedures & Tax Laws <ul style="list-style-type: none"> ▪ Governmental regulations ▪ Procedures and documentation for registration (Lloyd's, Bureau Veritas, etc.) ▪ Tax laws and how to benefit from them 	09.00 - 09.45	ABYC Standards for Exporting to the US and Canada <ul style="list-style-type: none"> ▪ Standards to consider when exporting to the US and Canada ▪ ABYC Education and Training Programs for the Technical Workforce ▪ Differences and Similarities between ISO and ABYC, and/or a programme on the National Marine Manufacturers Association (NMMA) Boat and Yacht Certification Programme
09.30	Managing your Intellectual Property Rights <ul style="list-style-type: none"> ▪ Ownership of moulds and intellectual property ▪ How to limit the risk of being copied Lisa Yong, IP Consultant, Rouse & co. international, Singapore		Skip Burdon President/CEO ABYC, American Boat & Yacht Council, USA
10.00	Case Study CMI, Thailand CMI manufactures quality, fully fitted out, composite series production sail and power craft from 5-25 meters for existing brands, as well as custom builds, composite parts and equipment. At Boat Tech Asia, C.M.I. will provide their expertise on construction capabilities, technology and machines that enable efficient high quality production. Delegates can also look forward to receiving the latest updates on new production in addition to the series of 46ft carbon epoxy IRC race boats, an ongoing series of 40ft catamarans, a series of 40ft epoxy monohulls, along with power launches, sailing dinghies and components for well known US and European companies. <i>Confirmed, speaker to be announced</i> CMI Thailand	10.00	The optimization between high-tech and traditional craftsmanship (in building and naval architecture) Case study examples: <ul style="list-style-type: none"> ▪ The building of plugs and moulds on Sri Lanka ▪ The use of CAM precut interiors on Sri Lanka ▪ The building of plugs and moulds with 3D CAM in Malaysia ▪ Martin de Jager, Martin de Jager Yacht Design BV, The Netherlands
10.40	<i>Morning Break</i>		

11.00	<p>Case Study Hyde Sails, Philippines To meet the demands of business, Hyde Sails has recently expanded their sail loft in Cebu, the Philippines. Originally 16,000sq ft the addition of a stand alone yacht sails making area, larger stock room, stand alone screen printing and graphics, plus increased space for spinnaker production has grown the loft to 50,000sq ft.</p> <p>Since the sail loft, wholly owned by Hyde, was set up three years ago, the number of employees has increased from 20 to 180, including a production team, an administration department, maintenance and cleaning staff. The case study will clearly illustrate the business opportunities and challenges of manufacturing in Southeast Asia.</p> <p>Richard Franks, Sales & Marketing Director, Hyde Sails, Philippines</p>	11.00	<p>Paint Applications Keith Ryman, Technical manager for Asia Pacific International Paint Auckland, New Zealand</p>
11.40	Case Study Indonesia	11.40	See track I Case Study
12.20	Q&A		
12.30	<i>Lunch</i>		
24 April, Tuesday 13.30 – 17.30 AFTERNOON SESSION			
	Track 1.3 Case studies, China Industry Developments and The Building of Superyachts		Track 2.3 Educational Seminars
13.30	Welcome Note and Introduction by the Chairman	13.30	Welcome Note and Introduction by the Chairman
13.40	<p>Case Study Neil Marine, Sri Lanka: Manufacturing and quality control, education and training of our staff for maximum efficiency Neil Fernando & Co enjoys international reputation as a pioneer and one of the largest Fiberglass boat manufacturers in Southeast Asia. Renowned for flawless quality and conforming to international standards, the company has substantially contributed to the growth of the local marine sector. The Boat Tech Asia Case Study will illustrate how Neil Fernando manages the manufacturing and quality control, education and training of their staff for maximum efficiency.</p> <p>Neil Fernando, Chairman, Neil Marine-Penthouse Group Neil Marine, Sri Lanka</p>	13.40	<p>Composite engineering/Infusion</p> <p>While there are many practical changes that need to be made to switch to infusion, there are also some considerations that need to be done at the design stage. As the finished part will be considerably lighter and thinner than a comparative hand laid part, the way that it reacts to a given loading will be different. Thickness changes also have implications for internal structures, such as liners, and need to be considered in relation to classification or ISO rules. It is therefore necessary for the designer to have good grasp of the results of the infusion process. Additionally, when designing from scratch, panels sizes and internal structures can be optimized to suit the infusion process. This can help reduce cycle times, reduce weight and ensure that the infusion implementation is successful.</p> <ul style="list-style-type: none"> ▪ Skins ▪ Cores ▪ Resins ▪ Laminates ▪ Beams, Stiffeners and bulkheads ▪ Classification Societies <p>Mike Tiller Project Engineer DIAB, Thailand</p>
14.20	<p>Boating Market Developments in India Mike Derrett, Marine Consultant, Mike Derrett Marine, UK</p>	14.20	<p>Yacht design and Naval Architecture</p> <ul style="list-style-type: none"> ▪ What should local yards in Asia do to

			<p>climb up the value-add ladder?</p> <ul style="list-style-type: none"> The Naval Architect/Shipyard/Client relationship: how to create a win-win relationship? <p>Alan Warwick, Director, Warwick Yacht Design, New Zealand</p>
15.00	<i>Afternoon Break</i>		
24 April, Tuesday 15.20 – 17.30 AFTERNOON CLOSING SESSION			
15.20	<p>New Boatbuilding Industry Developments in China Bryan J. Dodd, Managing Director, China Yachting Business Partnership</p>		
15.50	<p>CASE STUDY SENSATION YACHTS Case Study Sensation, Singapore New Zealand motor yacht builder, the Sensation Group, has made a recent strategic expansion into the Asia-Pacific region with Sensation Singapore, a new state-of-the-art production facility in Singapore, which is scheduled to open in 2008. The expansion into Singapore has been strategically designed to complement Sensation's Australian and New Zealand shipyards. Once the facilities in Singapore are in production, Sensation will have three facilities in the Asia-Pacific region producing vessels from 18m to 80m (59ft-263ft).</p> <p>At Boat Tech Asia, Sensation will explain about their growing commitment to production in the Asia-Pacific region and the opportunities that Singapore offers for the development of their business both geographically and strategically.</p> <p>Sensation Yachts, New Zealand <i>Confirmed, speaker to be announced</i></p>		
16.30	<p>Closing Panel Discussion: the Potential of Building Superyachts in Asia</p> <ul style="list-style-type: none"> Growing Global Need to Build More and Bigger: How Can Asia Provide in this Need? Megayacht industry developments and impact on Asia boatbuilding, supply and repair & refit services industry <p>Moderator: Panellists:</p> <ul style="list-style-type: none"> Oh Kean Shen, Pen Marine SDN BHD, Malaysia Sensation Yachts New Zealand (name to be announced) Mike Simpson, Managing Director, Simpson Marine Ltd Alan Warwick, Director, Warwick Yacht Design, New Zealand 		
17.15	<i>Closing Remarks and End of the Conference</i>		

APRIL 25 (Optional) Site Visits to Local Boat Yards in the Region

April 25	Boat Tech Asia Site Visit to Grand Banks (Singapore/Malaysia) and dk Yachts (Malaysia)
----------	---

QuickTime™ and a
TIFF (Uncompressed) decompressor
are needed to see this picture.

Copyright © 2006 Suntec Integrated Media. All Rights Reserved.