

# WORLD TOUR

Q2 2019

## Aftersales Support Reviews

Two Aftersales Support Reviews were conducted with our Vietnam Distributor, Min Long Marine Equipment and Korea Distributor, Dong Kang M-Tech. Special thanks to Martin Tuhill, Fleet & Operations Manager HJEMEA who made time for the Asia visits to discuss and refine the ASSR process as a global effort.

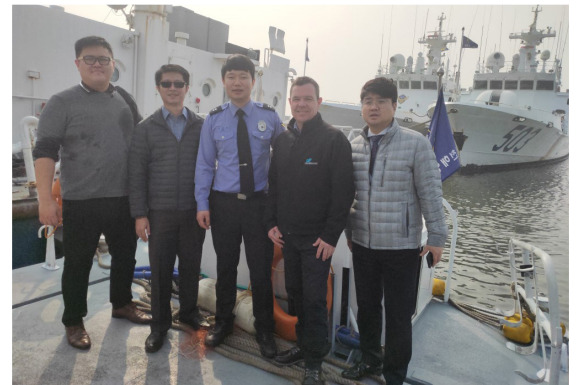
Vietnam Navy and Coast Guard are the major operators of our HamiltonJet fleet in Vietnam, however due to the visit of Mr Donald Trump and the tightening of security throughout Vietnam, we were not allowed to visit the bases. A customer visit review was also planned at Piriou shipyard who maintain the quad HM811 FSIV. They are very happy with the product and Minh Long's support in country.



Korea Coast Guard is the major operator of our HamiltonJet fleet in Korea.

For customer visit review in Korea, we went on board the KCG's 14m Rescue boat, which is equipped

with twin HJ364 bA, and another 50T patrol boat equipped with twin HM651 MECS. KCG is very pleased with the performance of our products and praised Dong Kang M-Tech on their excellence service support.



## US Navy Rebuild

HamiltonJet America's recently completely rebuilt 4x HJ292 for the US Navy. The jets were stripped to bare metal for a fresh paint job and rebuilt to withstand constant use in a demanding environment. They turned out mint.

## Sri Lanka HJ Mechanical Training

Over a span of three days (8 -10 April), the Singapore RO played host to eight Navy personnel from the Sri Lanka Navy and two engineers from CME (HJ appointed distributor - Sri Lanka). They were invited to attend an in-house Mechanical Service Operator Training.

Although the Sri Lanka Navy operate vessels with HJ274s, the attendees found themselves training with the Singapore RO's HJ241 waterjet. Seeing that the naval personnel are all full-time soldiers, who commit to contracts spanning across 20yrs, they came equipped with prior HJ experience.

We could see that the attendees were immensely attracted to our Electronics Controls offering. We took it upon ourselves to stir up their interest in the hope that it creates far-reaching ripples in the Sri Lanka Navy that the higher echelons in command come to know of and look favourably towards in the future.



## Jet40 Apprentice Project Update

The apprentices are doing well with the Jet40 project. In the past few weeks they have removed the old deck, taken out the engine, fuel tanks and seating. Parts of the deck frame have been replaced and the first



piece of ply has been glued and nailed down for the new decking. Moving forward into the next few weeks, three more pieces of decking are to be glued down, then the wooden belting (trim) can be fitted, sanded and deck varnished.

Recently, Joe Daw from NZ Marine and John Nortman from Competenz visited the workshop and were able to have a look at the progress the apprentices had made on the boat. They were kind enough to share their thoughts with us on video; you can view this video on our Facebook pages (@HamiltonJetNZ and @HamiltonJetGlobal).

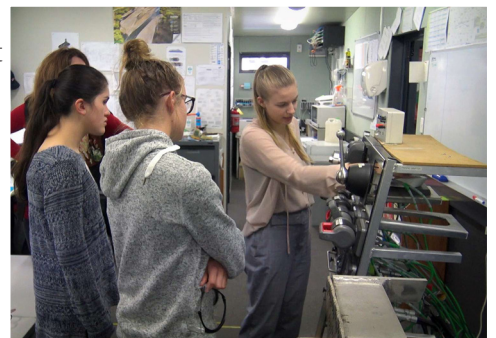
## St Margaret's College Student Visit

Also during April, HamiltonJet hosted senior female students and from St Margaret's college that were keen to pursue engineering tertiary study.

HamiltonJet work closely with the University of Canterbury, and we were able to invite current UC students Maria Langdale (Mechatronics) and Paige Cuthbert (Mechanical) to come and share their stories and

their passion for engineering, including projects worked on at HamiltonJet.

A big thank you to all involved in making this an informative and interesting visit.



## ARA Mechanical Engineering Student Visit

HamiltonJet hosted 16 students from the current Level 6 Mechanical Engineering Degree from ARA in April. Specifically they were here to research and understand the metal casting processes.

We would like to extend a thank you to John Redman and Craig Smith who facilitated the SJ Foundry experience.

This was a wonderful real world learning environment and was very much appreciated by both the students and tutor.



## Lake Hood Parade

HamiltonJet Marine sponsored the final day of the Ashburton Wheels Week, with boats in the Street Parade and Classic Boats on display at Lake Hood in May.

It was a great turnout of boats and well supported by the community with lots of visitors. The day started off cold and SW but improved as the day went on.



## LIMA 2019

The Langkawi International Maritime and Aerospace Exhibition 2019 (or LIMA'19), is a defense dedicated exhibition held in Langkawi, Malaysia from 26 to 30 March 2019.

The exhibition, which started in 1991, is held biennially and has become one of the more influential maritime and aerospace shows within the Asia Pacific region.

HamiltonJet was represented on two boats;

- "PC31" (Marine Police)
- "Penyelamat 5" (Malaysia CG)



### "PC 31"

An 18m new-build (LOMOcean Design) of the Marine Operations Force (Royal Malaysia Police).

Built by Gading Marine Shipyard in Lumut.

Cruising speed: 35knots.

Top speed: 45knots.

Powerplant: Twin 1200hp MAN engines coupled to Twin HamiltonJet HJ403s.

Our Distributor, Semangat Lestari, was represented by six engineers at the exhibition.

### "Penyelamat 5"

A Coast Guard SAR boat, outfitted with twin HM461s participated in the display event on the third day of the exhibition.

Capt. Ward, the NZ defence advisor for Malaysia took time out to visit "PC31" with Mr. Mike Yardley from the NZ MOD.

Capt. Ward commented that he was very pleased and proud to have maritime technology and naval designs, born in New Zealand, at the show.



(L to R) Ir. Hj. Jamalolail Mohd Yatim (1), Capt Rodger Ward (2), Wan Junaidid Wan Ariffin (3), Mike Yardley (4) and ASP Mohd Fuzi bin Harun (5)

1. Managing Director of Gading Marine (Shipyard)
2. New Zealand Defence Adviser Malaysia and Brunei, Defence Attache Thailand and Myanmar
3. Semangat Lestari Lead Engineer
4. Deputy Secretary Capability Delivery – New Zealand MOD
5. Assistant Superintendent of Police, Royal Malaysia Police (PDRM)

## HJ Americas Training

Randy Chesnutt and Colin Davis from our US Regional Office, taught a large jet and MECS controls class over the course of 4 days. The group consisted of 8 US Navy Sailors who operate a 78' vessel with twin HM651 jets. The enthusiastic group enjoyed disassembling our HM651 trainer jet and also troubleshooting the MECS controls system.



## 2019 Distributor Conferences

During May, we held the three annual Distributor Conferences that we have every year. This year the Americas Conference was held in Seattle, in a Hotel on Lake Washington. The EMEA Conference was held in Vigo, Spain, and the Asian Conference was held in Denpasar, Bali in Indonesia, in each case hosted by the local Distributor. The attendance by Distributors was high, including new Distributors in each region, and other attendees included representatives from NZTE, and also guest speakers from each region.



Presentations were made to the Distributors covering our strategic direction, sales results, new products available now and in the near future. We also demonstrated new sales tools such as the new Sales videos and the new Automation brochure. The Distributors worked together in small groups and gave us feedback on small jet sales and the

blue ARROW controls system which we can use for product development.

Awards for best After Sales Distributor, best Sales Distributor and best Project of Significance were made. Dong Kang in Korea was given a special award for being the first Distributor to achieve a sale every current HamiltonJet model.

Overall the feedback from the Distributors was positive, with a level of business activity in our target markets reported as steady or positive.



Thanks go to all those involved from the global HamiltonJet team for the hard work involved with organising the events, along with the host Distributor.



## University of Canterbury STEM Careers Fair

HamiltonJet along with 70+ other NZ employers attended the University of Canterbury Science, Technology, Engineering and Mathematics careers fair.

Continuing our long association with the University, Hamish Thompson, Hayden Gray, Grant Cameron and Cassidy Mann-O'Malley represented the company and had the opportunity to meet with a large cadre of students across a broad range of Engineering disciplines.



## GMV BoreCat 2 (U1490) Commissioning

Nigel Friend and Michael Van Ee from the AVX Controls Development Team travelled to Grov, Norway (inside the Arctic Circle) in May to commission the GMV BoreCat 2 – a 15m, 45 Tonne drilling vessel with twin HM521s, single-station AVX (plus MouseBoat), and JETanchor.

This is significant as it is the first AVX Vessel to be commissioned outside of our early advance customer of the RNLI; and it is also the first ever installation of the AVX MouseBoat and JETanchor.



There were several unexpected challenges along the way, and some urgent support required from the development Team back in NZ, but overall the commissioning went very well, and the customer is reported to be very happy. The vessel achieved 22.5 knots at a full throttle test early in the sea-trials; it drove very well with the Steering Joystick and the Levers; and JETanchor was active and worked well in light conditions. We have left a very good impression with both the vessel owner and the boatyard.



## HamiltonJet Boat Ride

Thanks to the initiative and great organisation of Scott Couzins, 30+ Christchurch based employees took up the opportunity to experience both the Sumner Lifeboat (blue ARROW Rescue) and our own HamiltonJet Controls Test Boat with the new AVX Controls including JETanchor.

The sun didn't come out till late in the day but that didn't slow things down with all 30 + employees getting over 30 minutes on each boat including at least 10 minutes behind the controls on blue ARROW Rescue and HamiltonJet Controls Test Boat.

A big thank you to Mike Thomas and Wolfgang Hill from the HamiltonJet Controls Test Boat, Heather and the crew of Sumner Lifeboat (blue ARROW Rescue) for making the day a success. Also Matt West and Cassidy Mann-O'Malley for the photos and video and the team from the Naval Point Club for keeping every one fed and hydrated throughout the day.



## Cancer Society Auction

On Saturday 25th May, the Cancer Society held their 30th annual ball. A HamiltonJet 470 was positioned at the entrance to the ball and a special prize including a jet boat ride and factory tour was donated by the company for the auction.

The prize was won by a winning bid of \$2500 bringing their total raised to \$80,000.

A big thank you goes to Richard Reynolds and Matt West for supporting this event and to Ben Reed and the Board for donating such a generous gift.



## Royal Thai Navy

On 22 May 2019, HamiltonJet presented its waterjet technology to the Royal Thai Navy (RTN) Fleet Division at the Sattahip Naval Base.

The Royal Thai Navy's experience with waterjets are mainly on riverine boats such as the SOC-R and PBR platforms. These boats have either Kamewa, Jacuzzi or Castoldi jets. The RTN has purchased 3 shipsets of twin HJ292 for the PBR platform and the first sea trial will be conducted in June 2019.

The audience were impressed with the range of capabilities available with Hamilton waterjets and control systems. RA Weangwises said that part of his job is to introduce new technology into the Navy and he will look into using waterjets for SAR and transportation vessel applications. We also had a healthy discussion about the more practical aspects of waterjet use such as the screen rake and the problem of marine growth (cutting cylinder seals).



The following squadrons were present at the presentation.

1. Riverine Squadron
2. Patrol Squadron
3. Helicopter Carrier Squadron
4. Amphibious and Combat Support Service Squadron
5. Coast Guard Squadron
6. Naval Special Warfare Command

## Ara Student Visit

HamiltonJet hosted Level 3 pre-trade Ara students in early June. The current students on graduation will be pursuing careers in mechanical trades and we were able to demonstrate a wide range of trades that can be available.

A special thanks to Phil Slimm (Machine Shop) and Scott Couzins (Fabrication) for their presentations.



## Visitors From Norway



We welcomed to New Zealand Thomas Smefjell, General Manager, and Frederik Scuderi, Engineer, from our Distributor Progress in Norway. Progress Ingeniofirm in Oslo are one of our most successful and experienced Distributors. Thomas and Frederik are partaking in a general factory visit, but particularly to learn about the commissioning of JETanchor.

Pictured: Frederik Scuderi, Phil Rae, Thomas Smefjell, Stefan Lendnal, Aidan Priestley.



## Shanghai Ocean Ferry Seminar



HamiltonJet, MAN engines and Shanghai Ocean jointly organized a Fast Ferry focused Seminar on the 30th of May at the Sheraton Hotel in Guangzhou, China.

The event was extremely well attended by our key target customers in China comprising fast ferry operators and shipyards based in and around the Pearl River Delta.

This provided a perfect platform for us to share the advantages of our products and also ramp up interest on our new AVX and HTX product range. Many thanks to our Distributor in China, Shanghai Ocean, for taking the lead on organizing and arranging this event. It was managed very professionally and feedback from the customers was very encouraging.



## HamiltonJet on TV

In June we were invited to take part in an international documentary on the waterjet developed by Bill Hamilton in a show called Griff's Kiwi Adventures. The Documentary is hosted by the TV comedian Griff Rhys Jones who explores modern day New Zealand: discovering what it means to be a New Zealander. The documentary will be aired on Prime TV in New Zealand, ITV and BBC2 in the UK and on Channel10 in Australia in 2020.



Filming at Irishman Creek began on Sunday morning to explore the early history of the waterjet and was followed by a jetboat drive on Lake Benmore in the afternoon in the new 470. The filming was completed at about 5:30pm as the sun was setting with a very happy but cold Griff!

## Seawork Exhibition 2019



Last week HamiltonJet exhibited at Seawork, organised by Elliot Thomas and the HJEMEA team. The theme for Hamilton was promotion of our Future Ready Automation products and capability. A set of videos pulled together Matt West, Albear Montocchio and some brochures by Cassidy Mann-O'Malley were used and this generated a lot of interest from customers visiting the booth. We also showed an HTX30 Jet, and an AVX controls simulator.

There were 6 jet boats in the water at the show, 5 of them has HamiltonJet.



One of these was the Icen Revenge, a 22m Windfarm Boat. This boat previously had Ultra Jets, and has now has been extended 2m, fitted with new engines, and twin HM651 and AVX controls. A huge effort was made by Matt Scott, Nigel Friend, and Mike Thomas to get the boat in service for the show, and Nigel and Mike did the AVX commissioning on the short delivery trip from Cowes to Southampton on the morning the show opened. They also commissioned JETanchor later in the day in only 2 hours, while the owner of the boat hosted a party on board. Their professional and expert approach was commented on by many observers.

Our competitors also were there, with both Kongsberg (formerly Rolls Royce) showing a new jet (HJ292 size) and Alamarin exhibiting a new jet (HM461 size) and new electronic controls.

Many of our EMEA Distributors visited the stand, as well as Boatswains Locker from the USA, and Shanghai Ocean from China.

## Christ College Student Visit

HamiltonJet hosted Year 13 students from Christ College. This cadre of students have been undertaking engineering studies in their final year at school and are seeking to pursue Trades as a career choice. We are uniquely placed to be able to demonstrate a wide variety of trades and the students appreciated the real world learning opportunity.

A special thanks to Jim Ferguson, Scott Couzins, Vincent Tarrant and Hamish Thompson for their contributions to a successful site visit.

