

Power*news* MAGAZINE

A PUBLICATION OF POWER EQUIPMENT: AUSTRALIA, NEW ZEALAND & THE SOUTH PACIFIC

CELEBRATING 50 YEARS ON THE HARBOUR



JOHN DEERE



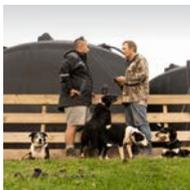
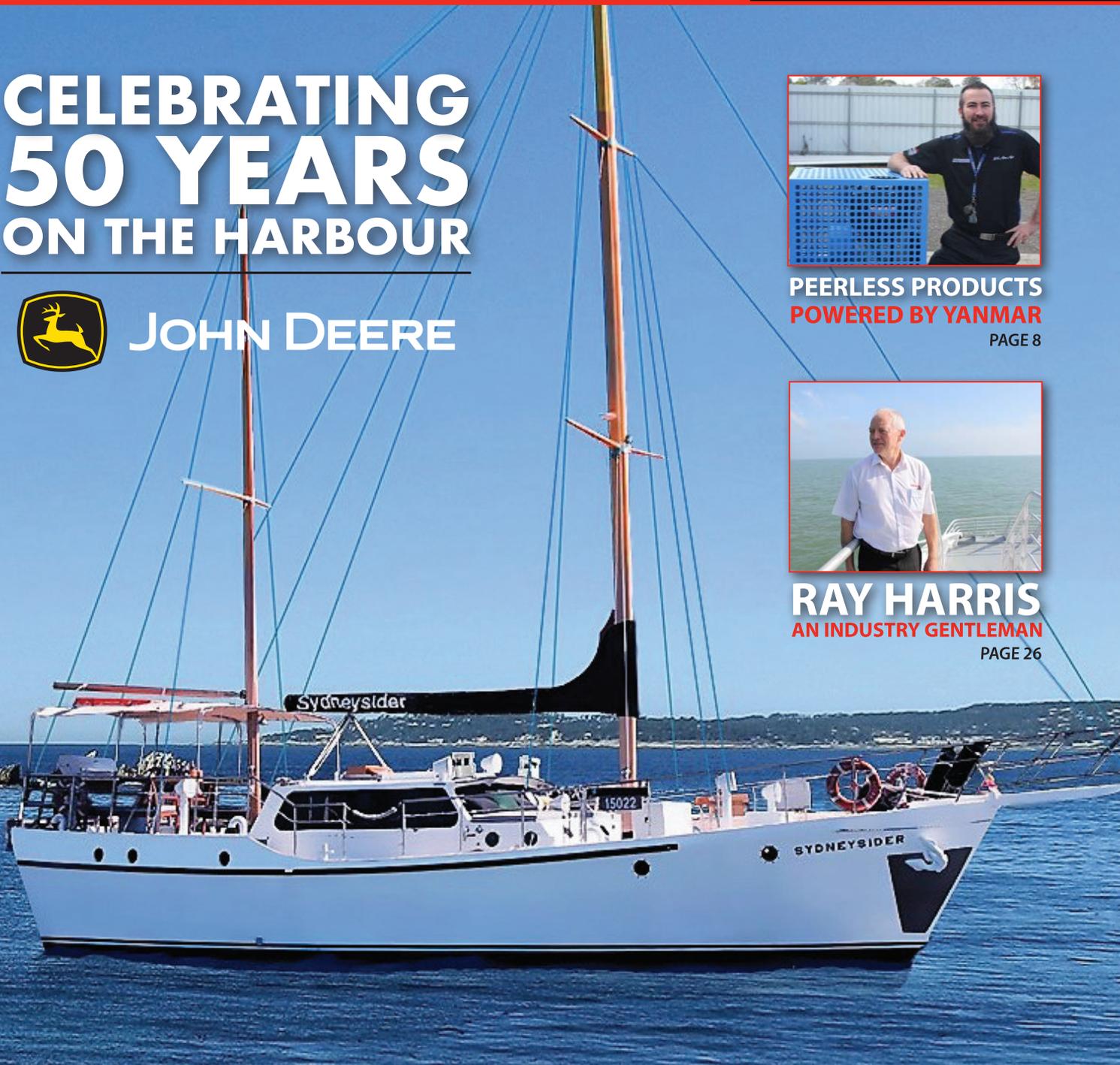
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POWERED BY YANMAR

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POWERS NEW
SUPERYACHT TENDER

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Power to take on the water



JOHN DEERE

For more than 30 years, recreational and commercial boat owners have relied on John Deere propulsion to power their adventures.

- John Deere marine engines are powerful, reliable, quiet and fuel efficient
- Engines offer expanded power from 60 to 559 kW (80–750 hp)
- High torque and low rated RPM provides excellent vessel control and reliable auxiliary drives

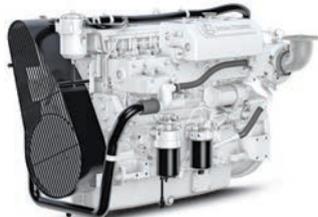


John Deere Marine Propulsion Engines



4.5L

60–235 kW
(80–315 hp)



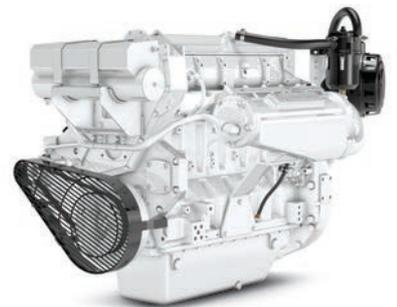
6.8L

115–298 kW
(154–400 hp)



9.0L

213–410 kW
(285–550 hp)



13.5L

272–559 kW
(365–750 hp)



As reliable out at SEA
as on the LAND

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Powernews is produced and distributed by Power Equipment Pty Ltd, Australia

General Enquiries:
1800 069 469

www.powerequipment.com.au
info@powerequipment.com.au

VIC (HEAD OFFICE)
Marine & Industrial
Phone (03) 9709 8500

NSW
Marine & Industrial
Phone 1800 069 469

QLD
Marine & Industrial
Phone (07) 5644 9600

WA/NT
Marine & Industrial
Phone (08) 9435 2700

NEW ZEALAND
Marine & Industrial
Phone +64 (9) 3582 050



COVER STORY

Sydneysider ready for another 50 years of maritime joy with John Deere repower

With a brand-new John Deere engine onboard, MV Sydneysider is celebrating 50 years on Sydney Harbour this year. A charter vessel with a multi-faceted history, this much-loved motor-sailer will quite possibly continue her journey for another fifty years if she is looked after with the care that owner Jenny Nugent continues to give her and John Deere strength down below.



JOHN DEERE



A Sydney Harbour icon

When Peter Jauncey built the steel-hulled Sydneysider back in 1971 as a charter vessel, he could probably never have imagined the transformations that would occur on Sydney Harbour, nor the icon his vessel would become.

Jump forward fifty years and no doubt the late Mr Jauncey is smiling down on daughter Jenny Nugent who is stewarding the 15.8m, 53-tonne party boat's continued success with a well-matched repowering in the form of a John Deere 6068TFM50 diesel engine.

Originally a Lloyds registered vessel, Sydneysider, (whose name is an ode to a line from a Banjo Paterson poem), was the first registered charter vessel on Sydney Harbour according to Jenny.

"She is a Marion-class Boden design and a guy by the name of John Roux re-did the plans for Lloyds of London originally," explained Jenny Nugent, owner and operator of Sydneysider.

Jenny's family have plenty of maritime experience around Sydney and Australian waterways and her enthusiasm for Sydneysider and its related heritage is infectious.

"Sydneysider in fact also held the first 24 hour liquor license to exist anywhere in Sydney and she entertained everyone from tourists and party groups from the hotels through to a host of television personalities over the years," Jenny says with pride.

"The Rolling Stones have even been on board. She has always been chartered with provision of great food, drinks and company – she is the 'party for any reason' vessel and we continue to provide an upmarket experience."

"The boat has good 'karma' - she always has," Jenny says, "but of course we spend a ridiculous amount of money on her every year!"

Money well spent with John Deere

Jenny had a clear idea of the characteristics of engine replacement she needed for Sydneysider, (medium-revving horsepower), but struggled for some time to match the right engine to the boat.

"We had run a GM since built and while we loved that old engine, it had reached the end of its life and it was having problems," Jenny said.

"About 3 to 4 knots was all we could get out of it"

After the GM was removed an interim fitting of a European-branded engine, (replaced twice), only proved problematic according to Jenny, and so the question of what engine would do the job properly remained.

"We couldn't have high revs, we had limited engine room space and I wanted something to last forever," Jenny explained.

"And I have to say, I'm thrilled to have been able to purchase the John Deere for Sydneysider!"



The John Deere 6068TFM50 (M1-rating) put into Sydneysider is a 115kW (154bhp) @ 2,300rpm, six-in-line, heat exchanger cooled, turbocharged marine diesel engine that delivers the kind of torque that allows a 3.12:1 gearbox coupled with a 30" (diameter) X 24.5" (pitch) propeller to work like a charm on this single-screw vessel.

A true commercial engine with unrestricted annual hour usage at the M1 rating and no limit on full-power operation hours, the 6068TFM50 is filling a horsepower gap for operators like Jenny Nugent that is difficult to rival.

Longevity is the aim with John Deere marine engines, with replaceable wet-type cylinder liners, reliable mechanical fuel system and a simple maintenance regime.

"The John Deere is remarkably quiet," Jenny enthuses, "and while that is helped externally by the fact that we went to a wet exhaust system, she is much quieter inside the vessel too."

"More people linger in the saloon down below now and there is no need to turn the music up over the engine noise when we're underway."

An experienced skipper herself, (and in fact trainer of new mariners for many years – Sydneysider was used as a training vessel

from 2002 to 2013), Jenny has also been grateful for the kind of torque that comes from the medium-revving John Deere.

"Especially on a busy waterway like the Harbour," explained Jenny, "with the John Deere setup our stopping distance has halved and I've just got so much better control over the boat now."

"If you are behind a ferry pulling away from Rose Bay, the wash can send an under-powered vessel in circles, but we don't have that problem."

Sydneysider now pushes out in excess of 9 knots at WOT and is doing 5.5 to 6 knots at easy running rpm.

"At 1,744rpm the sea trials showed 6.1 knots. It's been a fantastic improvement."

Jenny says she usually only skips Sydneysider recreationally nowadays when it is not being chartered and is loving what the new John Deere engine is delivering.

"If you want to accelerate the boat hard you can literally feel the back of the vessel dig in. It really does have that much torque."

To find out more about Sydneysider and their charter services, visit www.sydneysiderboat.com.au



POWER PROFILE

Vessel Name	Sydneysider
Application	Commercial Charter
Construction	Steel
Length	15.8m
Weight	53 tonnes
Engine Model	John Deere 6068TFM50
Power Rating	115kW / 154mhp @ 2300rpm
Top Speed	9 knots
Cruise Speed	6.1 knots @ 1744 rpm



YANMAR

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*POWER WHEN YOU NEED IT, EVEN IN THE
MOST DEMANDING ENVIRONMENTS.*



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A WORLD LEADER IN POWER FOR OVER 100 YEARS

Yanmar's continued desire for innovation brings you reliable, powerful and clean running diesel engines and generators for any application.



Hereumu Station, NZ

Livestock on a New Zealand farm are much happier thanks to the powerful and reliable water pumping abilities made possible by Yanmar engines. Hereumu Station is testament to the difference good water management and a couple of Yanmars can make to a farming operation.

Hereumu Station, situated on the east coast of New Zealand's North Island in the TikiTiki district is a Maori-owned farm that has benefited from a major redevelopment recently.

Under the direction of farm manager Graeme McFarlane, Hereumu Station has seen new tracks bulldozed into steep hills, some 11 kilometres of new fencing and control of many acres of weed species that were choking some sections of the land.

Perhaps the best benefit for this 700 hectare farm, (currently supporting around 1,800 sheep and 200 cows), has been improvements to watering infrastructure.

"In the past, providing animals with drinking water was a daily challenge," Graeme explained, "we had a few dams which dried up in summer and in drought conditions most of the farm was uninhabitable for stock because there was no way of getting water to them."

While the Poroporo River runs through the middle of the station, it was mostly fenced off and Graeme says "Ideally, I wanted a water system to summer-proof the farm".

As thousands of farmers around the world have done, Graeme turned to Yanmar in the shape of the famous L100N5-PETM (10hp) single-cylinder, air-cooled diesel engine to power the solution.

Coupled to twin-impellor pumps, the Yanmars are powering the pumping of water supply

from a permanent pond and a creek dam to elevated tanks on the property.

The main pump is supplying two tanks to a 55 metre head through 190 metres of 50mm pipe (producing a flow rate of 145 litres per minute or 8,700 litres per hour).

The second Yanmar-powered pump is supplying a 30,000 litre tank on a 40 metre head through around 120 metres of 50mm pipe and is producing a flow rate of 240 litres per minute or 14,400 litres per hour.

A gravity-fed system from the tanks now feeds 21 x 500 litre concrete troughs across multiple paddocks on the property.

Filling the water tanks takes about 2.5 hours of run time on the Yanmars – a frugal expense given the L100N's famous fuel efficiency.

With around 130 hours clocked up on the engines so far, Graeme opted for electric start and says he's thoroughly happy with how the system is operating. Hour metres were also added to both engines "to ensure we're getting service intervals right".

Growth rates on livestock have "increased incredibly", with the Yanmars being run around every two days in summer.

"I think the animals are more content also not having to search for water on hot days," says Graeme, "I was blown away by how much they drink at 15,000 litres a day!"

Yanmar L-N series - an engine for all seasons

Designed with Yanmar's proprietary direct injection technology, the L-N Series delivers frugal diesel consumption through a world-first miniaturised fuel injection system, low vibration and noise by utilising precision engine balancers.

With literally thousands of different agricultural and industrial applications, the L100N5 is ideal for on-farm pumping operations because of its durability and portability.

It is a lightweight engine, (just 53.5kg with electric start), and hits its torque peak at just under 2,400rpm of its 3,600rpm rev peak. It will happily deliver its continuous full power rating for long periods at 3,000rpm if required.

Lightweight alloys are used for the L100N's main engine parts to maintain its lightness and portability, with a long working life and toughness assured via an extra tough crankshaft.



Yanmar L100N (10hp) powered pump

Yanmar air-cooled diesel helps deliver brilliant new compressor to the market

A new compact, portable compressor designed by Peerless Products for the industrial market is set to put serious pressure on the continuous-air compressor market in Australia and beyond. It's powered by the best lightweight stationary diesel power on the market too – Yanmar



Troy Jamieson
National Sales & Marketing Manager
Peerless Products

Peerless Products National Sales and Marketing Manager Troy Jamieson loves working with Steve Harvey from Power Equipment because he knows Steve can be trusted to offer great advice and to keep new ideas confidential.

Take for example a new style of diesel-powered rotary screw compressor recently launched on the market by Peerless with the help of Power Equipment.

Punching way above its weight compared to its size, the Titan10 diesel rotary screw compressor has taken the industrial compressor market by storm with its L100N Yanmar-powered abilities – including delivery of 1,100 litres of compressed air per minute at 8bar (116psi).

This remarkably compact powerhouse compressor – designed by Peerless and aimed at the service, mines and agricultural industries – is looking like setting the benchmark in the portable, continuous airflow compressor market.

Primarily the brainchild of Troy, the Titan10 was officially launched in September 2021 after “two years of design and development”. Troy says without his team the design could never have been achieved and credits help from colleagues Andrew, Jye and Chris to take the project from dream to development.

“Steve Harvey from Power Equipment is really good to work with too,” explained Troy, “because he has the product knowledge and we know our ideas stay confidential during development when we are working with him,” explained Troy.

“Working with Power Equipment has been fantastic and the Yanmar L-Series are such an easy motor to work with.”

The Yanmar L100 series are a single-cylinder, air-cooled compact direct-injection diesel engine that delivers 6.5-7.4kW (8.8-10hp).

The L100N has been the perfect match for the Titan10 compressor in the Australian market because of its unbeatable robustness, light weight, ease of starting and super-low fuel consumption.

Says Troy of the Titan10 with Yanmar power; “The total size of the Titan10 comes in at just 619mm by 646mm and stands just 1150mm tall.

“It has a complete protective casing – we call it a ‘roll cage’, but of course it’s not designed to roll around – the cage prevents damage to the unit when it’s in a ute or truck-mounted scenario but still allows easy access for servicing,” Troy said.

The Titan10 weighs in at just 210kg complete, (including protective casing). It can be set at up to 10bar pressure delivery, (in applications such as heavy vehicle tyre inflation for example).



“We already knew Yanmar had a good name in mining and agriculture”

Troy Jamieson, Peerless Products National Sales and Marketing Manager

“As an industrial-level compressor it is a continuous airflow design that would suit most workshops and mobile applications. It has two outlets also so it can run multiple air tools.

“And with the Yanmar, it only uses 1.65litres of diesel per hour at idle and just on 2.2litres per hour under load delivering air – they’re very efficient.”

The L100N employs one of the world’s smallest fuel injection systems (developed by Yanmar) that helps with this direct-injection efficiency and also creates a cleaner-running engine.

Troy says the other advantages of Yanmar diesel power include the fact that the Titan10 can deliver industrial-grade compressed air abilities without the need for three-phase power into a work shed “and with a lift-pump connected to a vehicle, the Yanmar can have its fuel supplied direct from a diesel vehicle’s fuel tank if needed.”

The engine is key-started, can be fitted with remote start and emergency stop and “we’ve added battery isolation and both hour and service meters to it as well.”

Regular servicing is smart on any diesel of course, but the Yanmar brand already has plenty of ‘street cred’ for its toughness in Australian industry.

“We already knew Yanmars had a good name in mining and agriculture in Australia – and really they are a much easier engine to work with,” says Troy.

“They’re quieter too and their vibration levels are less than other brands.”

The Titan10 – like much of the Peerless Products range – is manufactured and assembled in Bendigo, Victoria. If initial indications are anything to go by, that’s one assembly line that is going to get mighty busy in coming months.

“We believe we’ll open up multiple markets with the Titan10/Yanmar combination,” says Troy proudly.

“The first time we displayed it at the South Australian field days, the very first bloke to see it bought it!”

Build it and they will come hey Troy?

*To find out more about Peerless’ range and services, visit
www.peerlessproducts.com.au*



Yanmar L100N (6.5-7.4 kW) powered Titan10 rotary screw compressor

Welcome to the electric on-water future with Torqeedo & GoBoat

GoBoat is offering more than just a relaxed hire boat experience – Australian waterways are benefitting from the clean, quiet joy that is the Torqeedo electric outboard experience on every GoBoat cruise.

TORQUEEDO




POWER PROFILE

Vessels	Rand Picnic 18
Application	Commercial Charter
Construction	Fibreglass
Length	5.35m
Weight	390kg
Engine Model	Torqeedo Cruise 2.0
Power Rating	5HP (equivalent)
Fleet Size	42 boats on water

When Nick Tyrrell enjoyed an electric outboard hire boat experience during a holiday in Stockholm some six years ago, he saw a business opportunity he knew would work back on his home country waterways too.

Fast forward to 2021 and even the hurdles of a world impacted by Covid has done little to slow Nick's dream down. In fact, so successful has his GoBoat business been in Australia since its inception on Lake Burley Griffin in the country's capital, Canberra, he has recently opened a fourth site on the Brisbane River in Queensland.

GoBoats can now be found happily messing about, (as the water rat from Wind in the Willows would say), on Canberra, Melbourne and Brisbane waterways.

"We use the Torqeedo Cruise 2.0 model because that was the model recommended for the kind of operation we were looking at," says Nick.

The Torqeedos are propelling Rand Picnic 18 hulls, a 5.35 metre Scandinavian-designed large open runabout that boasts a design that is practical yet pleasing to the eye in its Euro-style. Rand promotes itself as a boat builder focused on electric propulsion but also includes some good sustainability practice to support its ethos with things like recycled material in its hulls and low material usage in production.

In short, the Rand hulls provide a perfect partnership with the clean power offered by the 5-horsepower equivalent of Torqeedo Cruise 2.0 outboards. The Cruise 2.0 delivers the equivalent of 6-horsepower in torque (thrust) and are recommended for hulls up to three tonnes.

But exhaust-free propulsion is only one facet of the Torqeedo advantage during a GoBoat experience according to Nick;

"On a GoBoat, you don't have to follow paths or roads and you get a boating experience that is quiet the entire time – the conversation isn't drowned out by a roaring petrol engine," Nick explained.

"I never had a boat as a kid and I'd never been on an electric boat until I saw the Torqeedo-powered ones in Sweden, but I could see the advantage of the platform straight away."

With a picnic table in the centre and up to eight people allowed onboard, the GoBoat relaxation starts the minute you hit the water according to Nick, "because you're not thrashing along at huge speeds, you just checkin, do a safety demonstration, and the relaxation starts the minute you head off!"

With Torqeedo boasting unrivalled range compared to any other electric outboard, the Torqeedo Cruise 2.0 uses 2000watts of input power, (with 1,120watts of propulsive power).

GoBoats are mostly governed to around half of that output however.

"We had to keep speeds under 10knots and governing the output also helps ensure we can get a full 6 to 8 hours out of the batteries," Nick said, "but it's a relaxed experience, so speed is not an issue".

Utilising four lead/gel deep-cycle batteries in each boat the Torqeedo Cruise 2.0 outboards have been keeping up well with daily demands.

The Cruise 2.0 can also be matched with Torqeedo's own 24-3500 lithium battery packs, but are provided with cabling for other battery



“They provide exactly the experience we want people to enjoy”

Nick Tyrrell, GoBoat Managing Director

regimes like the one used in Nick’s GoBoat fleet if preferred. The advantage of the Torqeedo lithium battery is not only in weight and performance, but it also communicates with the Torqeedo’s computer to give accurate range and capacity data.

On the GoBoats the Torqeedos are tiller-steer, but they can be set up with remote throttle and wheel steering if preferred.

While the GoBoat Rand Picnic 18 hulls weigh nowhere near what their stylish but sturdy design looks (just 390kg!), the Torqeedo is not weighing much down either at just 17.5kg in short shaft configuration (18.6kg in the 75.5cm long shaft version).

Says Nick of the Torqeedo experience on his hire boat business so far;

“We’re putting a lot more hours on the motors than any recreational user would be, so we’ve been learning along the way about service regimes and maintenance.

“We do most of our servicing in-house, but they are really an extremely low-maintenance machine – certainly nowhere near what is required of petrol outboards.”

With 42 GoBoats already on the water, Nick hopes to open three more sites in Australia over the next 15 months.

He says while the provision of Torqeedo outboards and parts from Jason Hodder and the team at Power Equipment – even through Covid – has been very good “there are some hold-ups with boat production overseas so

that is slowing our expansion a little at the moment.”

“The Torqeedos are definitely working for us – they provide exactly the experience we want people to enjoy.”

An electric on-water future with Power Equipment

The Torqeedo range of electric propulsion products are manufactured in Stansberg, Germany.

Power Equipment, as the Australian and New Zealand distributor, has been pleased to support Nick and the GoBoat operation since inception and are excited about the

company’s future expansion plans.

The GoBoat experience is an excellent showcase to demonstrate the advantages of electric propulsion to a wide audience.

Torqeedo provides electric propulsion solutions from the Ultralight models for kayaks and small boats (3hp equivalent), the Travel range for small tenders & daysailers (3hp equivalent), Cruise models (5-20hp variants) and the specialised Deep Blue range for larger motorboats, sailing, and commercial vessels ranging up to 100kW.

Find out more about GoBoat’s services and locations at www.goboat.com.au





What's better than one Yanmar-powered line boat? How about two!

BtB Marine has recently delivered a beautiful pair of identical line boats destined for Western Australia ports of Fremantle and Port Headland. The port operator contractor asked specifically for Yanmar 6LY2A-UTP engines in both boats, an engine they know to be frugal on fuel, simple to maintain and incredibly reliable.

With 6LY2A-UTP Yanmars onboard, brand new twin line handling boats Stanley Point and Jetwave Bingo were delivered to Western Australia recently by Hervey Bay-based workboat builder BtB Marine.

Each boat is running just a single 370mhp (272kW)@3,300rpm Yanmar, yet performance and handling characteristics have proven spectacular for these 3.6tonne (lightship) work horses.

Chris Hough who runs BtB Marine with his wife Eva knows how to build a tough boat that performs well. His successful 750ULR work boats with single OXE Diesel Outboard on the back, (an engine platform also supplied exclusively through Power Equipment), took the commercial boat building world by storm last year – but Chris and Eva have no intention of resting on those laurels.

Calling the latest BtB line boats build an “800LB”, this Naval Architects Australia (John Pattie) design almost looks too good

to call a work boat on its rollout from the BtB factory, but its finish inside and out is still both simple and practical.

Like the purpose-built marine engine Yanmar powering it, the 800LB is a practical monohull design and described by Chris as a “fairly basic boat”.

No-nonsense line handling and dive platform vessels they may be, but there has been more go into these aluminium work brutes than just a good engine.

“There are four water-tight bulkheads with a fixed hard pipe bilge system that we designed and built,” Chris explained.

“We also designed and built the exhaust systems on these boats – basically a five-inch pipe off the engine expanding to a six-inch wet exhaust (including a 100litre drum/box) and exiting on the port side of the vessel,” Chris said.

“The client stipulated the Yanmar 6LY2A-UTP’s because they know they’re a good

motor and easy to service,” he explained.

The 6LY2A’s have been coupled to Hamilton jet propulsion via a Twin Disc MG 5050SC transmission and a 400mm jack shaft in each boat, with BtB opting to use genuine Yanmar engine mounts also.

The Yanmar’s famous power-to-weight has again delivered beyond expectations.

“The specification from the client was for a working speed of at least 21 to 22 knots,” Chris said.

“The Yanmar and water jet combination has delivered a 30knot top speed fully loaded, (33knots lightship), and they easily do a cruising 21 knots at around 2,500rpm of engine speed.”

That’s impressive on-water motivation for the 800LB, given it has a 400litre fuel and extra 1 tonne carrying capacity fully loaded!



Power-to-weight is only the start of the 6LY2A's credentials however, with this 6-in-line, 535kg (without gearbox) turbocharged diesel doing far more with its 5.8 litres of capacity than meets the eye.

Still a mechanically-controlled engine, this simple but powerful direct-injection, in-line marine diesel is much sought after by operators like ports, water police, dive charter and other commercial boat operators. Simple maintenance, long service intervals (250hours) and easy access to service and engine vitals are a hallmark of this well proven Yanmar purpose built marine engine.

"In the 800LB, you can stand on engine bed and easily access all the service points on the Yanmars," Chris explained.

"There's also at least half a metre between the forward bulkhead and the front of the engine, so you have easy access to belts and water pump on the front of these Yanmars too."

Double-walled 45mm soundproofing in the engine room helps deliver a nicer boat to drive – and driving these 800LB's is where Chris gets very enthusiastic!

With a three-stick manual control system, (throttle, gear and bucket controls), the 6LY2A-UTP's responsiveness do their job with snappy precision coupled to the Hamilton jets.

"Without a doubt, maneuverability of these is about the best of any I've built," Chris says.

With plenty of commercial skippering experience behind him, you can bet that's no idle claim from Chris Hough.

"Once you get used to it, they are super-responsive – they are as good, if not better, than any other setup you can power this kind of boat with in my opinion."

As a light duty commercial engine with low fuel consumption, (they could be expected to use 40litres or less per hour at 21knots on current estimates), the 6LY2A family of engines has been the platform for the incredibly successful and class-leading Yanmar 6LY-440 electronically-controlled common rail engine.

Learn more about BtB Marine's services and work at www.btmarine.com.au



POWER PROFILE

Vessel Name	Jetwave Bingo & Stanley Point
Application	LDC - Line Boat
Construction	Plate Aluminium - Mono Hull
Length	8.5m (LOA)
Weight	4 tonnes
Engine Model	Yanmar 6LY2A-UTP
Power Rating	272kW / 370mhp @ 3300 rpm
Top Speed	33.5 knots @ 3335 rpm
Cruise Speed	29.6 knots @ 3000 rpm



OXE Diesel & Mase deliver divine working ability on God's Miracle landing craft

Triple 150hp OXE Diesel Outboards and a 23kVA Mase marine generator will be putting in long, hard-working hours on a new landing barge built by Commercial Marine Australia. It is destined to work in the remote jungle waters of PNG.



OXE Diesel outboards have ensured excellent working ability on a custom vessel platform in the continuing success of this industry-changing marine engine – and work hard they will!

Called God’s Miracle, the 17 metre (LOA) landing barge will be operated by a Christian charity group in Papua New Guinea running the Gandep Project in the Madang province. The boat build is yet another example of Brisbane-based Commercial Marine Australia’s ability to deliver first-rate custom aluminium vessels whilst applying the best in equipment fit out.

Perhaps the smartest addition to this work platform’s fit out can be found on her stern in the shape of three 150hp OXE Diesel outboards.

It is the journeys and loads the OXE Diesels will deliver that are the secret behind the “Miracle” however, with a PNG upstream river run in excess of 20 hours one-way (non-stop) expected on some trips.

As the most popular variant of the OXE Diesel outboard range, (available from 125hp through to 300hp), the 150hp engine is considered perhaps the ultimate work tool for commercial operators. It can deliver huge duty cycle capability and propeller shaft torque that leaves petrol outboards in the “toy” category by comparison.

Triple the grunt has big pushes ahead...

Commercial Marine Australia’s Ainslie Pankhurst speaks with understated expertise about the design and construction process for God’s Miracle, a 12 month build that came it “at around the \$1 million mark.”

Unassuming from most angles on the water and minimalist in her design, this landing craft has been built to NSCV 2C survey and can deliver far more than her lines, length and horsepower may suggest.

Considering her load capabilities alone, God’s Miracle will be a true working wonder with a deck cargo ability up to 20 tonnes and 11 metres long. She also has tankage below her 10mm aluminium decks for up to 11,000 litres of diesel. A hull thickness of 6mm allows this craft to happily sit on the bottom without damage too.

She has an onboard crane with six-metre reach ability and three-phase pumping to transfer fuel at up to a 50 metre head. The crane hydraulics and pumping power are catered for by a 23kVA Mase marine generator, (also provided by Power Equipment).

Even with such “Samson”-like strength however, the barge is still easily lifted onto a ship for cross-ocean transfer if necessary.

“She can be up to 41 tonnes fully loaded,” explained Ainslie, “yet even with a full load

the OXE Diesel outboards still pushed her over 10 knots at full throttle”.

With hydraulic, EPS and joystick control steering options and CANbus electro-hydraulic gear shift available on these outboards, CMA have delivered a superb control and steering system on this particular triple rig.

As Ainslie explains: “Steering on this particular vessel is standard hydraulic for ease of remote area maintenance. It controls the outer two engines, while the centre OXE Diesel stays straight and is purely a forward or reverse thrust unit.”

“During differential operation of the steering engines, the centre engine waits in a neutral/idle position.”

Such is the clever application of electronic control and another reason the OXE is such a popular multi-engine commercial option.

The barge is more than capable of taking heavy machinery, (which is expected in her initial runs to her remote PNG destination), or shipping containers on deck yet has a draft of around 550mm fully loaded.

“Even with the OXE Diesels in running trim the vessel has a draft less than 1 metre, which is a big advantage in river systems like those in PNG that are constantly changing and have many shallow sections.”

Unbeatable fuel burn and torque

The OXE Diesel 150hp allows for long-range operations, with a maximum fuel burn even at WOT of 36 litres per hour. That’s not much over half the equivalent WOT burn of best-in-class petrol outboards of the same horsepower.

“We allowed up to 2,000litres per engine in fuel capacity for usual operations, which will far exceed what they will need considering how little these outboards use,” explained Ainslie.

“The rest of the fuel carried will be transferred to fuel reserves at the vessel’s destination.”

The 380NM of engine torque on the OXE Diesels is converted to a whopping 607NM of torque at the propeller – explaining just how the three engines on this loaded barge can push with such vigour.

Custom propellers were sourced with 16.5” diameter and 11” pitch proving to be a good match.

Propeller muscle is achieved through the OXE Diesel’s patented high-torque belt transmission which literally employs a belt that runs from an above-water gearbox down the leg of the outboard. This unique system delivers multiple advantages, including incredible shock loading protection and easy modular replacement of outboard legs if catastrophic damage should occur.

So well thought-out is the OXE Diesel range that even the power unit of the outboard is an exchangeable one, along with easy to access maintenance points which can mostly be found on the front of the engine by just popping off the cowl.

The OXE Diesel’s suite of outboard brilliance doesn’t end with robustness and serviceability though.

A heavy-duty, multi-plate gearbox, (with trolling functionality), has a hydraulic clutch with seamless quick-shift functionality and self-protection even if a skipper is too quick on gear shifts. This gearbox allows for clockwise or anti-clockwise rotation, negating parts or swap-out headaches for counter-rotating applications.

Ainslie put God’s Miracle and her three OXE Diesel beasts through their paces in the Brisbane River and Moreton Bay and was involved with all sea trials shortly after the vessel was launched. He was pleasantly surprised with the power they had to offer.

“You can feel that turbo diesel power when you put the throttle down,” he said, “but they are actually very quiet engines, even when you come down from the helm position and get close to them.”

The 2.0litre turbocharged and intercooled horizontal automotive-based engine has closed-circuit cooling and is based on a European motor built in the millions around the world.

The OXE Diesel 150 is specifically designed for applications in heavy commercial and load-demanding applications, as well as tender boats.

Find out more about Commercial Marine Australia’s work at cmaustralia.build



POWER PROFILE

Vessel Name	God’s Miracle
Application	Commercial Landing / Barge
Construction	Aluminium
Length	12m (LWL)
Weight	37 tonnes
Engine Model	3 x OXE 150HP XXL
Power Rating	150HP
Top Speed	8 knots
Gear Ratio	High Torque Setting

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“If something looks good, it probably is.”

Graham Steele is envied by a number of his fellow Northern Territorians, if not for his ability to build the best quality generator systems, but for the fact that he has his own boat ramp at the back of his place at Dundee Beach just outside of Darwin.



Yanmar 4TNV98T
industrial diesel engine

“The problem is I’ve been so busy with my work, I don’t think I’ve even used the boat ramp at my place for about five years,” confesses Graham.

Graham’s business – Steeleworks NT – is the focal point of 20 years in the generator business for this qualified fitter, machinist and mechanical engineer.

He puts his skills towards providing power solutions for remote cattle stations, mine sites and other off-grid operations that sees action in some of the toughest conditions on earth.

Sending his generators Australia-wide, his workshop has full fabrication and welding capabilities. He and his team machine many small parts and make up the frames and wiring looms themselves to ensure clients get a custom generator that will last for many years.

“I had it instilled into me as a younger apprentice that if something looks good, it probably is,” Graham says.

He will only use the best components on the generator and stand-alone power systems he builds, hence his insistence on using Yanmar diesel engines.

“Since we have been using Yanmar we don’t get calls to fix generators that are not running. Yanmar engines deliver reliability we have never had before and this has saved a lot of after-hours call-outs,” Graham says.

Steeleworks uses nearly all of Yanmar’s TNV generator engines – from the 3TNV70 up to the 4TNV98. They also use Yanmar TF series horizontal engines for submersible bore and mono-pump applications.

“Yanmar TNV engines are very quiet and very smooth running. We don’t have vibration problems like in days gone by, and reliability is second to none,” he says.

When you’re supplying to a business whose philosophy is “the most reliable and long-lasting product possible using the best components available”, you can bet that kind of endorsement of the Yanmar product is no off-the-cuff remark.

Whether a Yanmar engine is being combined with a 3kVA or a 300kVA generator system at Steeleworks, Graham Steele needs no convincing about how Yanmar engines do what they do better.

Initially he swapped to Yanmar as he had concerns regarding quality, given that other brands he had used were moving manufacturing to China.

“Radiator kits and other bolt-ons were not doing the job in our climate. We went looking for alternatives and Yanmar had the best quality accessories we have ever used.”

Considering Graham’s machines are going into some of the most remote properties or

communities and are expected to work in daily temperatures that can hit 45 degrees Celsius – every component needs to be as strong as the one it’s attached to.

“The Yanmars are rated to work in ambient temperatures up to 60 degrees Celsius for a start, which is pretty impressive,” Graham says.

“The previous brand of engine we were using were a good engine, but the bolt-ons were really just rubbish,” he said.

“Components such as the radiator, muffler, air cleaner and engine mounts that come with Yanmar engines are the best there is on the market and that makes a huge difference on the finished product out of my workshop.

“I have to say that one thing I also rate highly is the proactive approach from Power Equipment – their representatives are regularly in contact and willing to listen.”

Mr Steele said there was only one downside to using Yanmar engines from Power Equipment;

“They are doing us out of sales as they last too long. Several generators we have supplied are on 30,000 hours plus and still going strong.

Find out more about Steeleworks NT and their services at www.generatorsnt.com



Smart Yanmar power for a very clever new rescue boat



As the primary response vessel for Marine Rescue Hervey Bay, *Rescue 1* has combined impressive technology onboard for search and rescue capability with the class-leading technology of Yanmar's 6LY440 common rail diesel engines. It is a match that has delivered one of the more advanced and capable vessels of its kind in Australia.

Rescue 1 – Marine Rescue Hervey Bay's new catamaran primary response vessel – literally bristles with new technology and is proudly propelled by the clean, efficient power of twin Yanmar 6LY440 common rail diesel engines.

This volunteer marine rescue group's newest boat is able to tow stricken vessels anywhere in their 5,000sq km area of operations, and it has already attended to several medical evacuations from K'Gari (Fraser Island) on Queensland's east coast.

Marine Rescue Hervey Bay Commodore Graeme Davies has had the chance to skipper one of those medivacs.

"When we have a northerly, conditions on the top end of the Sandy Straits and off the top end of Fraser Island can get a bit uncomfortable," Graeme tells Power Equipment.

"The Blue Arrow computer-based control system of this vessel is really quite brilliant – if you can operate a computer mouse and

move a cursor on a screen, you can position this boat wherever and however you like.

"That's really handy when you're trying to position up against a difficult jetty landing to transfer a patient – and those kinds of operations are nearly always happening at night, so being able to position the boat easily and keep it in one spot is fantastic."

Rescue 1 is a Naval Architects Australia designed powercat with a length just under 12 metres and a beefy 5.3metre beam.

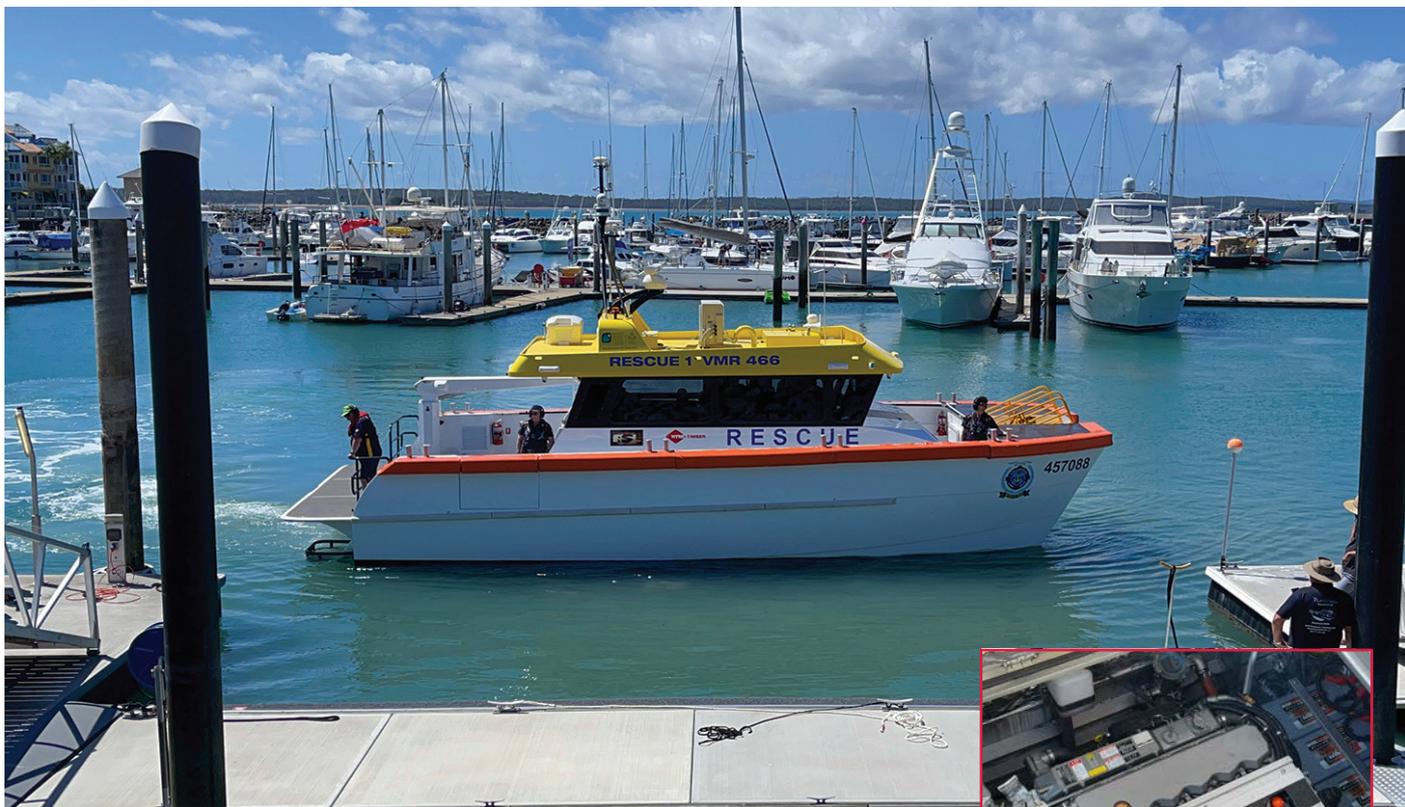
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Its Yanmar 6LY's are close-coupled to ZF280 gearboxes (1.30:1 ratios) and driving Hamilton HJ292 jet units. Built in Maryborough by Allweld Manufacturing, (just inland from Hervey Bay), the finished vessel came off the scales at 11.2tonnes.

Josh Linwood of Allweld Manufacturing – admits the electrical and electronics fit out of *Rescue 1* was no easy job, “but the Yanmars and the jets were simple to fit.”

In most respects a “plug and play” engine, you will hear the same story from many boat builders who have installed the 6LY440 Yanmar – simple wiring loom setups that can integrate with just about any system.

“They are easily getting 30 knots out of the Yanmars, but I believe they will probably get closer to 32 knots at full throttle.”

That’s no small feat from the 6LY’s - given that *Rescue 1* is closer to 13 tonnes in the water all up with fuel (twin 810L tanks), equipment and personnel. Outstanding performance of the 6LY440 is an experience Power Equipment has seen mirrored in new builds and refits in other vessels around the country – with power-to-weight that is class-leading and fuel economy that leaves other engines in its wake.

The 324kW (440mhp @ 3,300rpm) 6LY440 is a 5.8L engine and utilises Yanmar’s famous six-in-line block that has been the basis of the LY2 and LY3 series engines for around two decades.

Another class-winning factor of the 6LY is its compact size. This allows for better engine room fits and easier access all round – a key bonus particularly in a build like *Rescue 1*.

The 6LY440s will be having as little impact as

possible on the pristine waters of the Fraser coast too with their impressive emissions credentials. These engines meet European RCD2, IMO/GL and EMC standards along with US EPA Tier 3 accreditation.

High-tech engines for a high-tech rescue vessel

Whilst electronic control is giving the Yanmars powering *Rescue 1* an advantage, the vessel’s other systems are also forward thinking.

The bow of *Rescue 1* includes an integrated droppable gangway for ease of retrievals and egress, whilst a 12volt davit on the aft deck can swing either a jetski aboard to save towing or other equipment if required. The onboard technology doesn’t stop there!

All crew wear intercom headsets, keeping all onboard connected at all times. This intercom system is even broadcasting communications to all crew, keeping everyone up to date.

Graeme also explains that a separate chart plotter and radio comms station at an aft station also caters for a coordinator during operations. “Our previous vessels have basically been larger recreational boats fitted for the job,” Graeme explained, “but *Rescue 1* is purpose-built and it really is streets ahead in ability, safety and comfort.”

“We were involved in a search and rescue practice exercise recently involving about 80 people and five different search and rescue agencies,” he said.

“Having our on-scene coordinator able to do their job and control communications and other operations separate from the helm makes a huge difference.



POWER PROFILE

Vessel Name	Rescue 1
Application	Commercial Search & Rescue
Construction	Aluminium
Length	12m
Weight	11.2 tonnes
Engine Model	2 x Yanmar 6LY440
Power Rating	324kW / 440mhp @ 3300rpm
Top Speed	32 knots
Cruise Speed	25 knots @ 3000 rpm

“It’s obvious a lot of thought went into the 6 years of planning and development for this \$1.5million vessel – with her true potential and abilities yet to be fully utilised.

Volunteers and donations made *Rescue 1* a reality

As the Commodore of Marine Rescue Hervey Bay, Graeme Davies is always keen to acknowledge the efforts of those who got them to where they are with this new boat.

Rescue 1 was funded through huge efforts in fundraising, generous donations and “countless raffles and sausage sizzles.”

“I would like to express special thanks to Hand Heart Pocket – the Charity of Freemasons Queensland who made an extra-large contribution,” Graeme said.

Learn more about Marine Rescue Hervey Bay at marinerescueherveybay.org.au



**LUXURY & POWER
WITH OXE DIESEL**
BRAND NEW SWIFT MARINE RIB
POWERED BY IMPRESSIVE
200HP OXE DIESEL OUTBOARD

A superyacht tender built by Swift Marine has shown yet more versatility offered by the Oxe Diesel Outboard range. With the safety and convenience of single-fuel marine diesel propulsion, this tender has power to burn with reliability and serviceability that is hard to beat.

Spied at a Gold Coast boat ramp recently, this Swift Marine RIB had heads turning with its impressive 200hp Oxe Diesel Outboard.

The launching was during sea trials of the 6.5m, aluminium-hulled inflatable that was a custom-built and destined for duty as a tender on a luxury superyacht.

Survey-capable for 7 passengers, (ten in private use), the Swift Marine build is yet another showcase of just how versatile the Oxe Diesel Outboard platform can be.

Says Mitchell Roy, owner and managing director of Swift Marine;

“The client specified the Oxe Diesel for the build and they are over-the-moon with the result!”

“With some propeller adjustments it exceeded 40knots at full throttle. While it is perhaps not quite as quick out of the water as a petrol outboard, it performed

significantly better than an equivalent inboard diesel setup.”

Mitchell purchased the Swift Marine operation in September 2021 after working for the company for seven years.

The Oxe Diesel Outboard-mounted Swift Marine custom centre console is based on the Sea Ranger built by the company, but had a few hull changes on request of the customer.

“The vessel was built with a variable deadrise to suit the Oxe Diesel platform,” explained Mitchell.

“It was also highly customised with internal fitout and electronics. With the customer’s maximum lifting capacity needing to be under two tonnes, it exceeded expectations coming in at 1.7tonnes.”

Given the superyacht that this tender operates from travels far into remote

southeast Asian waters on many of its charters, the operators of the vessel have ordered a range of essential spares for the Oxe Diesel to carry as onboard inventory.

As any experienced marine operator knows, preparation is always smarter than hope and the Oxe Diesel Outboard is designed to cater for demanding commercial usage.

All the major Oxe Diesel Outboard components are replaceable in a modular format, making for maintenance reliability that is fast being recognised by commercial boat builders and marine enforcement agencies alike.

For example, its drive belt design, (which runs from the engine down the outboard leg to the propeller shaft), helps not only deliver unbeatable torque (around 900nM) at the



POWER PROFILE	
Application	Superyacht Tender
Construction	Aluminium Hulled Inflatable
Length	6.5m
Weight	1.7 tonnes
Engine Model	OXE 200
Power Rating	200HP
Top Speed	40 knots



shaft, but also gives far better resilience against catastrophic collision damage.

The gearbox on this 2.0litre Oxe Diesel is above the waterline, (at the back of the engine), and it's hydraulic multi plate clutch transmission not only gives it crash-stop capability, but also provides a far more advanced, refined and reliable gear shift.

Servicing is also a relative breeze on the Oxe Diesel Outboard range, with all daily check points and most regular service points (including strainer, filters etc) located under the front of the cowl.

To increase range capabilities, Swift Marine built a 200 litre underfloor diesel tank which

exceeded the nautical mile range required by the customer.

Given that even at WOT the Oxe Diesel will use no more than 40litres per hour, (a number that is way out of reach of even the most frugal petrol outboards in this horsepower class), that 200 litres of underfloor diesel will go a long way.

With a reputation for quality RIBs – including the supply of proven vessels for law enforcement and all manner of serious marine applications – it is no surprise that Swift Marine has delivered such a successful Oxe Diesel superyacht tender.

"We do a lot of commercial work and

everything is done in-house, including starting from aluminium sheets for our hulls and sheets of fabrics for our tubes," says Mitchell.

"Being able to deliver the boat to meet the client's need is what we do and I can certainly see the Oxe Diesel Outboard working well on other Swift Marine hulls, just as it has on this one," Mitchell said.

Find out more about Swift Marine's services at www.swiftmarine.com.au

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Happy days following Happy Hour Yanmar & Mase installation

You could certainly say Steve Cordingley of Aluminium Marine is pretty happy with the performance of Happy Hour, his recently finalised fast cat propelled by two 1,002mhp 6AYE-GT Yanmars and also equipped with John Deere-powered Mase generators. They are engines that are likely to put a smiling face on pretty much any commercial boat operator, both for their brilliant performance and best-in-class fuel management.

A pair of Yanmar 6AYE-GT engines have helped a new Aluminium Marine-built fast cat shine in sea trials that have again proven why these new electronically-controlled engines are getting praise from the astute commercial operators who choose them.

An Incat Crowther 29-metre fast cat design, Happy Hour is destined for the Bahamas Ferries Group when it is eventually shipped from Australia to its new Caribbean home.

Power Equipment's Queensland Sales Engineer Ray Harris worked closely with Aluminium Marine again on this project and has taken particular pride in being able to provide a full power system for the build - including the Yanmar main engines, Yanmar transmissions, Yanmar VC10 electronic control systems and the and the onboard MASE marine generator powered by John Deere.

The Yanmar propulsion of Happy Hour was a firm insistence of the new owners following their fault-free experience with the same engines in a vessel they took ownership of a year earlier.



Custom designed John Deere powered Mase marine generators

Managing Director of Aluminium Marine Steve Cordingley explained:

"The Bahamas Ferries Group purchased one of our vessels from another owner and that vessel has performed faultlessly with the electronic Yanmars.

"In fact, we were the first boat builder in Australia to put these new electronic 1,002mhp Yanmars in one of our ferry builds a couple of years ago."

Steve says Happy Hour passed its on-water tests with "flying colours!"

"The engines did everything we asked them to do," Steve said.

"We loaded the vessel up with 25 tonnes, (to simulate a full loading), to see if we could maintain good service speeds through the rpm range of the Yanmars.



"We kept maximum rpms easily, backpressures and exhaust pressures were perfect and we only lost 0.7 of a knot between lightship to a simulated fully loaded vessel."

The 20.38litre Yanmar 6AYE-GT (S rating) delivers a crisp 737kW (1,002mhp) @ 2000rpm and the Happy Hour build was coupled with Yanmar's YXH240 gearboxes.

But horsepower numbers and bore/stroke measurements, (155mm X 180mm), in this 6in-line, long-stroking turbocharged engine tell only part of the story. The in-line configuration of this purpose-built marine engine helps for better fitting options, (particularly in catamaran hulls), and allows for good servicing access right around the engine.

These new Yanmar engines are more than just responsive, reliable and fuel efficient power.

The 6AYE-GT electronic fuel management difference

The electronic fuel management is so good on these engines, startup and even hard acceleration is virtually smokeless.

That's thanks to fuel injection pressure mapping that adjusts accordingly – including for startup or operational running – so this engine literally adjusts its fuel injection pattern to suit what is being asked of it in operation and even its warm-up regime.

Proof of how much improvement comes from such fuel management is evident in significantly lower CO2 and NOX emissions, but shines in power and efficiency.

"We had expectations of around a 200litres per hour per engine at full throttle," said Steve Cordingley "but actual burn was around 182-184 litres per hour per engine, so that is a nice saving over a full year of work as you can imagine.

"When we pulled those engines back to more like normal cruise revs that consumption came back to 137 litres per hour yet still maintained the vessel speed in excess of 22knots. So yes, you could say we're more than happy. The owner's representatives were also onboard - they gave the tick of approval too."

Considering Happy Hour is 61.8 tonnes lightship, and around 90 tonnes fully loaded,



that kind of efficiency is no small feat.

Good hull design helps of course, (Steve explains that a tunnel design in this particular build has also helped deliver only a 1.4metre draft "so it will be good in a lot of operational areas").

Continued >>



YANMAR

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SAILBOAT ENGINES
9HP - 110HP

POWERBOAT ENGINES
160HP - 440HP

COMMERCIAL MARINE ENGINES
35HP - 1,822HP

But the superb torque-rise characteristics of the Yanmars help give performance under load – and this is not surprising given the 6AYE-GT’s torque output peaks hit at around the 1,200rpm mark.

This means that the engines have plenty in reserve that deliver stable cruising speeds, even with load changes or differing sea conditions.

Noise is significantly improved with electronic fuel control, with tests showing around two-thirds of noise output to comparable mechanically-controlled engines at 1,000rpm and less than half the combustion noise.

To compliment the Yanmar engine electronic management system and to help provide a seamless one stop service and support network for the client Yanmar VC10 electronic controls and VC10 engine monitoring system were also specified.

This totally integrated Yanmar system helps to ensure excellent operational and monitoring ability of the 6AYE-GT’s at the main helm position and both wing stations. In addition this system was also packaged to include engine room instrumentation and engine room start/stop functions to facilitate servicing and engine monitoring.

Mase completes a full power package

Complimenting the Yanmar propulsion system in the engine rooms of Happy Hour are a pair of Mase 61T John Deere-powered open frame generators.

These 1,800rpm governed 60Hz generators are powered by the latest generation of heat exchanger-cooled John Deere 4045TFM85 engines that deliver clean, high-pressure common rail diesel power with an impressive USA EPA Tier III emissions rating.

A high-quality engine, they feature integral balance shafts and a water-cooled exhaust manifold, features which contribute to why John Deere has become the preferred provider of generator drive engines worldwide, producing more engines in their power range for marine generators than any other manufacturer.

The Mase 61T’s are configured for both main helm and engine room monitoring and are rated to 55kVA continuous power (61kVA max).

In all, it adds up to an engine package that is a perfect match for operations like the Bahamas Ferries Group where emission compliance and low operating costs are essential.

Aluminium Marine’s Steve Cordingley is certainly happy with the combination of his experienced building and the Yanmar 6AYE-GT’s and Mase 61T’s: “They are getting good fuel consumption with these engines and they are very smooth and quieter underway – it’s a great match,” Steve said.

In Happy Hour’s case, we’ll drink to that Steve!

To find out more about Aluminium Marine, visit www.aluminiummarine.com.au



POWER PROFILE

Vessel Name	Happy Hour
Application	Commercial Passenger
Construction	Plate Aluminium
Length	29.5m (LOA)
Weight	96 tonnes
Engine Model	2 x Yanmar 6AYEM-GT
Power Rating	737kW / 1002mhp @ 2000 rpm
Top Speed	26.6 knots
Cruise Speed	22.4 knots @ 1800 rpm



Aluminium Marine’s Managing Director Steve Cordingley (left) and Mitchell Wicks

30 YEARS AND STILL GOING STRONG

IN JULY THIS YEAR, RAY HARRIS
FROM OUR QLD BRANCH WILL
NOTCH UP 30 YEARS OF SERVICE
WITH POWER EQUIPMENT



This unassuming and always approachable veteran of the company is not only one of nature's gentlemen, but has a wealth of experience when it comes to engine applications, marine propulsion and the world of boat builders and enthusiasts alike.

Meet Ray Harris – the man, the motivation and the memories.

Even though he is a man in a job driven by sales, Ray Harris doesn't really label Power Equipment customers as his "clients" or "sales prospects" - he calls most of them his friends.

"I have forged some really close relationships in my work with boat builders and other clients through Power Equipment and I don't really see them as clients, I think of them as friends to be honest," says Ray.

Reaching a milestone of 30 years with Power Equipment in July this year, Ray has certainly gathered a wealth of experience in the engine game and no small list of friendships through his work.

Originally a Kiwi, Ray adopted Australia as his preferred home after completing his trade in automotive machining (engine reconditioning), moving from his hometown of Christchurch in 1976.

Upon arriving in Oz, he worked for a company called Transpec in Melbourne and was a power steering and gearbox specialist. This trucking-based game was full-paced and afforded a move to Queensland where his work was focused on the transport equipment industry.

"By 1979 I had an opportunity to move into a

sales position," Ray said, "and while that was a big change for me, I also saw it as an exciting change."

Ray hasn't looked back from sales-related positions ever since, even when an industry downturn in the late 1980's saw him retrenched.

"I then sold Palfinger Cranes and Hyster Forklifts for two years, and was offered a job back at Transpec, but my career path led me to Power Equipment in 1992 under the company's founder, Allan Foster."

Ray sold industrial engines initially with Power Equipment and, (in a concept not unusual to COVID times), worked from a home-based office for his first six years with the company.

"I ended up building an office at my home in (the Brisbane suburb) Algester after a few years, but when a local dealership in Bulimba was taken over by Power Equipment, we worked from an office there," Ray said.

The Bulimba branch was eventually moved to the Gold Coast "primarily to chase the boating market and boat builders" according to Ray.

"We brought on another salesman for industrial engines and I became focused solely on marine sales. It was certainly totally different in the marine game," explains Ray.

Different perhaps, but when Ray starts listing the boat builders and brands he boasts close associations with, it's akin to a "who's who" of Australian east coast boat building legends.

Norman R Wright and Sons, Peter Coram, Peter Brady, Scimitar Yachts, Auships, Aluminium Marine, Commercial Marine Australia, Lightwave Yachts and a host of other top builders and marine industry names roll off Ray's lips. This man knows the industry!

Ray also credits some of his ability to succeed under the Power Equipment flag to the attitude and direction of Allan Foster.

"The thing with Allan, well in my case anyhow, was that he would make it clear what the job was, but he'd leave you to do it the way you wanted to. I think that kind of direction is among the factors that have helped deliver a company not just with a low turnover of staff, but enthusiastic staff."

Of course, there is more to most people than their work life and Ray is no exception.

"I really enjoy deer stalking, normally hunting alone in rugged bush and I ride a road bike weekly as well," Ray says enthusiastically.

For many years Ray also practiced Karate, achieving a first dan black belt in GKR Karate and holding the position of Sensei.

"I also practiced Aikido, (a Japanese-origin martial art), for many years, although it was very time consuming so I gave those pursuits away to spend more time with my family. All of these hobbies have helped enormously to keep my fitness," Ray says.

There has been plenty of travel for Ray across at least three states in his time with Power Equipment, (mostly Queensland, the Northern Territory and New South Wales), but Covid restrictions have curtailed movement in Ray's Queensland territory over the last 18 months.

"Early in the piece I was travelling as far south as Coffs Harbour and regularly up to the Northern Territory," Ray reminisces.

"Even just looking after Queensland, I'd normally do at least five trips each year to North Queensland – but I've only been able to get up there twice in the last year or so."

While travel is restricted, Ray believes it is still vital in the sales game.

"You've got to get in front of people, there's no doubt about it," Ray says emphatically.

"When you talk to people face-to-face, you not only get to know them better, but you're always finding out what's happening on the ground, what's going on in their business and industry generally.

"Even if you don't make a sale then and there, the enquiries will nearly always follow once you meet people in person."

Ray describes himself as a "realist" in terms of his sales abilities though. He credits hard work above sales techniques as his secret to his success and longevity.

"The reality is you can only really sell what you are getting enquiries for in this industry," says Ray.



"And to be honest, I don't really look at my sales or budget figures that much. I just get into it, do the best I can and let the figures look after themselves."

Power Equipment chairman and founder Allan Foster can attest to one of his longest-serving employee's attitude of "getting into it".

Says Allan of Ray; "His honesty, personal integrity and self-discipline are second to none. He has been a constant face of the company for 30 years and we couldn't ask for a more courteous and conscientious person to be representing us now – and hopefully for many more years to come!"

"From my perspective," says Allan, "I can say I only have total admiration for Ray. He is a first-class gentleman."

The day after sharing some of his 30-year Power Equipment story, Ray is on the road delivering sail drive legs and Gori propellers to a client, (sorry, friend!), on the Sunshine Coast.

Ray may not focus on his sales figures too much, but they certainly speak for his abilities.

"I was never a super scholar at school, but I've improved plenty over the years," Ray quips with a smile.

"But I suppose the biggest challenges and learnings for me are technology and computer-based systems now-a-days, that's changing things a lot."

Changes they may be – but we hope you don't change too much Ray. Congratulations on your 30-year milestone!

Power Equipment NZ continues to grow

Power Equipment NZ welcomed Sofie Tchernegovski to the team in October 2021.

Sofie has joined the team as our New Zealand Operations Manager, a timely appointment in the midst of worldwide production delays, shipping delays, and lockdowns.

Sofie's passion is continuous improvement, and she is looking forward to implementing and streamlining processes with the team to provide excellent support to our dealers, customers, suppliers and partners.

Sofie has a range of operations and management experience to rely on, with her most recent experience being with a leading medical company where her role as

Operations Manager included responsibility for the procurement, logistics, and technical teams. Her time within the medical industry has given Sofie a unique understanding about the importance of timely delivery!

Outside of work Sofie is a keen horse rider. She enjoys jumping fences and other obstacles, or just getting lost in the forest.

When Sofie isn't galloping around on a horse, she likes nothing more than spending money on cars. At the moment her daily drive is a BMW, but her current garage passion project is a 1973 Mk1 Escort that she describes as a work in progress.



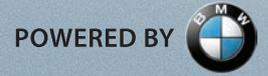
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OXE300

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