

# 2013 BOATING

**SOUTH AFRICA** INDUSTRY GUIDE



**The South African Maritime Safety Authority (SAMSA) is committed to a united, progressive and safe boating industry.**



The “Centre for Boating” is the entity within SAMSA responsible for carrying out the mandate delegated to SAMSA by the Merchant Shipping Act in as far as it applies to ‘small’ vessels in South Africa (including inland waters) and more specifically the implementation of the Merchant Shipping (National Small Vessel Safety) Regulations 2007. For more information please visit [www.samsa.org.za](http://www.samsa.org.za)



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SOUTH AFRICA HAS THE MOST  
DEVELOPED ECONOMY IN THE SOUTHERN  
AFRICAN REGION.

# 2012 INDUSTRY HIGHLIGHTS

- Boat building a priority sector in the dti Industrial Policy Action Plan for 2012/13, with key focus programmes on import duties, industrial financing and infrastructure requirements
- Membership of the International Council of Marine Industry Association (ICOMIA) and the American Boating and Yachting Council (ABYC)
- ICOMIA Annual Congress hosted by MIASA in South Africa - 17 countries represented and 92 delegates
- MIASA chairs the South African Bureau of Standards Technical Committee 188
- MIASA board membership of the International Marine Certification Institute (IMCI) in Brussels
- Inbound Trade Mission from Angola, South Korea and Brazil with 29 local companies participating and 96 business to business meetings conducted
- MIASA featured in 22 international magazines via ICOMIA
- ZAR 597,000 leveraged in media exposure for MIASA
- ZAR 3.4M leveraged for Skills Development
- Boat Building registered as a trade with Department of Higher Education and Training
- 75% permanent employment rate for Boat Building Academy graduates
- 6 graduates enrolled for Westlawn International Yacht Design correspondence course
- MIASA jury member of the Blue Flag Beaches & Marinas committee in South Africa
- MIASA a member of the Plastics Chamber of the Manufacturing and Engineering Services Sector Education Training Authority (MerSeta) and a Regional Committee representative for the Western Cape
- MIASA a member of the Department of Transport Small Craft Advisory Committee
- MIASA proxy board representation in the Transport Education and Training Authority (TETA)
- International visitors and principals hosted from eight countries
- Participated in research into the economic potential of fishing harbours and harbour spatial frameworks, Standard Industrial Classification (SIC) codes, global competitiveness of the South African boat building industry and the potential designation of Boat Building for South African Public Procurement.
- Objection lodged with the South African Revenue Service (SARS), to the Ad Valorem tax on vessels over 10 metres and implementation date of 1 October 2012 was delayed.



# SHOWCASING SOUTH AFRICA

The South African Boatbuilders Export Council (SABBEX), is a major contributor to establishing South Africa as a **globally competitive boatbuilding export country**, with sustainable export growth. South Africa is globally **renowned for its award-winning multihulls**, with the second largest manufacturer, and producing nearly 30% of the world's multihulls. South Africa is also renowned for its custom and semi-custom built monohulls, power boats, commercial craft and award-winning inflatables. SABBEX **promotes our locally manufactured craft abroad** and assists companies to gain access to international markets. SABBEX exhibits along with its members at selected boat shows and trade expos, targeting specific markets around the world.

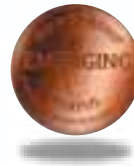
## SABBEX MEMBERSHIP IS DIVIDED INTO THREE CATEGORIES:



**FULL MEMBERSHIP**  
for companies directly involved in the manufacture and export of watercrafts



**AFFILIATED MEMBERSHIP**  
for companies not directly involved in the manufacture of watercrafts for export



**EMERGING EXPORTER MEMBERSHIP** for newly established companies (less than 2 years) or companies new to exporting (less than 2 years)

## ACCREDITATION



SABBEX has an industry Code of Conduct, which encourages that minimum standards are adhered to in eleven business aspects, and also has a developmental focus to encourage companies to achieve international best practice. Companies are audited in matters including warranty procedure, owners' manuals, customer service and international specifications. It should be noted that the term "accredited" does not imply any guarantee of performance on the part of SABBEX. If a member fails to comply with the minimum standards, the council can suspend or terminate membership, but recourse will be in terms of the contract between client and builder.



[www.sabbex.co.za](http://www.sabbex.co.za)

SABBEX Chairman: Tim van der Steene (Tag Yachts)

# MIA SA

## INCLUSIVE, REPRESENTATIVE AND RELEVANT



The Marine Industry Association of South Africa (MIA SA) was established at the beginning of 2012 as a nationally inclusive, representative association to unite the entire boating industry. As a member of the International Council of Marine Industry Associations (ICOMIA), MIA SA is part of a global organisation representing the marine industry since 1967.

MIA SA serves as an integral facilitator between the various spheres of the boatbuilding industry. It is a pivotal link, serving as the first point of contact for both industry and the general public. In addition to functioning as a communications hub for the industry, MIA SA is a conduit between the industry, public sector and government. Having tackled numerous issues with local and provincial government departments, MIA SA constantly strives to identify and address key challenges that potentially restrict growth and development of the industry. The initiative works closely with the Department of Trade and Industry to support the boatbuilding industry and assists in developing a proper regulatory and legislative environment.

Other key partners include SAMSA, Department of Transport, EtheKwini Maritime Cluster, Nelson Mandela Bay Maritime Cluster, City of Cape Town, Ekurhuleni Municipality, Industrial Development Corporation, TIA, ECIC and Wesgro.

### FOCUS AREAS:

- Boating regulations
- Standards and certification
- Trade Policy
- Skills Development
- Cost-cutting strategies
- Industry statistics
- Industry leadership and development

### MAIN BENEFACTORS:

- Designers
- Builders
- Manufacturers
- Retailers & Service Providers
- Repairs & Maintenance
- Hardware & Accessories

MIA SA Chairman: Kevin Fouché (Knysna Yacht Co)

MIA SA Vice Chairman: Mark Delany (Two Oceans Marine Manufacturing)

MIA SA CEO: Vanessa Davidson

[www.miasa.co.za](http://www.miasa.co.za)

# BUYERS GUIDE

## BUYING A BOAT IN SOUTH AFRICA

### INTRODUCTION

South Africa has the most developed economy in the southern African region. The major strengths of the South African economy are its abundant natural resources, its growing manufacturing sector and considerable tourism potential. South Africa boasts an advanced and well regulated banking sector which aims generally to promote credibility, stability and economic growth. The principal legal instrument which seeks to achieve these aims is the Banks Act, 1990 and the regulations promulgated thereunder. The South African Reserve Bank, the central bank of the country, plays an important role in banking regulation and supervision.

### SOUTH AFRICAN BOATBUILDERS EXPORT COUNCIL

SABBEX is a National Export Council tasked with building South Africa as a globally competitive boatbuilding export country. SABBEX has a Code of Conduct for members and prospective buyers may enquire as to the level of accreditation for a company (Full, Emerging and Affiliated). Not being accredited by SABBEX is a neutral position for potential customers who would then make decisions based on their own information and research of a boat builder.

### RESEARCH

Ensure that you have conducted appropriate and extensive research into both the vessel and the company. Contact SABBEX for information on member accreditation status.

### WHAT EXACTLY ARE YOU BUYING?

Confirm exactly what is included in the purchase price. What taxes/import duties will be applied to the purchase? Does the boat need to be built to international standards? CE, NMMA, BV etc. Is the deposit refundable as the majority of them are not?

### PURCHASE AGREEMENTS/CONTRACTS

Seek legal advice and counsel and have the contract checked by an attorney. Ensure that you receive your own copy of the contract and sign it before witnesses. Warranty procedures should be clearly written and understood by all parties concerned. Address all issues PRIOR to the signing of the contract. Most South African manufacturers have clear procedures and well written contracts, and these are there to protect both the seller and the buyer.

### **WARRANTY ADVICE**

*Warranties can present a problem for purchasers, builders and sellers. Traditionally maritime warranties are rectified at port of launch. Since, in most cases a yacht will have sailed away, the question of how to handle a warranty claim at distance arises. There are also issues around equipment warranties and equipment manufacturers may also claim that builders have not installed their equipment correctly. Therefore procedures for handling warranties must be written into the contract. It is normal to state that the builder has the opportunity to rectify any defect at their cost, or by their nomination of a subcontractor. If an owner wishes to nominate their own contractor, it would be normal for the owner to be paid the price it would have cost the builder. All this obviously can lead to problems and in such cases the services of an Arbitrator can be most useful.*

### **LEGAL/ARBITRATION**

*Resolving problems between builders and owners through the courts becomes time consuming and expensive. Unless issues are very serious, arbitration can be the most effective method of solving disputes. Arbitrators may be Maritime Lawyers or Surveyors depending on whether it is a legal problem or a technical one. Arbitrators are trained in the dispassionate resolution of problems based on documentation and verbal evidence. Experience has shown that the use of arbitration is frequently the most satisfactory way of solving owner and builder disputes.*

### **HIRING A SURVEYOR**

Contact a surveyor and ask him to conduct a survey and specify exactly what you want. Ensure that you understand what the surveyor's report will contain and obtain a quotation from the surveyor in writing – including all other expenses relating to travel etc. Stage payments on the vessel should be made upon recommendation by the surveyor.

### **SURVEYS**

For any purchaser, a survey by a professional Surveyor is a worthwhile investment. For a boat under construction the Surveyor will audit the boatyard's progress



through the moulding, fitting of modules, electrical system, fitting of engines, mast, launch and trials. This will result in a report of the build and a certificate. The survey documents are valuable records and will be important for resale of the boat. They will also be baseline documents for any warranty claims. It is important to use professionally qualified Surveyors with years of experience of surveying a variety of boat types.

## **COMPLETION OF BUILD**

With the builder, establish an appropriate facility at which to launch the vessel and ensure you are aware of all associated costs. Ensure that the vessel undergoes a commissioning process which entails the testing of all systems and equipment based on criteria outlined by the surveyor. Make arrangements with the builder to conduct sea trials of the vessel, ensuring that you are aware of what is being tested. Ensure that the appointed surveyor is involved in this process.

### **SAMSA REGULATIONS**

*The South African Maritime Safety Authority (SAMSA) has regulations which apply to South African registered vessels. SAMSA must be informed of the commencement of building any yacht or small craft intended for commercial purposes. Boat builders in South Africa are conversant with the rules which are applied to the craft they are constructing. Additional information can be obtained from specialist consultants and Surveyors or directly from SAMSA.*

## **COMPLETION OF SALE**

Once all of the above are completed to the satisfaction of both parties, a bill of sale is made by the boat builder for the buyer (Your surveyor should advise what this should contain).

## **HANDOVER TO OWNER**

There are a number of handover options available. The owner travels to South Africa to collect the boat and either sails the boat to its destination or hires a skipper to do so OR the boat builder sends a skipper to deliver the boat to the owner.

## CLEARING YOUR OWN BOAT OUT OF SOUTH AFRICA

\*Please note, these procedures can change and this is a guideline

1. Obtain a letter from the **Yacht Club** or **Marina** where you are moored confirming you don't owe them any money. It's a standard letter.
2. Go to the nearest **Port Control** Building (In Cape Town this is located at South Arm Rd, Table Bay Harbour) with your boat papers and the letter from the Yacht Club/Marina to get a clearance certificate (In Cape Town the Customer Service Centre telephone number is 021 449 3111). There is no cost attached. (Customs are allowing you to clear out without the Port Clearance Certificate as long as you have the Yacht Club/Marina letter)
3. Go to **Immigration** (In Cape Town, Immigration House, Foreshore, 5th Floor, Telephone 021 421 1007) with the crew and passports (all crew must be present).
4. Go to **Customs** (In Cape Town, 22 Hans Strijdom Ave, Ground floor, Telephone 021 413 6759 or 021 413 6344) to do the following:
  - Complete clearing out form DA 1 as well as clearing for foreign destination form DA 3
  - Show proof of immigration clearance
  - Produce Customs export clearance for the yacht (SAD 500 for export yachts; NEP for local yachts)
  - Produce the letter from the yacht club etc.
  - Produce temporary pass from SAMSA (for locally manufactured but as yet unregistered export boats). If boat is already foreign registered it will have its necessary papers but Customs will still request that SAMSA confirm in some way that these are okay (In Cape Town, SAMSA, 2 Long Street, 19th floor, Telephone 021 421 6162). Customs will also ask for a SAMSA competency certificate for each skipper.

ENSURE THAT YOU HAVE CONDUCTED  
EXTENSIVE RESEARCH INTO THE VESSEL  
AND THE COMPANY BEFORE PURCHASING.

## SA FOREIGN ECONOMIC OFFICES

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### EUROPE 1 REGION

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#### **BRUSSELS (also Luxembourg)**

SA Embassy and SA Mission to EU  
Rue Montoyer 17-19 (B-1000), 1040  
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T 0032 2 285 4439  
0032 2 285 4442  
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SA High Commission, South Africa House,  
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UNITED KINGDOM

T 0044 20 7451 7236  
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jacob@sadti.co.uk  
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#### **MILAN**

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T 007 495 789 9960  
E vmweli@econsa.ru  
tradesa@econsa.ru  
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#### **STOCKHOLM (also Denmark, Norway, Finland, Iceland, Baltic States)**

SA Embassy, Flemmeggatan 20, 11226  
Stockholm, SWEDEN

T 0046 8 243 950  
E satrade@telia.com

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#### **THE HAGUE**

SA Embassy, Wassenaarsweg 40, 2596 CJ  
The Hague, THE NETHERLANDS

T 0031 70 750 7643  
E hvdkroef@thedti.nl

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### EUROPE 2 REGION

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#### **BERLIN**

SA Embassy, Economic Section,  
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GERMANY

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**BERNE** T 0041 31 350 1313  
SA Embassy, Alpenstrasse 29, 3006 Berne, E peter.kistler@southafrica.ch  
SWITZERLAND

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**MADRID (also Portugal)** T 0034 91 436 3780 / 3783  
SA Embassy, Calle Claudio Coello 91, 6th E alicia\_segura@sudafrica.com  
Floor, Madrid, 28006, SPAIN econ@sudafrica.com

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**MUNICH** T 0049 89 2311 6351  
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Platz 5, 80336 Munich, GERMANY mueller@suedafrika.org

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**VIENNA** T 0043 1 320 649333  
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AUSTRIA ruzic-terglava@dirco.gov.za

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## AMERICAS REGION

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**BUENOS AIRES (also Latin American Countries except Brazil)** T 0054 11 431 72900  
SA Embassy, Marcelo T de Alvear 590, 8th 0054 11 431 72923  
Floor Capital Federal, 1058 Buenos Aires, E achcarf@dirco.gov.za  
ARGENTINA

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**CHICAGO** T 001 312 939 6530  
SA Consulate-General, 200 South Michigan E vtomov@thedti.gov.za  
Ave, Suite 600, Chicago, Illinois 60604, USA donnadelliahm@gmail.com

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**NEW YORK** T 001 212 692 2428/27  
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Street, 9th Floor, New York, NY 10016, USA alo-villarealb@dirco.gov.za

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**SAO PAULO** T 0055 11 3265 0441/2/3  
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**TORONTO**

SA Consulate-General, 110 Sheppard Avenue East, Suite 600, Toronto, Ontario, CANADA M2N 6Y8

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**INTERNATIONAL TRADE AND ECONOMIC DEVELOPMENT DIVISION**


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**GENEVA**

SA Permanent Mission, 65 rue du Rhone, 1204 Geneva, SWITZERLAND

T 0041 22 849 5401/2  
E Faizel.Ismail51@gmail.com  
wtomission.southafrica@gmail.com

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**ASIA EAST REGION**


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**BEIJING**

SA Embassy, 5 Dongzhimenwai Dajie, Sanlitun, Chaoyang District, Beijing, PEOPLE'S REPUBLIC OF CHINA

T 0086 10 6532 0171-5  
E Greg@saembassy.org.cn  
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**HONG KONG (also Macau)**

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T 00 852 2577 3279  
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**SEOUL**

SA Embassy, 1-37 Hannam-dong, Yongsan – ku, Seoul, SOUTH KOREA

T 0082 2 795 0948/792 4855  
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**SHANGHAI**

SA Consulate-General, 222 Yan An Road East, 27th Floor, Room 2705/6, Shanghai, PEOPLE'S REPUBLIC OF CHINA

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## ASIA WEST REGION

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### **BANGKOK (also Vietnam, Cambodia, Myanmar and Laos)**

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### **CANBERRA (also New Zealand)**

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### **JAKARTA**

SA Embassy, 7th Floor, Wisma GKBI, Site 705, JL Jend. Sudiman No 28 Jakarta 10210, INDONESIA

T 0062 21 574 0660  
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### **KUALA LUMPUR (also Philippines and Brunei)**

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E [saecon3@tm.net.my](mailto:saecon3@tm.net.my)

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### **SINGAPORE**

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## WEST AFRICA & MIDDLE EAST REGION

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**ACCRA**  
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**CAIRO**  
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## EAST AFRICA & SADC

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cticc 4-6 Oct. 2013  
Cape Town International

# BOAT SHOW



South Africa's premier showcase for all its yachting & watersport products, officially endorsed by MIA SA



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Visit us @ [www.capetownboatshow.com](http://www.capetownboatshow.com)

# GET INTO BOATING

## WHY GET INTO BOATING WHEN THERE ARE SO MANY OTHER THINGS TO DO?

Boating is exciting. You'll have the freedom to explore our waters with friends and family and create special memories together. You will have fun and adventure. You can choose to have an adrenalin pumping experience or relax and unwind. Buying a boat invites you to go wake boarding, water skiing, diving, fishing and much more.

## BOATING IS THE ULTIMATE LIFESTYLE CHOICE – GO ON – JUST ADD WATER!

### HOW TO CHOOSE A BOAT

1. First ask yourself what do you want to do with your boat?
2. Secondly where will you be using your boat?
3. Visit one of the boat shows, speak to the manufacturers and dealers and ask them to recommend a boat that meets your requirements. Look out for the MIAASA Builders Plate which tells you the manufacturer has built the boat to certain specifications, the maximum engine capacity and how many people you can put on your boat.
4. Consider insurance, maintenance, safety equipment and storage when putting together your budget.
5. Weigh the pros and cons of buying new versus pre-owned. If you have budget constraints and you won't be using the boat too often, you could consider a boat sharing option with friends.
6. A boat can be a big investment. Get a professional surveyor to inspect your chosen boat for peace of mind.
7. Make a short list and get the family together for your final decision.

### THE PAPERWORK

1. In South Africa you must have a licence to drive your boat if it is motorised over 15hp. Contact the South African Maritime Safety Authority (SAMSA) office in your region for a list of accredited training providers. You will need to do a theory and practical component. There are different classes of skippers tickets depending on where and when you want to use your boat.

2. Financing your boat and getting the best package is important. Talk to the manufacturer or dealer and your bank before you sign any contracts.
3. Make sure your trailer is licenced and meets any Department of Transport regulations eg data dot.
4. Your boat will have to have a Certificate of Fitness. Contact the SAMSA office in your region for a list of authorised agencies. There are different certification requirements for different types of boat.
5. Safety is paramount in boating. Make sure that you have all the approved safety equipment on your boat to meet SAMSA requirements.
6. If you are buying a boat for commercial purposes you will need to hold a valid Local General Safety Certificate from SAMSA.
7. Keep your paperwork with you when you are boating, just as you keep your car licence and drivers licence when you drive your car.

## **AND THEN?...**

Go out there and safely enjoy yourself on the wonderful waters we have in South Africa. Whether you enjoy a leisurely cruise with family on the river, the adrenalin of jumping waves or hanging out on the back deck of your boat enjoying a braai with friends... Boating is for Everyone!... Just Add Water!

**For more information or advice contact MIASA.**

## **SAMSA REGIONAL OFFICES**

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## **RICHARDS BAY**

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## **SALDANHA BAY**

Old Salcon Building Harbour Area Fishing Harbour Saldanha 7395  
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Old Post Office Building Kus Road Port Nolloth 8280  
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---

# CAREERS IN THE BOATBUILDING INDUSTRY



The boat building industry in South Africa is a dynamic and exciting sector with a wide range of occupations and careers on offer. With on-going technological developments and innovation in boat design and construction methods, it is a progressive industry where you can combine your love of boats with a rewarding career. Leisure boating is growing and South Africa needs skilled and dedicated staff to meet the rigorous demand of construction to international standards.

There are various ways to enter the boat building industry and pursue your career. You can either enter a formal boat building training programme, or you can train in a related career and apply for a position in a boat building yard where you can adapt your skills to the requirements of the marine sector.

## **BOATBUILDING CAREER OPTIONS:**

**Construction** of boats in Aluminium, Fibreglass, Wood or Inflatables.

**Boat Fitting** which includes interiors, upholstery, metal work, systems and more.

**Boat Finishing** which includes painting and fairing, finishing, polishing and final quality assurance oversight.

**Boat Design and Engineering** and be part of the boat design and engineering component.

**Systems and Components** become increasingly complex as technology develops and you can specialise in project management, electronics and electrical systems, plumbing, hydraulics and more.

**Sail Making, Mast building and Rigging** is a specialist area where you can become involved in design, construction and machining of sails or become a mast builder and specialise in rigging a sail boat.

**General Labour and Support Services**, there is a wide range of support services including insurance to legal advice, human resources, procurement and stores management. These could either be done in-house or on a consultancy basis.

**A PASSION FOR BOATS - THEIR DESIGN,  
CONSTRUCTION AND PERFORMANCE -  
IS THE FIRST AND MOST IMPORTANT  
ENTRY REQUIREMENT. AFTER THAT,  
THE SKY'S THE LIMIT!**

**Refer to member listings for Recommended Institutions:**

False Bay College Boatbuilding Academy..... Page 109

Composites Training Academy..... Page 108

**Contact MIAASA for more information**



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[info@jhboatshow.co.za](mailto:info@jhboatshow.co.za)

# CATEGORY SEARCH

## **BOATS**

### **MOTORBOATS**

#### **Open Sportboats/Utility**

##### **Boats/Skiboats/Wakeboats**

44, 45, 50, 59, 86, 87, 90, 91, 92, 93, 99, 107

---

#### **Console Boats**

44, 45, 49, 86, 87, 91, 99, 101, 107

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#### **Walkaround Boats**

44, 48, 49, 50, 52, 56, 86, 87, 92, 99

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#### **Speciality Fishing Boats**

45, 48, 50, 52, 87

---

#### **Amphibious Boats**

91

---

#### **Fish & Cruise Boats**

44, 45, 48, 56, 84, 86, 87, 89, 93, 99

---

#### **Sportfishing Boats**

44, 47, 48, 52, 56, 84, 89, 91, 99, 107

---

#### **Offshore Performance Boats**

91, 96, 99

---

#### **Open Cabin Cruisers/ Open Sport Yachts**

44, 47, 52, 90, 91, 92, 99

---

#### **Flybridge Cruisers**

42, 47, 89, 90, 91, 99

---

#### **Houseboats/Barges**

58, 59, 91, 99

---

#### **Jet Boats**

58, 84, 91, 99

---

#### **Deck/Pontoon Boats**

48, 58, 59, 90, 93, 99, 101

---

#### **Trawler Yachts/ Traditional Motoryachts**

47, 89, 91, 99

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#### **Motor Yachts**

31, 32, 42, 47, 89, 90, 91, 99

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#### **Multihulls**

31, 33, 34, 35, 36, 37, 38, 40, 41, 42, 45, 47, 48, 52, 91, 96, 99

---

#### **Personal Watercraft**

53, 80, 84, 87, 91, 93, 107

---

## **SAILBOATS**

#### **Dinghies**

43, 91

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#### **One Design Sailboats/ Offshore Racing Sailboats**

43, 91, 96, 99

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#### **Sailing Yachts: Monohulls**

31, 32, 39, 43, 91, 96, 99

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#### **Sailing Yachts: Multihulls**

31, 33, 34, 35, 36, 37, 38, 40, 41, 42, 43, 52, 91, 96, 99

---

## **INFLATABLES**

#### **Inflatables/ Rigid Inflatable Boats (RIBs)**

54, 58, 83, 86, 87, 91, 93, 94, 96, 99, 101

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## **COMMERCIAL BOATS**

#### **Cargo Vessels/Cruise Liners**

57, 60, 91

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## **Commercial Fishing Boats**

49, 56, 57, 60, 91, 93, 94, 99

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## **Commercial RIBs**

57, 58, 79, 91, 93, 94, 99, 101

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## **Dive Boats**

49, 56, 57, 58, 60, 91, 93, 94, 101

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## **Ferry Boats/Passenger Boats**

32, 44, 49, 56, 57, 58, 59, 60, 91, 94, 99

---

## **Military Craft/Patrol Craft**

56, 57, 58, 59, 91, 94, 99, 101

---

## **Rescue Boats**

54, 57, 60, 79, 86, 91, 94, 99, 101

---

## **Work Boats**

32, 43, 49, 54, 56, 57, 58, 59, 60, 79, 84, 91, 94, 99, 101

---

## **ENGINES & ENGINE SYSTEMS**

### **ENGINES & MOTORS**

#### **Outboards:**

##### **Petrol (2-stroke/4-stroke)**

48, 49, 54, 56, 80, 83, 84, 86, 87, 92, 93, 94, 107

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##### **Inboards/Stern drives: Petrol**

34, 80, 82, 84, 90, 92, 93, 94

---

##### **Inboards/Stern drives: Diesel**

42, 78, 81, 82, 92

---

#### **Jet Drives**

56, 80, 81, 84, 107

---

#### **Sail Drives**

78, 81, 82, 85

---

## **POD Drives**

81, 82, 85

---

## **ASPIRATION & VENTILATION**

### **Air Filters/Aftercoolers**

80, 94

---

### **Bilge/Engine Blowers**

78, 80, 107

---

### **Turbochargers**

81

---

## **COOLING & EXHAUST SYSTEMS**

### **Heat Exchangers**

62, 81

---

### **Hoses/Clips/Fittings**

78, 80

---

## **ENGINE MANAGEMENT**

### **Monitors/Instruments/**

### **Alarms/Engine Remote Controls**

78, 80, 83, 87, 94

---

## **FUEL HANDLING**

### **Fuel Computers/Pumps/Injection Systems/Tanks**

80, 81, 83, 94, 107

---

## **HYDRAULIC SYSTEMS**

### **Hydraulic Motors/Pumps/**

### **Lubrication**

78, 80, 94

---

## **MOUNTING EQUIPMENT**

### **Engine Mounts/Outboard Mounts/ Jack Plates**

69, 78, 80, 81, 94, 107

---

## **STARTER SYSTEMS & PARTS**

### **Ignition Systems/ Starters/Switches**

78, 81, 83, 94

---

## **STERNGEAR & PROPELLERS**

### **Propellers**

62, 74, 80, 81, 85, 94

---

### **Propeller Accessories**

74, 78, 79, 86, 94

---

### **Shafts**

78, 80

---

### **Shaft Anodes**

62, 94

---

### **Shaft Couplings/Seals**

85, 94

---

### **Sterngear**

78

---

## **TRANSMISSION & GEARS**

### **Gears/Gear Boxes/Sail Drive**

### **Struts/Sterndrive Legs/ Transmission Kits**

81, 83, 85, 94

---

## **MARINE EQUIPMENT & ACCESSORIES**

### **ANCHORING, DOCKING EQUIPMENT**

#### **Anchors/Accessories**

31, 62, 92, 94

---

#### **Anchor Chains/Cables/Lines**

69, 78, 79, 86, 87, 94

---

#### **Boat Hooks**

66, 94

---

#### **Windlasses**

78

---

#### **Bow Rollers/Protection**

61, 75, 94

---

#### **Davits/Hoists/Cranes**

75, 79, 94

---

#### **Chafing Protection/Rodes**

61, 75, 94

---

#### **Fenders/Buoys**

61, 69, 79, 94

---

#### **Mooring Equipment**

62, 69, 94

---

## **BOAT CARE, CHEMICALS, COATINGS, MAINTENANCE**

### **Antifouling Paints/Bottom Coatings**

64, 79, 87

---

### **Cleaners/Polishes**

64, 65, 77

---

### **Deck Paints/Paint/Primers**

64

---

### **Lettering/Numbers/Tapes**

69

---

### **Corrosion Inhibitors/ Fuel Conditioner**

77, 94

---

## **BOAT COVERS & CANVAS**

### **Bimini Tops/Sun Protection/covers**

69, 79, 92, 94

---

## **DECK HARDWARE/RIGGING**

### **Blocks**

63

---

### **Cleats**

67, 75, 78

---

### **Clutches/Locks/Travellers/**

### **Guide Rails**

63, 67, 76

---

### **Furling Systems**

31, 62, 63, 67, 76

---

### **Guide Tracks/Loops**

63, 67, 76

---

### **Reefing Gear/Accessories**

67, 76

---

### **Sails**

73

---

### **Rigging/Spars/Masts/Booms**

31, 41, 76

---

### **Shackles/Hooks/Turnbuckles**

67, 76, 79

---

### **Sail Cloth/Battens/**

### **Accessories**

73

---

### **Spinnaker Fittings**

67, 73, 76

---

### **Ropes/Lines**

31, 67, 76, 94

---

### **Wire Ropes/Cords**

31, 67, 69, 76

---

### **Winches**

63, 67, 94

---

## **ELECTRICAL**

### **Anodes**

80, 94

---

### **Batteries & Accessories**

71, 78, 94

---

### **Generators**

78, 81

---

### **Instruments/Gauges**

62, 85, 94

---

### **Monitoring Systems/Alarms**

71, 85, 94

---

### **Switch Boards/Power Panels**

78, 94

---

## **ELECTRONICS**

### **Aerials/Antennas/Accessories**

79, 94

---

### **Automatic Identification**

### **Systems (AIS)**

74

---

### **Autopilots**

62, 66, 94

---

### **Chart Plotters/GPS**

66, 70, 94

---

### **Depth Sounders**

66, 70, 94

---

### **Displays**

66, 71, 94

---

### **Fish Finders/Echo Sounders**

62, 66, 70, 94

---

### **Satellite Communication Systems**

66, 94

---

### **Rudder Indicators**

85

---

## **GALLEY EQUIPMENT/APPLIANCES**

### **Cookers/Hobs/Ovens/ Stoves/Accessories**

50

---

### **Ice Makers**

63

---

### **Refrigeration Systems**

62, 63, 71

---

## **HARDWARE**

### **Bimini Tubing/Hardware**

75

---

### **Boarding Ladders/Gangways**

75, 94

---

### **Fasteners**

80, 94

---

### **Fishing Rod Holders/Accessories**

69, 75

---

### **Fittings/Hinges/Brackets**

69, 75

---

### **Hatches/Portholes/Windows**

63, 69, 79, 94

---

### **Hull Fittings/Sea Cocks**

69

---

### **Inflatable Boat**

79, 94

---

## **ACCESSORIES/SPARES**

### **Keel & Bow Protectors**

75

---

### **Oars/Paddles/Rowlocks**

62, 69, 80, 94

---

### **Pulpits/Railings/Stanchions**

75

---

### **Towing & Waterski Fittings**

75, 80, 92, 94

---

## **INTERIOR FURNISHINGS**

### **Fabrics/Interior**

### **Coverings/Seating/Furnishings**

68

---

### **Flooring/Lining/Insulation Material**

61

---

## **LIGHTING**

### **Deck Lighting**

62, 63, 94

---

### **Lamps/Bulbs/Utility Lights/Spotlights**

63, 79, 94

---

### **Light Control Systems/Switches**

62, 63, 69, 71, 78, 87, 94

---

## **MARINA & YARD EQUIPMENT**

### **Chafing Protection**

61, 75

---

### **Cranes/Boat Hoists/Travel Lifts**

79

---

### **Dock Systems/Pontoons**

31

---

### **Mooring Systems & Equipment**

61, 89

---

### **Water/Plumbing Connections**

61

---

## **NAVIGATION**

### **Barometers/Barographs/Baroscopes**

62, 79

---

### **Binoculars/Night Vision Devices**

69

---

## **PERSONAL GEAR & WATERSPORTS EQUIPMENT**

### **Clothing/Apparel**

62, 69, 94

---

### **Dive/Weight Belts/Other Equipment**

62

---

### **Wakeboards/Waterskis**

90, 94

---

## **PLUMBING**

### **Fresh Water Systems/Components**

31, 62, 63, 78

---

### **Holding Tank Systems/Toilets**

31

---

### **Hose/Clamps/Fittings**

61

---

### **Pumps/Accessories**

61, 62, 94

---

### **Sinks**

63

---

### **Tanks**

31

---

### **Waste Disposal**

78

---

### **Water Heaters/Calorifiers/Boilers**

62

---

## **SAFETY EQUIPMENT**

### **Alarms**

### **Systems/Bells/Horns/Whistles**

69, 78, 79

---

### **Buoyancy Aids/Ring Buoys**

62, 70, 72, 79, 94

---

### **Detectors (CO, Gas, Smoke)**

79

---

### **Distress Signals/Signalling Equipment**

62, 69, 70, 72, 79, 87, 94

---

### **EPIRBs**

79, 94

---

### **Fire Extinguishers**

72, 79, 94

---

### **Fire Fighting/Suppression Systems**

72, 79

---

### **First Aid Supplies**

79, 94

---

### **Radar Reflectors**

70, 94

---

### **Flares/Flare Guns**

62, 70, 79, 94

---

### **Harnesses/Safety Belts/Straps**

62, 69, 79, 94

---

### **Life Jackets**

62, 70, 72, 79, 94

---

### **Life Rafts**

62, 72, 79, 94

---

### **Man-Overboard Systems**

79, 94

---

### **Survival Equipment/Supplies/ Survival Suits**

62, 69

---

## **SEATING**

### **Helm Chairs & Pedestals**

62

---

### **Seat/Bench/Deck Cushions**

68

---

## **SOFT GOODS**

### **Flags/Pennants/Ensigns**

62, 69, 94

---

## **STEERING/STABILITY EQUIPMENT**

### **Autopilot Steering Pumps**

63

---

### **Bow/Stern Thrusters**

62, 78, 85

---

### **Helm/Steering Equipment**

62, 87

---

### **Hydraulic Systems**

61, 62, 94

---

### **Self-Steering Systems**

63

---

### **Steering Systems (electrical)**

63, 85

---

### **Steering Systems (hydraulic/mechanical)**

62, 63, 94

---

### **Steering Wheels**

78, 94

---

## **VENTILATION**

### **Air Conditioners**

63, 82

---

### **Ventilation Fans/Ducting**

61

---

## **CONSUMER GOODS & SERVICES**

### **CHARTER/RENTALS**

#### **Boat Hire**

91, 104, 106

---

#### **Yacht Charter (bareboat, crewed)**

34, 91, 104, 106

---

## **EDUCATION**

### **Boating Safety Classes**

74, 87

---

## **EVENTS**

### **Tournaments**

70

---

## **FACILITIES/MAINTENANCE**

### **Anti-Theft/Tracking Services**

74, 105

### **Boat Cleaning**

50, 77, 94, 102, 105

### **Boat Lifts/Hoists/Dry Dock/ Dry Stack Storage**

102

### **Boat Repair Yards/Services**

50, 87, 102, 105

### **Electrical Installation/Maintenance**

87

### **Engine Maintenance/Fuelling Stations**

102

### **Marinas (coastal)**

102

## **OWNERSHIP SERVICES**

### **Boat Plans/Designs**

96, 98, 99

### **Leasing Services**

57

### **Registration Services**

103, 105

### **Surveyors/Assessors**

103

### **Yacht Management/Crew Services**

105

## **RETAIL**

### **Boat Brokerages**

57, 89, 104

### **Boat Dealerships**

89, 91, 93, 94

### **Chandleries/Marine Stores**

62, 102

## **BUSINESS GOODS & SERVICES**

### **BOATBUILDING/TECHNICAL SERVICES**

#### **Engineering & Process Design**

97, 98, 103

#### **Marine Surveying/Valuers**

57, 91, 98, 103

#### **Naval Architects/Boat Designers**

57, 96, 98, 99, 103

#### **Owners Manuals/Documentation**

103

#### **Standards/Certification Services**

87, 98, 103

#### **Business/Management Consultants**

103

## **FINANCIAL/LEGAL**

### **Construction/Design & Development/Operation/Management**

95, 103, 105

## **TRAINING**

### **Boat Building Courses/Training**

108, 109

### **Management/Business Training**

103

## **TRANSPORT/SHIPPING SERVICES**

### **Shipping/Freight Forwarders**

100



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## MARINE INDUSTRY ASSOCIATION SOUTH AFRICA



*A nationally recognised industry association representing the entire boating community and industry value chain in South Africa.*

### MISSION:

- To be representative of the entire boating industry*
- To be relevant to your business*
- To partner with you in developing the marine industry*

### OBJECTIVES:

- Unite the industry*
- Lobby on your behalf with government*
- Develop local and international markets*

### KEY PARTNERS:

### FOCUS AREAS:

- Boating regulations
- Standards and certification
- Trade Policy
- Skills Development
- Cost-cutting strategies
- Industry statistics
- Industry leadership and development

### MAIN BENEFACTORS:

- Designers
- Builders
- Manufacturers
- Retailers & Service Providers
- Repairs & Maintenance
- Hardware & Accessories



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