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### DIBLEY MARINE SERVICES

- Naval Architecture
- Yacht Design
- Design Modifications
- Stability & Trim Analysis
- Keel and Rudder Design
- VPP & Performance Analysis
- Racing & Cruising Yachts
- Planing & Displacement Launches
- Design Reviews

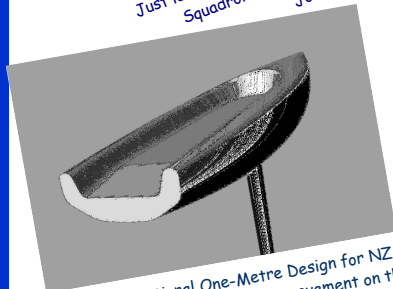
## A Collage of 'Last Minute' 2009 Projects



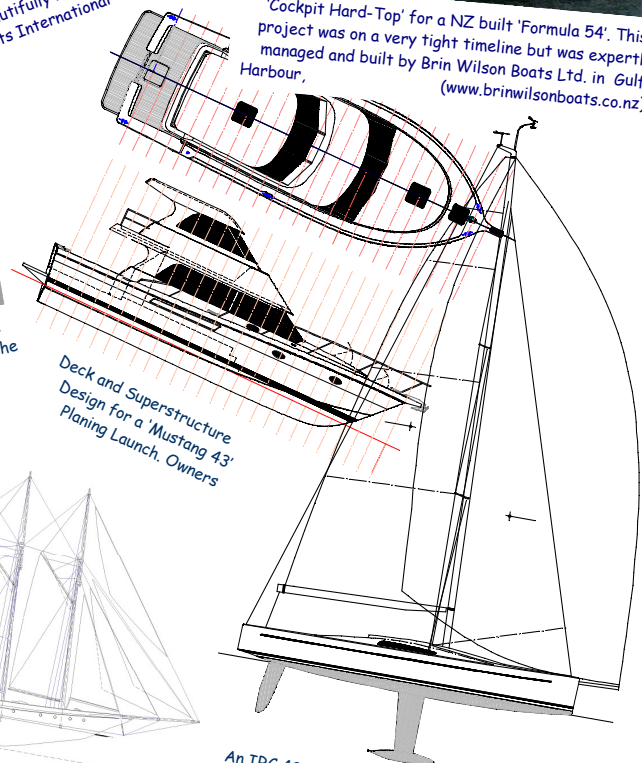
Just launched is the new Flybridge 'Hard Top' for the European built Squadron 58. Project was beautifully managed and built by Johnson Yachts International Ltd.



'Cockpit Hard-Top' for a NZ built 'Formula 54'. This project was on a very tight timeline but was expertly managed and built by Brin Wilson Boats Ltd. in Gulf Harbour, (www.brinwilsonboats.co.nz)



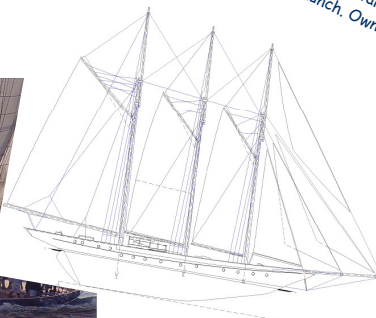
MK2 International One-Metre Design for NZ Client. Sea Trials show a big improvement on the MK1 2009 New Zealand Champion.



Deck and Superstructure Design for a 'Mustang 43' Planing Launch, Owners



Stability Analysis and Tonnage Calculations for the Classic 55m (180ft) three-masted schooner 'SY Shenandoah', built in 1902.



An IRC 42-footer for an NZ client. Still in the Preliminary stages, Owner plans to sail the yacht in both Local and International Regattas.



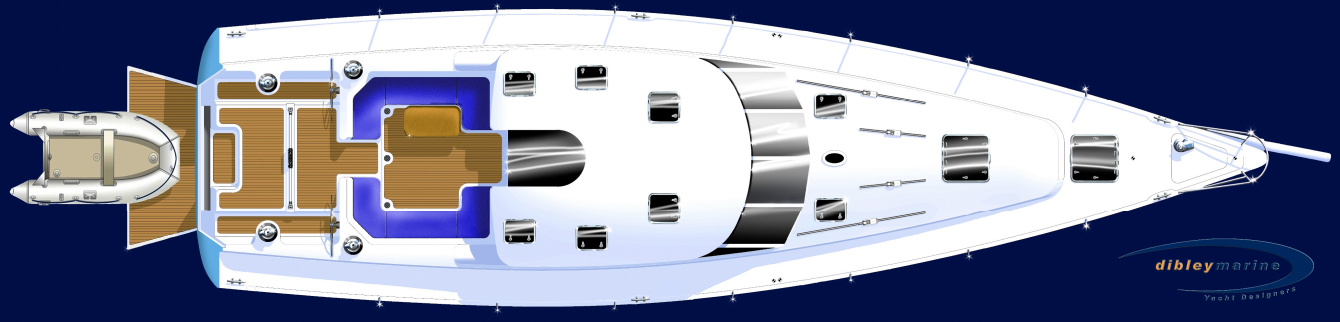
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# DIBLEY 57 — PERFORMANCE CRUISING YACHT



Here are some beautiful Renders from our associate, Brad Heald, who continues to push the envelope with his attention to detail.

This design is perfect for those that want to cruise the world with their family or partner in complete comfort and safety, while still maintaining that performance which is so essential to today's yachtsman / yachtswoman.

A lifting keel for those hard to get to anchorages.

A practical dinghy storage solution when underway.

A split cockpit for those that want to control the sailing, and those that just want to put their feet up and enjoy the experience.

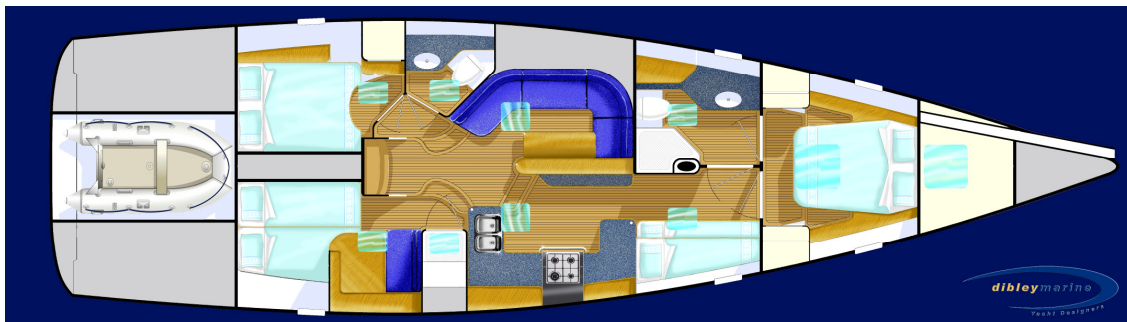
A boarding platform aft that allows easy access in and out of the water / dinghy, but hinges up to form the transom when underway.

Sail Locker and Gear storage both forward and aft.

Contact us for more information.

**SPECIFICATIONS:**

LOA	17.400 metres	57' - 0"
LWL	15.660 metres	51' - 5"
BEAM	4.800 metres	15' - 9"
DRAFT (up)	2.000 metres	6' - 6"
DRAFT (down)	3.200 metres	10' - 6"
DISPL. [1/2 load]	18,500 kg's	40,785 lb's



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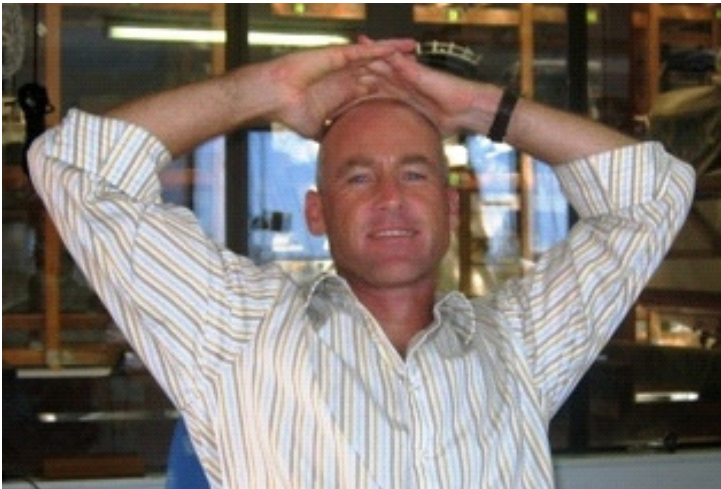
## Commission A Designer? Are you Crazy?

Why would someone commission a Yacht Designer? Surely, by now, there are enough boats on the market to cater for everyone's needs! There must be hundreds of millions of vessels out there!

The question was put to me a few years back when a potential Client walked into our office, thinking we were also a Brokerage. He'd been visiting Brokerage firms for over a year and he was prepared to keep looking until he found his dream boat, come 'hell or high water'.

The main attribute a Designer needs, besides the obvious ability to design a yacht, is the ability to listen. As the ancient Greek philosopher Epictetus [AD 55 – 135] said "We have two ears and one mouth so that we can listen twice as much as we speak". Wise words for a Designer to heed.

The Client conveys their needs, and the Designer must then put those needs into a workable design. Sometimes the Client isn't sure what their needs are, but with careful listening and using their own experiences and knowledge, the Designer can help them steer their way through the possible' and impossible wants. The result is a Client that is more knowledgeable than he was previously, and a Designer that has a better brief to work with. So the Client not only walks away with a Custom Yacht or Re-Design that fits his/her own ideals and needs, but they also walk away more experienced, knowledgeable, and a clearer vision than when they first walked in.



So back to the question, it needed an answer. I listened, and when I peeled back the layers of needs, wants, and possibly ego, I found a simpler answer. For our Client(s), it came down to the fact that in their vast search, they simply hadn't found what they wanted. They had found *other* people's dreams and aspirations, but not their own. They wanted something that would fit within their own personal experiences, lifestyle, and goals. And because they were spending hard earned money, they wanted it to fit like a glove.

I spent a good couple of hours with this Client and when we departed company, he left with a few sketches and a hand written 'wish list' to help him in his search. I had his name, number and email

address. I figured I wouldn't see him again, but still, I had expanded my database, and the process was interesting, so it wasn't all bad.

A couple of weeks later, this potential Client, became an actual Client. He bought a second hand yacht, we modified it to suit his ideal requirements, and a great result was achieved. The process of dealing with Designers needs to be enjoyable for both parties. It also needs to be educational. Communication is the key, and when the project is finished, and the client is happy, you not only have a tick beside the 'A job well done' placard; you have friends for life.

So, are there too many boats out there to keep a Design Office busy? Never, as every person in this world is an individual. Each one is a once only combination of looks, feelings, attitude and outlook. What works for one, may not work for another. So there is always a roll for the Designer. And with good communication and the bravery to step outside the 'norm', some amazing results can be achieved.

As a footnote, this same client came back a couple of years later and commissioned a brand spankin new design that had all the attributes of his original list, but solidified and expanded from his own new experiences and adventures.



*Design Studio, Westhaven Marina, Auckland, NZ , 2009*

**Sailing Links and News**

Sailing Anarchy  
[www.sailinganarchy.com](http://www.sailinganarchy.com)

Crew.org.nz— NZ Yacht forum  
[www.crew.org.nz](http://www.crew.org.nz)

2-Illustrate  
[www.2illustrate.com](http://www.2illustrate.com)

Yachting New Zealand  
[www.yachtingnz.org.nz](http://www.yachtingnz.org.nz)

Westlawn Institute of Marine Technology  
[www.westlawn.edu](http://www.westlawn.edu)

Super Yachts Unlimited  
[www.superyachtunlimited.co.nz](http://www.superyachtunlimited.co.nz)

Yacht Yakka  
[www.yachtyakka.co.nz](http://www.yachtyakka.co.nz)

**FROM THE DESIGN OFFICE: `HAPPY NEW YEAR`**

Another year has passed and a new one begins. We are in the middle of a southern hemisphere summer and typically the country shuts down for a month as everyone goes boating, or to their favorite holiday destination. 2010 is shaping up to be a stellar year. We have five projects in the wings and the enquiries continue to flood in. The majority of our projects have been Sailing Yachts, but we seem to be getting a diverse range of enquiries of late including Houseboats, Ocean Rowboats, Scientific Vessels, Refits and Water Taxis. Having such a mixture of projects keeps the mind sharp and the interests peaked. Keep the enquiries coming. Wishing all a fantastic 2010.

Happy Boating. Kevin Dibley

**2009 Newsletters Can Now Be Viewed On Our Website.**



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