

NEWS



New Yellowfin line-up released

A NEW LINE-UP of Yellowfin plate boats has been released under the Quintrex name to be sold through its nationwide network of dealers. Yellowfin is hoping to capitalise on its strong Aussie-built reputation to complement the Quintrex brand with a range of offshore boats.

The line-up comes in four sizes - 5800, 6200, 6700 and 7400 - in both hard top and soft top configurations.

The models feature 6mm plate bottomsides, except for the 5800

with 5mm plate bottoms. A 19 degree variable deadrise ensures a soft landing and stability at rest.

Features include large capacity fuel tanks, kill tanks, livewell, ample rod holders, large dash space for electronics, and high sides for added onboard security.

Pricing will start from \$57,636 for the 5800 model fitted with a 115hp Evinrude E-TEC outboard up to \$71,628 for the 7400 model powered by a 130hp E-TEC engine. ■

Telwater takes on Evinrude distribution

AUSTRALIA'S LARGEST BOAT

builder, Telwater, confirmed industry rumours last month when it announced that it will be taking on the distribution of Evinrude direct injection two-stroke outboard engines in Australia.

The company has had a long association with Evinrude and has previously supplied outboard engines via the Chinese-made Vortex brand.

Telwater said it will distribute Evinrude outboards through its existing boat dealer network via boat, motor, trailer (BMT) packages. It will also distribute 'loose' engines and said it will work with other manufacturers and dealerships to continue the supply of engines through Evinrude's Australian network.

While Telwater makes the transition, Evinrude's parent company BRP will continue with parts and accessories as well as technician training and warranty administration from Sydney.

"Since 2011, we have been working with BRP to offer quality Telwater boat and Evinrude E-TEC engine packages. This new agreement will further strengthen our collaboration and ensure we continue to offer consumers products that provide the best boating experience possible," said Telwater managing director Paul Phelan.

BRP's vice president and general manager for Asia Pacific, Gregoire Dupont, said Telwater was the perfect distribution partner with a proven track record spanning almost 30 years.

"As the boating industry continues to evolve it makes sense that we grant the distribution of our product to the leading boating manufacturer in Australia that can supply factory-backed and fitted boat, motor, trailer packages that offer the highest level of innovation and quality on the market," said Dupont in a statement.

In the three months to the end of January 2016, BRP saw revenues from the sale of Evinrude outboards slump by 8.9% worldwide. The fall in revenue resulted in the company incurring a CA\$70.3 million impairment charge relating to its outboard engine assets and an overall quarterly loss of CA\$28 million.

Confirming the cessation of its Vortex engine brand, Telwater sales and marketing manager, Damien Duncan, said Vortex had been a successful strategic move to remain competitive during the recent industry downturn.

Under the new Evinrude distribution deal, Duncan said that Telwater's focus will be on growing the supply of BMT packages to the end user. Each BMT that leaves the factory will be fully pre-packaged to the dealer.

"All the dealer has to do is fuel up the boat, switch on the battery and hit the water," said Duncan.

"We see BMT as the future, it's going towards the car industry. We're making it easier for dealers to focus on sales and service as opposed to fit-up," he added. ■

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ABOVE: We are one: the Telwater and Evinrude Australia team on the Gold Coast.