



## COMPANY PROFILE

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## Introduction

Marintec Ltd is a respected provider of quality electronic solutions and services for land and marine application.

## Company Overview

Marintec was established in 2013 after Callum and Julie McDonald purchased the Electronics division of Sullivan and Spillane in the busy port town of Timaru, New Zealand.

Callum had worked as an Electronics Technician there for 25 years. Three experienced talented Technicians made the move, with Callum, to the new business venture.

Since then, the company has recruited an additional Technician to meet increasing service demand; and a dedicated Business Development Manager was appointed in August 2015.

We are:

- **Passionate** people, and we **work hard for our customers**
- **Knowledgeable** team with **key electronics skills**
- **Friendly** caring people with **excellent client and supplier relationships**
- **Nimble and responsive** to **meet our client needs**
- **Focused** and we concentrate on our **core strengths**
- **Vested** in **sustainable** business



## Expertise

We have over **150 years** combined in-house electronics **experience**. The strength of our company is attributable to having **highly skilled technicians** (five as at 2016 – and currently recruiting for another), all specialising in different areas and committed to providing the best electronic solutions for our customers.

One size does not fit all, so we **pride ourselves on learning about our customers' needs first**, then providing options that in many cases don't just meet, but **exceed** our customers' expectations. We have the expertise and ability to be able to **customize** products as well.

Two of our **Technicians** are **approved to conduct Radio Inspections**.



➤ **Needs Assessment**

➤ **Consulting & Design**

- Navigation
- Radar
- Acoustics
- Net Monitoring
- Net Positioning
- Display Monitors
- Marine & Industrial Computers

➤ **Supply & Installation**

➤ **Training**

- IT & Networking
- Electrical Wiring Harness
- Radio Buoys
- Autopilots
- Alarm & Monitoring
- Camera Systems
- VTS Systems
- AIS

➤ **Service & Repair**

➤ **After Sales Support**

- Communications
- Antenna Systems
- Satellite TV
- Satcoms
- EPIRB
- Instruments
- Night Vision/Thermal

## Technical Support Services

It is our **ability** to service and revive faulty equipment – **often at short notice in a tight time frame** - that most impresses our clientele. As such, a **significant** portion of our **new business is by referral** from existing clients.

Our support services are available as dictated by our customer's needs. **We understand** the hidden yet significant costs associated with equipment failure, and we **prioritise an effective swift response** to have them operating again as fast as possible.

While local industries make up the bulk of our business, **our client-base extends globally**. Our technicians have been called to the other side of the globe on occasions for preventative or unscheduled maintenance. **It is testament to the quality of our work that clients justify this expense!**

## Markets & Scope

- **Direct Customer Sales** make up a large proportion of our business, as we have excellent relationships with key clients in New Zealand and abroad
- Our **Wholesale** revenue continues to grow as we develop our **Reseller Channel** add additional brands to our product portfolio
- We **Manufacture** a range of Custom and Production Wiring Harness Solutions for all manner of applications
- We provide a range of **Smart Technical Support Services**



**Commercial marine electronics** make up the lion's share of our business – and **commercial fishing** in particular. Marintec provide locally, for example, considerable **support of the Sanford's deep water fleet and their offshore projects.**



**Communications** are another clear area of expertise, and we are also contractors to Kordia for South Canterbury transmission towers and antennas and subcontracting of NZ Fire Service radio maintenance. <https://kordia.co.nz/>

We are seeing increasing demand for our **Smart Technical** and **IT Integration & Networking Services** and we continually **collaborate** with clients on special projects. An excellent example being our client, ECL Group, where we provide routine & urgent maintenance to fuel sites across South Canterbury. <https://eclgroup.co.nz/>

Timaru has a thriving Agricultural export industry, including world-leading Agri-machinery and associated demand for our **Custom and Production Wiring Harness Solutions.**

Marintec is well respected within South Canterbury as an **Industrial Electrical & Electronic** service centre, particularly for repair of industrial equipment such as welding machinery.

Other industries we continue to develop include services to the **Scientific** and **Governmental** sectors.



## Technical Equipment

Marintec have an impressive and comprehensive inventory of electronic scopes, meters and proprietary manufacturers' receivers and test equipment:

- ✓ Cable Analyzers
- ✓ Wattage Meters
- ✓ Frequency Counters
- ✓ Signal Generators
- ✓ Impedance Meters
- ✓ Proprietary Manufacturers' Test Equipment
- ✓ Transducer Analyser
- ✓ Antenna Analyzers
- ✓ Digital Storage Scopes
- ✓ Depth Sounder Test Set

This equipment provides our technicians with the ability to **perform diagnosis on site or in our workshop**, without sending equipment away to a 3<sup>rd</sup> party for investigation/repair. This allows us to **take control of the service job from start to finish (end-to-end)**, providing the **highest level** of technical support with **minimal risk to the client**.

This also means we can for the most part **facilitate urgent same day repairs**, something that is **highly valued** by our commercial clients (down-time is costly).

## Product Portfolio

Marintec **Import and Distribute** several quality brands into the South Pacific region.



We are also **Authorised Representative Resellers** for key New Zealand distributors of **market leading solutions**. Our philosophy is to present the **best equipment** based on merit to suit our **customer needs**.

## Location

Marintec is located in beautiful **Timaru**, half way down the east coast of New Zealand's South Island. Timaru is an agricultural service town, with a strong focus on a diverse range of Agribusiness.

One of the largest man made harbours in the world, **PrimePort Timaru** is one of the **major cargo ports of the South Island**, with a number of light manufacturing facilities linked through export and import trade.

The port is the country's **second largest fishing harbour** - home to **Sanford's Deep water and Scampi fleets**. The port also home base for **robust local inshore fishery**.





## Safety

We are **safety conscious company**, and as such Marintec has **SiteSafe accreditation from SiteWise**. Marintec also has a **Secondary ACC Workplace Safety Management Practice (WSMP) Accreditation** rating usually reserved for medium to large companies (of 20 or more employees).



## Summary

Marintec is a **progressive and agile** electronics company, with a **bright future** ahead.

Please **[contact us](#)** if you are interested in learning more about our solutions, capabilities, services or working together.

