

FISHING *Performance*

SAILFISH CATAMARANS DIRECTOR GAVAN DALY SHARES WHY THESE UNIQUE ALUMINUM CATS MAKE EPIC FISHING VESSELS, AND TALKS US THROUGH THE IMPRESSIVE SAILFISH 3500 PLATINUM SPORTS MODEL.

Some of our readers may be familiar with the Sailfish Catamarans brand. For those who aren't, can you share some company background?

Sailfish is currently Australia's largest producer of catamarans for both the recreational and commercial markets. This is quite an achievement from humble beginnings in a little factory in the Northern Rivers township of Alstonville in NSW, with two staff producing five boats a year.

Thirty years later, Sailfish now employs over 25 full-time tradesmen and apprentices producing approximately 30 custom-built plate aluminium power catamarans per year with a very respectable total of over 700 vessels on the water. While recreational boats dominate sales, Sailfish has also supplied nearly 150 Commercial Series vessels for survey and

working applications including Government authorities, safety organisations and marine service providers, plus international exports worldwide.

If you had to sum up what Sailfish Catamarans is all about how would you describe its brand qualities?

Sailfish Catamarans has always been known for its commitment to quality, safety at sea, offshore performance and expertise in customising its boats to meet the exacting needs of owners. Sailfish has always taken pride in being market innovators and staying at the forefront of design and technology, investing great resources to research and development and product improvement.

Sailfish also has a great product range from 24 to 37 feet so there is a Sailfish model for various applications and budgets. This is why Sailfish has just marked its 30th year

of production – a remarkable feat for any Australian marine business.

Where does the 3500 Platinum Sports sit within the Sailfish Catamarans range?

The Sailfish 3500 sits towards the top end of the Sailfish's range next to her sister ship the 3700 Platinum. These boats provide the perfect blend for those who enjoy long-range cruising, fishing and entertaining and want to do it all in a hull that has proven itself in some of the harshest conditions on earth.

With its generous 3.5 beam and its ability to carry that further forward than traditional monohulls, the 3500 and 3700 offer a brilliant canvas to create your perfect mix of boating applications. The Sailfish 3500 and 3700 are also both available in a Sports Bridge configuration.



Scan to find out more about the 3500 Platinum Sports.

What reaction have you had from customers to this vessel?

Customer's reactions to the Sailfish 3500 Platinum have been nothing short of amazing. We have seen a lot of first-time Sailfish owners jumping straight to this size based on the brand's reputation and customer referrals. Sailfish has also taken many pre orders from current Sailfish owners looking to upgrade their existing Sailfish Catamaran.

Do you think this boat has the potential to convert those who have always owned monohull fishing vessels to owning an aluminum cat? If yes, why?

Absolutely – most of our owners have come out of monohulls into our range of catamarans. Once customers experience the advantages of the Sailfish product, both in design and on the water, we believe they are hard to pass over. Our on-water performance, fuel economy and sheer cubic volume are pretty hard to beat. While we cannot profess to be all things to all people, being handmade from aluminium allows us to tailor make a boat for our customers.

This allows customers to combine the best features Sailfish have to offer with the features they love from their previous boating experience to create a product that is perfect for their family.

Following on from that point, what are some of the advantages of the catamaran design compared to monohulls in terms of fishing and performance?

Catamarans offer a number of advantages over a monohull design, however not all catamarans have the same design. Some of the major advantages include:

- 1. **The reliability of having twin engines.** Should you lose power in one engine you can get home safely on the other and with many of our models, still get the boat on the plane.
- 2. **Reduced HP requirements** – With fuel prices ever on the increase, Sailfish Catamarans' aluminium construction means they are lighter than their fibreglass competitors. This allows you to run lower horsepower engines with lower fuel consumption for the same performance figures.

- 3. **Greater Economy** – General consensus suggests that catamarans use up to 45 per cent less fuel than equivalent monohull boats. Their minimal wetted area means less drag and friction and therefore less fuel needed to move the boat. This design can be compared to a knife v spoon effect, where a monohull has a much larger surface area moving through the water, as compared to the knife of a catamaran hull. Sailfish Catamarans have purpose-built planing hulls meaning that even less of the hull is in the water at speed, further reducing fuel consumption compared to other catamaran brands.

- 4. **Softer Ride** – As a catamaran travels forward, air is forced down the tunnel and is compressed between the hull and the water line. This becomes like a gas shock absorber allowing the boat to ride on a cushion of air. Should the boat leave the water, reentry is much smoother than a monohull as the air trapped in the tunnel and lower hull surface area combine to give less slap / pounding and thus a smoother ride. This is why owners of Sailfish Catamarans often comment that the faster they go the better the ride gets.

- 5. **Unrivalled Stability** – Traditional monohull boats roll on the V. The deeper the V, the worse the roll, the flatter the V, the harder the ride. This rolling can often be compounded with each wave creating a pendulum style effect. Catamarans have two hulls spaced apart so there is no edge to roll on while having buoyancy on the outer edges of the boat where it is needed.

What are the top 5 key features of this boat?

- 1. Offshore performance and safety.
- 2. Flexibility in design and features.
- 3. Quality of finish.
- 4. Premium brand you can trust
- 5. Proven fishing boat heritage.

What type of fishing do you imagine people doing on this boat?

The Sailfish 3500 gives its customers unlimited fishing options. From the customers chasing big game trophy fish out wide, those battling monster coral trout on the reef or simply taking the family out for a Sunday fishing outing, the Sailfish 3500 takes it all in its stride.

Is this a boat you can also use for day cruising with family and friends?

While Sailfish was originally founded on providing an unbeatable fishing platform, the brand has evolved a lot over the last 15 years. The ability to combine a charter boat-worthy fishing platform with a boat that caters for family and friends has been the success of this model. The addition of full-size beds, full-height bathrooms with toilet and showers, L-shape lounges, alfresco windows and BBQ areas have all blended to create a boat that will appeal to a broad range of owners.

Can you talk to us about the hull itself – both the design and construction.

All Sailfish models now run the latest Gen III hull design. This design has been developed and refined over the past few years from knowledge gained from over 30 years' experience in aluminium twin-hull design. The advantages of our hull design include improved hull fuel efficiency, increased stability at rest, faster planing times and enhanced turning performance.

Can you talk to us about the aesthetics and styling of the boat? What are some of the design elements that set the boat apart?

We are always looking at improving the design aesthetics with improved production procedures such as increased pressing of the componentry with less welded joints. Also internal fit-out upgrades with the latest products available to lift the standard of the cabin finishings.

All Sailfish Catamarans are built in Australia. Can you share some information about the build quality and the expertise of the boat building team.

Sailfish is proud to be 100 per cent owned and operated for 30 years and employs over 25 full-time staff at its production facility in northern NSW, several of whom have been with the company for over 20 years. Building a Sailfish takes a level of experience and expertise that is specific to a product of this calibre. Many of the tradesmen at Sailfish have been with Sailfish from the beginning of their careers. It is this expert knowledge of the product that ensures



Specifications

SAILFISH 3500 PLATINUM SPORTS

Hull Length: 3500 – 11.20m

Standard Beam: 3.50m

Fuel Tanks: 2 x 500l

Water Tank: 200l

Holding Tank: 80l

Floation: Built In Foam Buoyancy

Draft Approx: 600mm

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the quality of workmanship that Sailfish is renowned for.

Many of the design and product improvements come from the staff's knowledge of both the product and the customer. This allows them to create a product that is continually evolving to market demands and staying at the forefront of manufacturing technologies. All aspects of your new Sailfish are done in-house. From the initial design through to the final fit-out and testing, all functions are done under the one roof by an experienced teams of professionals.

This is extremely important to the Sailfish team to ensure the quality of the final product is second to none both in structural integrity and overall aesthetic appeal. Unlike some manufacturers who rely on unproven external designs, unregulated offshore production and outsourced finishing, Sailfish prides itself on being a world-class manufacturer from the beginning to the end of your new boat's production.

Let's talk about power and performance. How does the vessel perform?

Sailfish hulls have always been regarded as brilliant offshore performers with the hulls

being honed in the tough Australian offshore environment. While safety and performance are our priorities, Sailfish has invested a huge amount of research and development to continually improve the performance in conjunction with improving the economy of their hulls. With ever rising fuel costs, Sailfish is constantly innovating to get the maximum distance possible out of a tank of fuel.

Our Gen 3 hull is designed to maximise buoyancy from bow to stern while minimising drag, providing unparalleled performance in both head and following seas. With customers pushing wider and wider in the pursuit of the fish of a lifetime they can rest assured they are riding on one of the best hulls in the world.

In your mind, what types of buyers will this boat most appeal to?

Sailfish owners tend to be more experienced boaters having owned multiple boats in the past.

They are either very experienced fisherman or people looking for a boat to take their fishing to the next level. They are people that enjoy the outdoors and have a sense of adventure to see all the beautiful waterways our country has to offer.

As Sailfish Catamarans are made in Australia, how have they been designed to suit the Australian lifestyle and waters?

Aussies love a versatile boat that suits all occasions and conditions, and with a Sailfish Catamaran that is exactly what you get. From large water and fuel tanks for extended cruising, combined with all the fishing features that the most avid fishos would ever need and creature comforts to suit the family and friends, the Sailfish range has it all covered. We also use only the highest quality products and fittings to ensure reliability and longevity among our tough Australian conditions.

What are some of the key options that buyers can consider adding to their boat?

The extensive list of options on your new Sailfish 3500 allows for endless option combinations. The most popular options we see are joystick controls, Premium electronics suites, generators, air conditioning, fishing-related items like outriggers and tuna tubes, extended rear roofs for additional shade, and second helm stations/sport bridge.

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