

## Sailfish Makes Mark At Dubai Show

Australian aluminium catamaran builder Sailfish Catamarans has made an impressive debut at the annual Dubai International Boat Show.

In a joint effort between the Sailfish Catamarans and their Australian authorised sales agent Webbe Marine, the team presented the unique brand of high quality aluminium cats to the influential and lucrative UAE market.



**Above: Flying the Sailfish flag at the Dubai International Boat Show are (l to r) Ashley Faraj, Darren Foster and Gavan Daly.**  
(Ctrl-Click for high resolution image)

Manning the Sailfish display were Gavan Daly and Ashley Faraj both from Webbe Marine, together with Darren Foster of Sailfish Catamarans.

The Sailfish display was a part of the New South Wales Trade Mission, organised by the Australian International Marine Export Group (AIMEX) with the assistance of Austrade. AIMEX is an official collection of Australian marine based companies who work together to collectively develop key export markets. A collection of thirty Australian companies exhibited at the Dubai show.

“As a first effort to win export business, we were very happy with the Dubai International Boat Show,” Gavan Daly of Webbe Marine said.

The Sailfish team went to Dubai armed with a solid array of Sailfish sales and support material, basically ready to look, learn and establish new points of contact. With realistic expectations the Sailfish sales group knew that developing a new export market takes time to build trust and establish relationships.

“At the conclusion of the show we came away very satisfied,” Gavan Daly said.

“The level of interest and enquiry was better than we could have hoped for. While we never expected to take orders at the show, the inquiry from Government agencies in this region and commercial operators running water taxis and people movers was excellent. Also, we are currently in discussions with a very large distribution company based in Kuwait.”

“We have a basis for further dialogue and we have plenty of follow up work to do.”

Webbe Marine is a specialist Sydney marine retailer, being the authorised agent for the Sailfish and Glacier Bay brand of boats. The company also proudly represents Honda outboards.

---

For further information contact:

**Gavan Daly**  
Webbe Marine

**27 Marshall Rd**  
**Kirrawee NSW 2232**  
Ph: (02) 9521 7944  
Fax: (02) 9542 1287

Email: [info@webbemarine.com.au](mailto:info@webbemarine.com.au)  
Web: [www.webbemarine.com.au](http://www.webbemarine.com.au)

