- Marine 17 Update & Conference Highlights
- Handling a Crisis at your Marina
- Congratulations to Marina Awards Finalists
- MIA Research Surveys Coming Up
Executive Officer’s Update

COLIN BRANSGROVE

In the last edition of Waterline I outlined a number of 2017 MIA initiatives and it is pleasing to report good progress is being made with these and other initiatives focused on supporting MIA member businesses.

Results of MIA’s recently completed members’ survey reveal that 89% of the 138 respondents indicated their return on investment in MIA membership was either good or excellent. This compares with an 88% result in the 2015 survey suggesting MIA’s performance (as perceived by members) has been very consistent over time. Feedback from members reinforced the MIA Board’s view that there is demand for more short technical courses that are delivered on-line.

Marine17 International Conference and Trade Exhibition, 30 July - 1 August is nearly upon us. Participation in Marine17 should be an essential (tax deductable) investment in any marina business committed to sustainable growth. The conference has 61 information and motivation sessions to choose from and over 100 marine and marina trade exhibitors displaying their latest products and services all under the one roof. The Sydney Harbour Study Tour on 2 August is a ‘must do’ for anyone wanting to hear first-hand from government and marina representatives planning and managing activities on one of the world’s busiest recreational boating harbours.

MIA’s networking functions over the past quarter have included meetings in Hong Kong, Singapore, Queensland, Victoria and NSW and the feedback from members has been constantly positive in terms of demand for berths. The constraints on industry are no greater than in Hong Kong where despite full capacity there are severe government planning restrictions on any expansion of the current marina footprint.

MIA has recently represented members at the annual ICOMIA and IFBSO Congress held on the Gold Coast 25-27 May. A key objective of the Congress is to share learnings across the international industry through the members on topics such as growing boating, the environment, research and regulation.

MIA has 22 courses, seminars, webinars and the study tours, all designed by industry for industry that will be rolled out by year’s end. Details are available on the MIA web site.

Also in the back half of the year, MIA will conduct three pieces of research; these being the 2017 Club Marine Health of the Australian Marina Industries Survey and a combined salary and berth rates survey.

In April MIA submitted a detailed response to a Draft NSW Marine Estate Threat and Risk Assessment in light of it not taking sufficient account of the positive economic, employment, recreational and social benefits of both recreational boating and marinas. The Assessment put a disproportionate focus on the environmental impacts of recreational boating and marinas in particular. MIA is concerned that without significant amendment, the Assessment could be very damaging for our industry not only in NSW but in other jurisdictions if it were to be adopted in its draft state.

Colin Bransgrove
Custom designed solutions for unique marina components.

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CUSTOM DESIGNED SOLUTIONS FOR UNIQUE MARINA COMPONENTS.
MIA was actively involved in the International Council of Marine Industries Associations (ICOMIA) and International Federation of Boat Show Organisations (IFBSO) Congress held on the Gold Coast 24-27 May 2017 and attended by some 80 delegates. This annual international congress was held in Australia, the first time since 2002, and was hosted by the Boating Industry Association in association with MIA and AIMEX. It provided MIA the opportunity to participate; exchange ideas with marine industry associations from around the world and to learn new ideas of relevance to industry and to MIA as an association. 

Trends evident in associations indicated there is a declining reliance on boat show income and a growing need to provide value-adding services. Industry networking, training, accreditation and advocacy were all considered important deliverables for associations.

A workshop on ‘grow boating’ indicated a general consensus that the ‘share economy’ or ‘circular economy’ was going to have a most significant impact on boat usage and ‘growing boating’ going forward. Tom Dammrich from NMMA in the USA emphasised that the millennials were starting to buy boats but compared with the empty nesters their purchasing decisions were delayed by approximately seven years. There was general agreement that younger generations face increased debt and a greater focus on buying experiences rather than big ticket items such as homes and boats. Therefore industry must be on the front foot with the planning, infrastructure, regulatory and marketing implications of current and future boat share options.

The environmental workshop was chaired by MIA Vice Chairman Darren Vaux. The workshop examined a range of issues including copper in marinas which has been an issue for environmentalists and regulators in the USA with growing debate about a suitable testing methodology. Trump’s election, resulting in significant cuts to the EPA budget, is expected to slow down agreement with industry on a suitable methodology. Antifouling, boat recycling/disposal of old boats, imported timbers (particularly teak) and laws and regulations to do with substances (particularly hazardous) were also considered with much sharing of ideas and practices taking place.

MIA President Andrew Chapman CMM provided delegates with an overview of MIA as part of an Australian Marine Industry Showcase.

MIA has continued its push for the review of the 16 year old AS 3962 – Design Guidelines for Marinas. This year, negotiations with Australian Standards have centered upon the unique design requirements of hydrants at marinas and AS 3962’s relationship with AS 2419: Fire Hydrant Installations. A satisfactory position has been agreed to on this matter. Following this resolution a proposal that recommended Boat Ramp standards be included in the AS 3962 revision was submitted by NSW Maritime and supported by WA Department of Transport. This has been accepted to be included in the revision. On 1 May the following communication was received by MIA from Australian Standards indicating the review may commence by July this year. The project was absorbed into our round of prioritisation, and will be allocated to a project manager sometime this month.

At an operational level, the project is approved, although it will go up to the subcommittee of the board for final sign-off. There will be no issues there, it’s just a formality, and so I can say with confidence, that the project is approved.

Once Australian Standards allocates a Project Manager they will reconstitute the technical committee so the work can commence. Projecting forward therefore it will probably be end 2018 by the time we see the results of the review and industry has a contemporary AS 3962. 

Further to the initiatives announced in the last issue of Waterline to both simplify the CMM certification process and encourage the transition to more CMP certifications, additional announcements will be made in coming months concerning certification numbering and identification. The next meeting of the GMI is planned for 12 November preceding METS in Amsterdam with plans being put in place to conduct a Marina Investment Seminar the following day.

MIA Board Returned for 2017-18

The MIA Annual General Meeting was conducted electronically during May and has unanimously returned the MIA Board of Directors for the next 12 months.

Led by Chairman and MIA President, Andrew Chapman CMM (SA) is Darren Vaux (Vice Chairman; NSW); Karen Baldwin (NSW); Stefan Borzecki CMM (VIC); James Burbury (TAS); Peter Byrne (QLD); Suzanne Davies (NSW); Mike Harvey CMM (NSW); John Hogan CMP (QLD); John Spragg CMP (VIC) and Stuart Walton (WA).

Co-opted Director, Darrell Barnett CMM (NSW) will again be elected by the Board for the 2017-2018 term.

Details on the MIA Board can be found on the MIA website.
The NEW expanded lineup of Hydro M-Drive forklifts comes from our long line of industry leading boat handling equipment. Increased capacities and shorter wheel base options make it easier to navigate your yard while hauling the boats you need to lift. The dual action pedal provides operators with complete drive control to easily handle loads of different sizes with the industry exclusive Marine Travelift Hydro M_Drive.

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• Efficient dual action pedal
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A Great Contribution to MIA

MIA’s Membership & Communications Manager and Waterline Editor, Christine Roberts is leaving the MIA after nearly five years.

MIA EO Colin Bransgrove said “Christine has been fabulous in her membership and communications role and in the numerous other responsibilities including MIA Board requirements, co-ordination of the AGMs; the International Clean Marina program; media liaison, social media marketing and organising the multitude of members’ and sponsor meetings, functions and events both nationally and internationally.”

“During her time with MIA she has built up an excellent rapport with members and the wider industry and has been a true champion of our industry. One of the great legacies she will leave is this magazine, Waterline. She has driven it to new heights as recognised by industry and government in many countries. This is reflected in a 35% increase in both advertising revenue and distribution.”

Christine said “I have greatly enjoyed every facet of my very varied role with the MIA with many highlights during my time here. These have enabled me to meet and talk regularly to hundreds of great people passionate about their jobs and the industry and I have enjoyed visiting many of their facilities throughout Australia and overseas. I will greatly miss the good friends I have made and wherever I go I seem drawn to marinas so it won’t be the last you see of me. Thank you to the MIA Board, our sponsors and members for the many opportunities I have experienced and enjoyed.”

MIA President Andrew Chapman CMM said: “Christine has made a most significant contribution to the steady growth of MIA as reflected across areas such as membership, sponsorship, Waterline and Clean Marina participation including the highly successful roll out of Fish Friendly Marinas. On behalf of all MIA members, thank you Christine for your professionalism, commitment and your passion for our industry and we wish you all the very best for the future.”

Christine will commence her new role with another large industry association in mid July after taking a well-earned holiday break.
Finalists for the Marina Industries Association (MIA) Club Marine Marina of the Year Awards were announced in May for the 2017/18 period with presentations to category winners and finalists a highlight of the Gala Dinner at Marine 17, July 30-August 1.

MIA President, Andrew Chapman CMM said in congratulating all the finalists as well as the entrants that “the awards celebrate industry best practice and provide a benchmark for other businesses to aspire to.”

Simon McLean, CEO of the Awards partner, Club Marine, said the growth in awards’ participation once again was excellent. “As an industry insurer we see the Awards as an effective vehicle to encourage and promote good business practices and procedures as well as supporting the goals of the MIA.”

The Award Category finalists are:

Commercial Marina - Under 140 Boats:
The Reef Marina Port Douglas, QLD;
Rivergate Marina and Shipyard, QLD

Commercial Marina - 140 Boats & Over:
Abell Point Marina, QLD;
D’ALBORA Marinas The Spit, NSW;
D’ALBORA Marinas Pier 35, VIC;
Sydney Boat House; Sydney Harbour Boat Storage NSW

Club of The Year:
Royal Perth Yacht Club, WA;
Royal Prince Alfred Yacht Club, NSW;

International Marina:
Port Denarau Marina, Fiji

Best Public Boat Harbour:
Fremantle Fishing Boat Harbour, WA

Best Marina Restaurant:
D’ALBORA Marinas The Spit – ORMEGGIO At The Spit, NSW

Best Environmental Initiative by a Marina:
Gold Coast City Marina, QLD

Best Innovation by a Marina:
Abell Point Marina, QLD; Vuda Marina, QLD; D’ALBORA Marinas

Best Community Support Initiative by a Marina:
Port Denarau Marina, Fiji; Royal Motor Yacht Club Broken Bay, NSW; Vuda Marina, Fiji

Best Boat Yard - Up To 20 Boats:
White Bay 6 Marine Park, NSW

Best Boat Yard - 20 Plus Boats:
Rivergate Marina and Shipyard, QLD

Best Dry Stack Facility:
D’ALBORA Marinas Pier 35, VIC; Sydney Boat House; Sydney Harbour Boat Storage NSW

Outstanding Contribution by an Individual to the Industry:
to be announced at Marine 17

People’s Choice Award - Best Marina Employee Finalists:
Ludovica Perna (Sydney Harbour Boat Storage); Daimon Martin (Batemans Bay Marina) & Steve Sammes (Gold Coast City Marina)

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Marina Traineeship Underway

SOLGEN Energy Group will be presenting June’s webinar session on Solar Energy and how marinas can tap into clean energy to maximise their financial returns.

The webinar will be held on Thursday 29th June at 2.00pm and MIA members can register via education@marinas.net.au

The presenter, Ahmed Youssef is Commercial Manager at Solgen Energy Group, one of Australia’s largest and most successful commercial solar companies. Ahmed is an industry specialist with experience in the mining, agriculture and SME markets and has significant understanding of the Australian Energy market and renewable energy technologies.

Marina Traineeship Developments

The Certificate III in Marina Operations has commenced with trainees gathering last month for the first classroom meeting held at the BIA’s Association’s Watsons Bay Boating Safety Education Centre on Sydney Harbour. The trainee’s classwork on the day covered the topics of customer service and response to marina emergencies.

After unforeseen delays the traineeship has now been approved for funding by the QLD government for delivery in the State thanks to significant lobbying by industry in association with MIA. The RTO, Safety Corp, however must wait until 1 July to apply for approval to deliver the traineeship in QLD and this may take up to two months. The RTO has a number of QLD marinas committed to take on trainees immediately. All possible efforts are being made to have the QLD trainees in the system as soon as possible. MIA remains committed to have the traineeship available nationally in 2018.

Upcoming Webinar will Spark Your Interest & Save You $$$

Your Marina Career Pathway Starts Here

Start your journey to attain a globally recognised professional certification (CMO, CMM, CMP) with the Marina Industries Association's Intermediate Marina Management Course.

Three courses are scheduled for this year covering Australia, Asia Pacific and the Middle East regions. Course content covers many aspects of marina management and is aimed at people in the marina industry with at least one (1) year’s experience as a marina manager or in a supervisory position or three (3) years in a leadership position in a marina-affiliated company.

IMM Australia: Gold Coast, QLD: 6 - 10 Aug, Vibe Hotel Gold Coast, QLD
IMM International: Johor Bahru, Malaysia: 9 - 12 Oct, Puteri Pacific, Johor Bahru Dubai, UAE : 10 -13 Dec, Venue TBC

Puteri Harbour, Malaysia
Dates for the MIA’s third international Marina Study Tour to Florida, the boating hub of the USA, have been adjusted slightly to time perfectly with the exciting Fort Lauderdale Boat Show (1st - 5th Nov 2017). This four (4) day tour will now run from 5th - 9th November and will treat participants to a plethora of the most innovative and state-of-the-art marinas and boatyards in Florida.

Marinas and boat yards to be visited will include Miami Beach Marina, RMK Merrill – Stevens Shipyard, Rickenbacker Marina, Roscioli Yachting Centre, Bradford, Rolly Marine, Universal Marine Centre, Pier 66, Palm Harbour Marina, Rybovich and more, much more!

Seats are filling up so sign up now to gain a unique insight into both the challenges and opportunities of the marina business in one of the greatest boating capitals in the world. The tour offers great opportunity for all participants to network with senior marina managers and owners from Australia/NZ and Asia; learn from the most modern, innovative and technologically advanced marinas, dry stack and boatyards in the US with expert insights and commentary from Jim Bronstien, a respected US industry identity.

MIA is bringing the Advanced Marina Management Course to South East Asia in July with the five day course being held at Ocean Marina Yacht Club, Pattaya, Thailand from 17-21 July.

The annual Sydney course will be held on Sydney’s Northern Beaches at the Metro Mirage Hotel from 17-22 September.

Registrations for both are now open and more details can be found at www.marinas.net.au/training/training-certification or email education@marinas.net.au

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**MIA Education & Training Timetable**

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<td>14 June</td>
<td>Club Marine Emergency Prep Course</td>
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<tr>
<td>21 June</td>
<td>Club Marine Emergency Prep Course</td>
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<td>Webinar - How can marinas save money with energy costs rising? A solar energy insight</td>
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<td>Advanced Marina Management Course</td>
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<td>22-23 July</td>
<td>Straddle Carrier Operations &amp; Maintenance Course</td>
<td>Ocean Marina Yacht Club, Thailand</td>
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<td>30 July - 1 August</td>
<td>Marine17 International Conference &amp; Exhibition</td>
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<td>1 August</td>
<td>Certified Members Meeting</td>
<td>ICCC, Darling Harbour, Sydney</td>
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<td>6-10 August</td>
<td>Intermediate Marina Management Course</td>
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<td>Short Marina Course-101 &amp; 202</td>
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<td>WHS Course</td>
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<td>5 - 9 November</td>
<td>US Marina &amp; Boatyard Study Tour</td>
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<td>5 - 6 December</td>
<td>Straddle Carrier Operations and Maintenance</td>
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<td>10 - 13 December</td>
<td>Intermediate Marina Management Course</td>
<td>Dubai, UAE</td>
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**Marina Research Developments**

MIA will be conducting two further research projects in Australia this year. The first will be the combined marina staff salary and marina berth rates survey. MIA has previously conducted the salary survey but not the berth rates survey. Both surveys will be made available as aggregated data by state and nationally but with no reference to individual marinas.

The objective of the salary survey is to provide members with comparative data to assist with future salary settlements. The berth rates data will be useful again in benchmarking and over time it will provide another useful industry performance measure.

The second piece of research will be the (fourth) 2017 Club Marine Health of the Australian Marina Industry Survey, subtitle Australian Marinas: Economic, Social and Environmental Performance. The Survey once again will be conducted through the Recreation Marine Research Centre (RMRC), based at Michigan State University.

of the 100+ marinas that willingly provide the data. It is anticipated that the Survey will open in September and the report will be available free of charge to participating marinas early in 2018. Dr Mahoney from RMRC will be attending Marine17 and speaking about two topics including the 2017 Survey and opportunities to measure and benchmark a marina’s customer survey performance.
Marinas, like shopping centres and other public spaces have many moving components and it’s true that a crisis is virtually guaranteed at some point in the life of any company – especially one that engages directly with large number of people.

But when the inevitable happens you do have a choice. You can bunker down and wait (and hope!) for the storm to pass, or get ahead of the situation and the story by embracing good crisis management protocols.

When those journalists appear or the phone starts ringing and you have no idea what’s going on at that point, or because you feel uncomfortable talking with the media, the first thought is often “no comment”.

People think that “no comment” is safe and means just that. But what do you really think of the guy walking into a courtroom that puts his hand up in front of the camera?

“We’ve all seen it on the news or current affairs programs— a camera and a journalist in the path of a CEO with a barrage of questions. You do have to remember that a journalist has a job to do – and that is to find a story.

At the centre of every crisis are people. And people are emotional beings. So when things go wrong the first natural reaction is an emotional one and it may be fear, anger, sadness or downright panic.

In the throws of a major incident or crisis, the key is to prevent a situational incident, Risk Management and Business Continuity Plans include the issue of reputational risk and have measures, such as media management protocols in place to manage it.

It’s important to remember too that nowadays media also extends to Twitter, Facebook and sites like Trip Advisor - everyone with a smart phone is a news reporter. The key is preparation

The key is preparation

The importance of having a defined Crisis Plan and media protocol can’t be understated.

The success of your media protocol is only as good as your people on the ground. If they don’t know what to do or say, or where enquiries should be directed, things can go a little ‘pear-shaped’.

It might be as simple as “I’m sorry but I am not the best person to speak with about the situation but here are the details of someone who can help you.” Polite. Calm. Helpful.

That’s a holding statement. Having a holding statement is vital to ensuring that the media remains engaged and informed – but that you don’t say something that you might regret.

An initial holding statement might be something like:

“There has been a situation at our marina involving (circumstance). We are working with (Authority). Once we have more information someone will brief you.”

This then gives you the time to think, consult and write and think again, about what you need to say about the situation. It buys you time, keeps you in control of the situation and lets a journalist know that more information is coming.

While media management during a crisis is a complex issue, what are some simple ways to deal with those media moments?

1. People are looking for honesty and transparency and it is important to give that to them. Always.

2. Prepare in advance.
   - Have your team know the media protocol. Who is and isn’t authorised (and trained) to speak with the media
   - Conduct media training for official spokespersons
   - Have your holding statements ready in advance of any incident
   - Ensure that your decision makers or senior management know to be on hand to approve any media commentary
   - Have a call list ready as part of your plan
   - Have experts you can call on for advice or to take over the situation if needed

3. Maintain a relationship with your local emergency management people. In the event of a major incident they will usually take control of the messaging. Liaise with them before you make any statement as consistency is key.

4. Work with those involved in the situation to plan your appraisal and response to the crisis.

5. It’s tempting to slug it out with online commentators and customers. The reality is you don’t have to and actually shouldn’t respond to comments that are just plain rude or offensive. Just set the record straight if something is blatantly wrong.

What ever the reason for the incident, planning ahead to develop a solid approach to media management will help to avoid long term damage to the business.

Organisations that come out of a media crisis with their reputations intact are those that deal with the issue quickly, effectively, honestly and, just as importantly, are perceived to have done so by the community.

Tracey Whittaker is the Managing Director of Twentieth Letter Marketing & Communications.

Tracey will be a panelist in the double session entitled ‘Dealing With a Crisis at Your Marina’ at Marine17.
In exciting news for the program, the first Fish Friendly Marina accreditations in the UAE and the South Pacific were a highlight of the last couple of months with Jumeirah Beach Hotel Resort Marina and Port Denarau Marina Fiji approved by the MIA Board and Clean Marina Committee.

The accreditations represent a significant milestone in the development of the global marina industry with both marinas located in emerging and strong marina growth regions. MIA President, Andrew Chapman CMM said “These two marinas are setting the benchmark for others to follow and are using the Clean Marina program guidelines as an environmental template to upgrade facilities and services and for the environmental education of their clients and communities.”

Jumeirah Beach Hotel Resort Marina is actively involved with the Dubai Ministry for Climate Change and Environment to establish opportunities to support healthy fish habitats and to educate boating and general resort users about ways to maintain and improve the health of the marine environment.

Liyanage Kithsiri, Marina Manager at Jumeirah Beach Hotel said it was a high priority to ensure that the hotel’s marine environmental assets are in the best possible condition. “The hotel is committed to being an environmental showcase and leader for the protection and enhancement of UAE’s marine environment.”

Port Denarau Marina is the largest marina in Fiji and provides for both commercial and recreational boats. The marina achieved Level 3 Clean Marina accreditation as well as the additional Fish Friendly accreditation. The marina’s Managing Director, Nigel Skeggs, has made significant efforts to improve environmental practices in Fiji and has been actively involved in contributing to the writing of a new Environmental Code of Practice and Fiji’s Clean Boating Program.

Nigel said “achieving Clean Marina and Fish Friendly Marina accreditation is very important for the marina and the wider community as the criteria provided a framework for us to plan and prioritise our infrastructure spending. In a fast developing marine tourism destination such as Fiji, it is important that marinas such as ours play a strong environmental leadership role. The Clean Marina program has provided important guidelines for us to provide this leadership. Our team are very proud of what we have achieved.”

The accreditation comes at an important time for Fiji as the Country Co-Chair of the upcoming Ocean Conference and Chair of the UN Conference of Parties dealing with Climate Change and Sustainable Innovation (COP23) later this year. The Honourable Semi Koroilevesau said, “As Minister of Fisheries and Ocean Champion, I wish to congratulate Port Denarau Marina on its recent achievements in receiving the Level 3 International Clean Marina and International Fish Friendly Marina accreditation status. Fiji’s Honourable Prime Minister will be Co-Chairing the Ocean Conference with Sweden in New York in June and we hope to include these achievements as a Voluntary Commitment to the Ocean Conference.”
Air Bubble Curtains or Bubble Barriers, made with Bubble Tubing®, have enormous potential that warrants further research in mitigating noise and effects from blasting due to mining, drilling, seismic surveys and underwater pile driving thus protecting marine mammals, maritime environments, and those who work or find recreation in the ocean environment.

West Australian based company, Econets, has recently been appointed distributors for Air Bubble Barriers with Bubble Tubing® and Director, Jai Ferguson explains the technology and applications.

The operating principle of a curtain of bubbles lies in the creation of a flexible bubble barrier that rises continuously from the sea or river bed via weighted bubble tubing to the surface. This is achieved by using a properly adapted compressor which is adjusted to the estimated air volume. The bubble curtains serve as buffer zones which reduce the impact of shock waves, sound waves and frequencies of these shock events dispersing in water from a source (e.g. sea bed pile driving). The injected air flow must be large enough to form a very dense and efficient bubble curtain.

Jai Ferguson says, "Depending upon the project, it may be necessary to regularly suggest the installation of double or triple bubble curtains to maximise the amount of bubbles present. In the case of a double or triple curtain, the lines of Bubble Tubing® diffusers are installed parallel to one another at a distance specific to each project. The reasoning is that each layer of bubble tubing contributes to the reduction of the total impact and also when two rows run closely parallel they create the "venturi affect", so by incorporating several layers it is possible to increase protection in the aquatic environment."

Independent studies are underway to determine the specific capacity of the Bubble Tubing®. The market for noise attenuation and environmental protection by two-phase barriers is certainly evolving rapidly.

Marine pile driving at large construction sites produces considerable noise and high pressure underwater. These conditions can be lethal to fish and can harm marine mammals. In an effort to reduce sub aquatic sounds generated by work sites, projects are increasingly utilising air bubble curtains. These air bubble curtains provide an effective barrier to sound propagating through water, because of the difference in density between air and water.

Common sources of high pressure noise at sea:
• Demining operations and underwater blasting
• Seismic surveys
• Pile driving
• Drilling for the installation of offshore wind turbines
• Retraction of marine structures
• Oil prospecting operations (seismic)
• Military activity using seismic or sonar equipment
• Port and coastal development

Demand for bubble tubing® by industries, government and the private sector is rapidly growing with markets including marine construction firms, manufacturing and processing plants, mining, port authorities, aquaculture, agriculture, waterways and canals, parks and recreation engineering, landscaping and reclamation firms, universities and research facilities, ponds and lakes.

The myriad of applications include, but are not limited to:
• Protecting fish and marine mammals from underwater blasting and pile driving noise
• Diverting marine mammals away from off-shore oil platforms and continuous machinery and engine noise
• Containing ALL hydrocarbon spills within a given area (submerged and surface)
• Dredging - bubble tubing can stop dredging silt from migrating into protected areas whilst in construction.
• Controlling movement of marine life such as jellyfish, fish and seagrass as well as debris and sediments
• Improving water quality for increasing water clarity, reducing algae blooms and H2S production for odour suppression.

Bubble Tubing® is available in various diameters for different applications. Econets’ bubble tubing is the only “self-cleaning” air diffusing system on the market.

Econets will specifically design the installation to meet requirements. For more information contact Jai@econetsaustralia.com.au or www.econetsaustralia.com

Econets and Bubble Tubing® will be showcased at the MARINE 17 Convention & Trade Exhibition in Sydney from 30th July – 1st of August.
With over 500 industry delegates, 60 conference sessions and over 100 exhibitors, **Marine17** from 30 July - 1 August is expected to be the best ever event since the first marina industry conference and trade show was held in 2004.

“The integration of boating business, marinas, safety and light commercial streams will ensure the conference has the breadth and depth to satisfy the needs of all industry participants,” says Darren Vaux, MIA Vice President and Director, BIA.

“We are facing a period of unprecedented change due to a wide range of factors that will affect our industry, whether it be disruption to the economy through to things like the share economy, climate change or government regulation. Success in business will be determined by an understanding of the issues and how business can react to address and take advantage of these challenges. One of the other major outcomes for participants is the unprecedented networking opportunities and challenges that the conference offers. The ability to discuss business opportunities and challenges with peers continues to build better businesses and a better industry for all. This is an event not to be missed.”

**Marina Stream Highlights**

The marina stream will deliver many highlights including a double session called ‘Dealing with a Crisis at your Marina’. The session will be moderated by Suzanne Davies, General Manager at Royal Prince Alfred Yacht Club (Sydney) and MIA Director. One of the panellists for the session is Tracey Whittaker, strategic marketer and communications specialist with 20 years’ experience in industry sectors including property, airport/aviation and marine. She established her PR and marketing agency, Twentieth Letter, in 2009 and has advised and guided numerous clients with respect to preparing for and managing crises. Other panellists include

- Phil Lascala
- David Boyd
- Tim Smith

**David Boyd** (Hamilton Island) and **Phil Lascala** (Safety Corp) and there will be a strong focus on case studies during this 80 minute session. The session called ‘Show Me the Money! Boat Owners Who Refuse to Pay’ is being conducted by **Tim Smith**, a Commercial Law Associate from McInnes Wilson Lawyers and regular contributor to Waterline. Tim has extensive marina experience acting for both marinas and berth / boat owner clients. Tim's session will look at some of the steps you can take to improve your chances of being paid by boat owners. Tim will discuss 'making your agreements seaworthy' including some useful terms to include in your berthing, drystack or shipyard agreements as well as the requirements of abandoned goods laws. He will also discuss ensuring you have the processes in place so that you do not ‘shoot yourself in the foot’ when you seek to rely on legal options. Finally he will discuss with session participants how and when to use what has been learnt from the session.

**Other presentations of interest to the marina sector include:**

- Risk management in the marine industry
- Future of boat yards in an environment of perpetual property increases
- Boat Lifts - the future and what's hot
- Marina approvals 101 - mapping the process
- The Environmental Face of Marinas: Are we all that bad?
- Asia markets - opportunities and issues
Marine17 Gala Dinner
The conference and trade show dinner is always one of the highlights. This year the dinner venue within the brand new International Sydney Convention and Conference Centre will in itself be a show stopper with all the latest facilities and technology being put to good use. The major Club Marine Marina Awards will be presented at the dinner with some top line entertainment and plenty of time for networking and relaxing.

Sell Out Trade Exhibition
The Marine17 Trade Exhibition is now a sell-out. The exhibition conveniently brings together over 100 exhibitors including Marine Technologies, TallyKey, Bellingham Marine, Aerlift Australia, Superior Jetties, Petrolink Engineering, Butchart Marine Services, Marine Travelift and Nautilus Insurance.
Delegates will have great opportunity to talk one on one to the vendors and discuss the very latest in marina goods and services including pontoons and pedestals; marina management software, security and boat lifts to name a few.

Marine17’s Sydney Harbour Study Tour
Visit key waterfront sites, marinas and businesses and glean a unique insight into recent and planned developments around the harbour. Commentary will be provided by government and industry experts in harbour development; infrastructure and operations. Take the chance to network during the tour on one of the world’s most recognisable harbours. Lunch and light refreshments will be provided and partners and friends are encouraged to attend.

Register at www.marine17.com/registration

Don’t Miss The Boat
Jump aboard to Join the Sydney Harbour Study Tour
Wed 2 Aug
With the popularity of recreational boating in Australia continuing to rise, the need for additional compliant marina fuelling systems also rises – evident by the number of new marinas being built and on the drawing-board.

The design, construction and maintenance of marina fuelling facilities is a specialised undertaking that requires knowledge and skills that are unique in combining distinctly different industries.

Many marina owners and operators tend to believe that their current fuelling systems are adequate and compliant to industry and EPA standards. Sometimes this can be a false perception based on misunderstanding of actual fuel regulations and compliance requirements.

According to leading fuel facility engineers, Petrolink Engineering Pty Ltd (MIA member), marinas present a unique challenge when it comes to marina fuelling system projects. There are two major reasons why only experienced and competent engineers and contractors should undertake the projects:

“Marinas are situated in a harsh and perpetual environment. Being able to successfully utilise standard equipment is next to impossible. It is costly to maintain and has a limited lifespan. Additionally, there is the ever-present pending failure from using parts and equipment not fit for purpose. Experience and knowledge is paramount in avoiding potentially disastrous situations.” said Petrolink’s Craig Boné.

“Over the last ten years there has been some great advances in double wall piping, marine pumps and dispensers, stainless fittings and valves, line isolations, even installation methodologies. So, I don’t understand why you would continue to run the risk of “band-aiding” outdated fuelling systems.

Marina operators should consider investing in more environment-specific, and updated equipment. It’s out there.” says Craig.

“Secondly, the design and construction of marina fuelling facilities is a specialised undertaking that requires a unique combination of knowledge and skills from two distinctly different industries. The typical petroleum installation engineer or contractor does not construct marina fuelling facilities on a frequent basis and as a result, there is a “get in and get out” approach to the project. They would use standard equipment, standard methodologies, and leave the marina operator with a time bomb of standard problems, e.g. mild steel support brackets, single wall piping points and sumps with open ports for drainage. The average fuel contractor often has little experience to draw on when undertaking a marina industry project. This could be likened to electricians and Hazardous Zoned electricians which is a topic for another day, but still very applicable on a fueling marina,” he added.

According to Craig, a marina fuelling system should provide a safe, reliable, and economical facility for storing and distributing fuel at an acceptable flow rate into watercraft. At a minimum, the system must be designed to meet the following criteria; environmental protection, fire safety and worker health and safety.

“We understand that many owners and operators of marinas are under pressure to ensure overheads and operational costs are tightly controlled, however you can’t afford to underestimate the importance of preventative and ongoing maintenance,”

“Most fuel system infrastructure tends to be out of sight. Pipework, valves, hoses and associated parts are at risk of corrosion, galvanic corrosion, impact and fatigue.”

“A fuel contractor with marina experience knows this and ensures that visual inspections are always undertaken as a component of regular preventative maintenance,” said Craig.

Craig Boné recommends that there needs to be a level of training given to marina employees on the fuel operating systems. This should also include proper response training to emergency situations.

“As I highlighted earlier, marinas are located in extremely harsh environments. It is essential that a program is in place to ensure the refuelling facilities are maintained to a high operational level – including the replacement of components under constant ware. Large fines can be awarded for “leaky” systems”.

“Before you hire a fuel contractor for installation or maintenance services of your fuel facilities, ensure that they have marina experience. That their staff are trained and qualified and that they have the authority to approve statutory requirements and operational paperwork,” added Craig.

For further information or to enquire about scheduled maintenance for your marina’s fuel facilities, feel free to contact Petrolink Engineering on Ph: 1300 738 075 or Email: sales@petrolink.com.au
Bill Bourke, of Pacific Pontoon & Pier, has decided to lift anchor and enter retirement after 30 years of owning and operating the company.

New owners, father and son team, Will Hattingh (snr) and Willem Hattingh (jnr), are excited about the opportunity and are poised to maintain and build upon Pacific Pontoon’s reputation as a leading marina and pontoon company in Australia. Over the last three decades, the company has constructed more than 55 marinas and 10,000 berths throughout Australia and New Zealand. Completed projects include Palazzo Versace on the Gold Coast, Breakwater Marina in Townsville, Airlie Beach Marina and the Martha Cove Marinas in Melbourne.

Will (snr), who holds a Doctorate degree in Aerospace, has previously worked for BHP Billiton and City Pacific Marina Management and has many years of experience overseeing the development and operation of marinas. Will (jnr), a civil engineer by background, has been with Pacific Pontoon for three years and as the General Manager during the last year. Will (jnr) will be overseeing the day-to-day operations of the company in his new role as Managing Director.

Bill Bourke will still be involved in Pacific Pontoon in a consultancy role to ensure a thorough and seamless hand over to the new owners.

Pacific Pontoon is currently working on various marina projects across the country.
Poralu’s First Marina Installation in Taiwan

April 2017 has seen the completion of the first marina installation for Poralu Marine in Danshui, on the Island of Taiwan. The privately owned infrastructure development project was undertaken by Royal Regal Waterfront Developments, a local company actively involved in the expansion of leisure boating and boating facilities on the island. The marina has been designed to accommodate boats up to 33 meters with a combination of wet berths and dry stack storage. Ideally located, only half an hour from Taipei City, the fully serviced facility offers a waste water pump out system, food and drink facilities, showrooms and a maintenance area. The new marina will allow sailors and the general public alike to fully appreciate the charms of this attractive waterfront city.

Although located in a typhoon prone area the marina has been constructed within a basin which was previously used as storm shelter for commercial vessels and which benefits from a strong protection system that has withstood a number of intense typhoons.

Nevertheless, with winds reaching speeds in excess of 250 km/hr during these tropical storms, Poralu Marine had to call on its 40 years’ experience to design, engineer and build a pontoon and anchoring system that would withstand these extreme conditions. The opening ceremony was held on the 17th of May with more than 300 guests attending the event. A number of Government Officials and industry representatives were present in Danshui to encourage the private sector to consider further opportunities for similar developments and to focus on the importance of building marina facilities to a high standard for the safety and benefit of all.

New Zealand’s Newest Dry Stack Opens for Business

Auckland’s MWM (Mt Wellington Marine) Dry Stack is now completed and filling up fast with boats following its recent May opening.

Located only a short trip away from the magnificent Hauraki Gulf, MWM Dry Stack offers full Concierge Service and is able to accommodate vessels from 5 - 12 metres with ease.

MWM Dry Stack members benefit from unlimited launches, free onsite parking, 360 metres of walk on/walk off pontoons, state of the art 24 hour security systems, and the convenience of the location which is just 5 minutes from the Motorway off ramp.

The Dry Stack lifestyle means customers have more time to enjoy their boat and less time maintaining it, and this is reinforced by additional free services such as fresh water engine flushing and external wash down, prior to being securely stored ready for the next trip. This is walk on, walk off boating convenience at its best.

With 24 hour monitoring, electronic and key-coded gates, 26 cameras placed throughout the site, MWM can guarantee security and peace of mind. With an amazing 1700 cubic meters of concrete used, 23 tons of steel reinforcing and 12kms of steel cable, this dry stack facility is ruggedly designed and built to house customers’ boats securely and safely. www.mwm.co.nz
INDUSTRY NEWS

Massive backing for Inaugural Australian Superyacht Rendezvous

The spotlight was on Queensland’s GOLD COAST on the weekend of May 19-20 with the first ever Australian Superyacht Rendezvous at Gold Coast City Marina & Shipyard. The event was designed to promote the economic and tourism potential of the superyacht industry and the Asia Pacific as the ultimate superyacht cruising destination. More than $150 million of superyachts gathered for three events over the two days which included a yacht hop for tourism and events professionals, a VIP cocktail function for industry and political identities and a crew party that saw superyacht crews mix with sponsors and Gold Coast marine trade services - and the marine industry lapped it up!

One of the key drivers for the event was to influence government policy to allow more superyachts into Australian waters by reducing taxation and customs restrictions that preclude these superyachts from visiting. Currently, a superyacht wishing to charter in Australian waters is taxed 10% of its value therefore making the cost of chartering here prohibitive.

Research from industry body Superyacht Australia shows that one superyacht can easily spend $2.5 million in a 12-month period which is equivalent to the economic impact and spending of an 1800-person cruise ship.

Trenton Gay, CEO of Gold Coast City Marina & Shipyard and organiser of the Australian Superyacht Rendezvous said in the lead-up to the 2018 Commonwealth Games, the event had achieved its first-year goal of cementing the Gold Coast’s position as an Australian superyacht hotspot. “The inaugural event was a huge and overwhelming success - beyond our wildest imagination. It highlighted what the industry can do when we all work together with a common goal and the scope for the future of this event is absolutely massive for Australia,” Mr Gay said.

“The support from sponsors was incredible and the feedback has been unbelievable – we have already got people lining up to get involved in next year’s event,” he said.

See www.australiансuperyachtrendezvous.com for details

MaryAnne Edwards, Chief Executive of Superyacht Australia said the Australian Superyacht Rendezvous was a true showcase of what the superyacht industry is about - the economic value, the lifestyle potential and the passion and energy of our industry players to drive future growth for the Australian economy.

“The industry is willing and able to invest. We now need government to come to the party and this event has created a very strong platform to highlight the changes that need to happen in order for Australia to compete on an international level,” Ms Edwards said.

Boat Lift transporter delivered to Barclay Engineering

Meridian Projects has recently delivered a 70 tonne transporter for Barclay Engineering in Perth. Modeled on Boat Lift’s highly regarded remotely controlled shipyard transporters this machine has been adapted for an industrial application to lift and install large generators and associated 20’ and 40’ TEU containers containing equipment.

To deal with harsh terrain the transporter features all wheel 90 degree steering and all-wheel drive, with traction control and self-leveling capability. In addition, the transporter can adjust its length and width for each load.

Commenting on the choice of Boat Lift, Richard Williams commented “The customer had a very specific set of challenges that required a customised solution Boat Lift was able to efficiently achieve. An order was signed following a visit to the production facility and the machine delivered on time for the contract schedule.”
Hemingways Serves Up a Treat at APM

The heart of award-winning Abell Point Marina now holds another very tasty attraction following the recent opening of a new restaurant - Hemingways. Marina customers now have another mouth-watering gourmet destination in addition to Sorrento and Bohemian Raw and can enjoy modern Australian cuisine in a relaxed waterfront setting.

The successful restaurant opening followed the installation of the brand new walkway to L Arm, which was destroyed during Cyclone Debbie. This marked another milestone in the restoration process following the devastation. Footage of the process over the last couple of months can be viewed at www.abellpointmarina.com.au/abell-point-welcomes-visitors-this-cruising-season/

With the cruising season imminent and the annual migration north for many boaties from Australia’s southern states, the marina hosted a Cruising Season Launch Party on 2-4 June. The event was open to all marina guests.

TESLA at Soldiers Point Marina

Soldiers Point Marina is once again proving that they are at the cutting edge of technology with the recent installation of a Tesla high-speed Destination Charging Unit installed for the convenience of customers and visitors.

The Marina is pleasantly surprised by the number of Tesla driving customers and visitors using the charger for their Model S and even a few Model X cars. The Tesla Destination Charger uses a high-speed power wall connector, similar to the unit Tesla vehicle owners install in their homes and offices. It charges at a rate of 22kW and is available to the Tesla drivers at self-park bays at the front of the main Marina building. Tesla drivers who are customers or visitors can now ensure that they are fully charged and ready for even the longest drive home.

Darrell Barnett CMM, the Marina Manager is right behind the innovation and recently commented: “We are striving to be leaders in our industry and see this as another opportunity to provide unique services to our customers. We extend a warm welcome to Tesla driving visitors and invite them to take advantage of our charging station!”

Superior Jetties Delivers State of the Art Superyacht Facility on the Gold Coast

Superior Jetties recently put the finishing touches on a new refit facility based at the Gold Coast City Marina’s Coomera River site. Completion of the project will be the first step towards welcoming even larger superyacht-sized vessels to the precinct.

John Hogan, CEO of Superior Jetties, said the GCCM project is a turning point for the Gold Coast Marine Industry.

“The 100m long multifaceted facility incorporates Superior Jetties Elite™ Marina System, in addition to 50m long Super Elite™ all concrete fingers, designed with a 600mm freeboard, ideal for larger vessels and superyachts.”

“The custom built heavy duty gangway has been purpose built to accommodate access machinery such as forklifts and small vehicles and allows an increased flexibility for onsite marine trades to carry out on water refit works or the loading of supplies,” Mr Hogan said.

Steve Sammes, General Manager of Gold Coast City Marina, said they had worked with Superior Jetties on a number of projects over the years and were delighted to be collaborating again during this expansion.

“Our superyacht berths will offer easy access and cater for vessels over the marina’s 250 tonne lift limitation” he said.
Unique Smart-Phone Based Application - V-Assist

Soldiers Point Marina, in Port Stephens NSW, has taken another leap into the future of customer service with the introduction of a unique smart-phone based application - V-Assist. With the constant objective of adding value to the product for their marina berth customers, they have worked with their Slovenia-based software supplier, Marina Master, to build this service. The app has been successfully tested and is now rolling-out to their customers.

With the emphasis on making ‘light work’ of going boating, V-Assist keeps the marina on alert when their customers approaches the marina on land or water. Each customer is issued with two tags, similar to those used for toll roads—one for the car and one for the boat. On approach by road, an alert is triggered as they pass a sensor about 3 km from the marina, which identifies the customer’s car, generating a text message to the Porter advising that the customer is approaching.

This allows the Porter to greet the customer, park their car in the Customer Car Park or Valet Undercover area, unload supplies and assist with taking the customer’s luggage, shopping etc. to the boat; stowing the items and making the boat ready for its owners.

In the case of a boat returning to the marina, a sensor is triggered when the boat enters a 500 meter zone around the marina and a message is sent to the Dock Master to advise which vessel is approaching. This readies assistance for mooring and for the Porter to assist with unloading and return to the customer’s vehicle if required.

Copies of all text messages are sent to the marina Duty Manager to allow for management overview and to monitor service standards.

Customer reaction has been excellent, with a highly positive response. Marina Manager, Darrell Barnett commented that: “V-Assist allows us to be sure we are not missing opportunities to enhance the service we provide to our customers. We have the warning to be ready for them to arrive either by vehicle or vessel!”

For further information regarding V-Assist, contact: Darrell Barnett or Carmen Holden db@soldiersptmarina.com.au
HydroHoist Marine Group, a world leader in the boat lift industry, has launched the newest addition to its line of boat lifts. The HarborHoist™ is the most versatile boat lift in the HydroHoist family - perfect for fresh, brackish and salt water.

“We are excited to offer the newest version of our HarborHoist, which we believe will revolutionize safe boat storage in many areas of the world,” said HydroHoist Marine Group President & CEO, Mick Webber.

HarborHoist is a free-floating lift and is compatible with fixed or floating docks, and works in a U-shaped slip, double-wide slip, L-shaped dock, and square dock. The hull supports can be configured for nearly all boat styles, including inboard, wake, pontoon, and tritoon boats.

The HarborHoist level lifting frame is constructed with aircraft grade aluminum and rugged marine polyethylene tanks. It accommodates boats ranging from 4400 pounds to 18,000 pounds and the aluminum structure extends the life of the product.

“An outstanding feature of the HarborHoist lift is its adaptability with various types and shapes of docks,” Webber said. The unit can simply be tied to the dock or use a conventional mooring system. HarborHoist comes standard with a push button control unit – utilising an accelerometer for level lifting. Walkways are mounted to the top of the tanks that run the full length of the lift for easy access to your boat in both the up or down position.

“The accessibility and continuous, non-skid walkway makes this one of the most user-friendly hoists on the market,” Webber said.

Additional features include easy loading and unloading of passengers, adjustable hull pads, optional centering guides, and simple assembly and installation.

To learn more about HydroHoist products visit www.boatlift.com
State-of-the-Art Upgrade for Tasmania’s Margate Marina

Later this year Margate Marina will begin the initial stages of its major upgrade, with 300 new berths to be developed in a range of sizes. Margate Marina is ideally located 20 minutes’ drive from Hobart and is a gateway to the D’Entrecasteaux Channel and beautiful secluded bays of Bruny Island.

**Key features include:**
- Floating breakwall design and state-of-the-art construction by Pacific Pontoon & Pier
- Marina pen sizes from 10 to 25 meters
- Designed for easy vessel manoeuvring
- Accommodates draft up to 11 metres
- Power/ Water/ Lighting/ Security
- On site CCTV for added security
- On site marina management for personalised assistance
- Ample parking
- Associated slipway and marine trades to service vessels

Significant works in progress at Robe Lake Butler Marina, SA

Major upgrade works are commencing this month at Robe Lake Butler Marina, located on South Australia’s Limestone Coast.

EWS Poralu will be replacing the old wooden jetty that comes off the fuel wharf with a new floating structure that will accommodate increased loading and unloading capacity for the commercial fishing vessels. Extra piling will also be placed in this area for extra strength with the new structure to measure 23m X 5m. Local contractors will be employed for the demolition and service works.

In addition the improvements, which will total around $1 million, will include the refurbishment of the Straddle Jetty with tenders currently out for the steel fabrication requirements.

The works are expected to be completed towards end July, enhancing the capabilities and services of this important cray fishing area. Robe Lake Butler is a Clean Marina and Gold Anchor marina and currently offers moorings for 40 commercial fishing boats and 100 recreational boats in the lake. Other facilities include boat lifts via a straddle lift and hard standing boat storage area for repairs.

A volunteer Coastguard operates from Robe which is one of South Australia’s oldest towns, founded by the colonial government as a seaport, administrative centre and village only ten years after British settlers formally established the Province of South Australia.
MIA Members’ Survey

Approximately every two years MIA conducts a detailed members’ satisfaction survey and the last survey has just been completed and the results compiled. 136 responses were received which was on par with 138 received for the 2014 survey. This was again well up on the 51 that participated in the 2012 survey and the 63 in 2010.

Profile of Respondents 2017 to 2014 was similar with the 2017 profile as follows:

- Marinas/Yards 70%
- Service providers 9%
- International member 8%
- Industry body/govt. 8%
- Consultants 5%

Key findings from the data are that education and training remain as the most important MIA activity as perceived by participating members. The two biggest changes in the opinion of members since the previous survey are the jump in the importance of communication/networks (from 6th to 2nd) and the drop in importance of best practice/policy/position papers (from 2nd to 5th).

Over this period MIA has increased its communications/networking role while the latter has not expanded as much as was planned. Possibly the comparative lack of activity (visibility) contributes to a lesser importance rating.

The data indicated member demand for expanded short courses: particularly on topics such as technical and legal matters and customer service. Members provided a spread of areas for MIA improvement with most within the areas of education, networking and research. The data reinforces the MIA Board’s opinion that further development of MIA’s on-line learning capability is an important opportunity.

Exactly as was the case in 2014, 89% of 134 survey respondents rated their MIA membership return on investment as good or excellent and 11% rated it as very poor/poor. Perceived performance of the MIA has remained very high with 97% of respondents ranking performance as good or very good compared to 96% in 2014.

In September the MIA Board will conduct its three yearly strategic planning review and the members’ survey data will be a core consideration in the planning of strategies for the next three years.

The data from the survey is available to members within the members’ section of the MIA website.

FOR SALE - A 200 POSITION DRY BOAT STORAGE RACK

Currently still erected in Henderson Western Australia, the owner will disassemble, load and transport anywhere within Australia.

- Fully galvanised rack of bolted construction. Full design and construction drawings are available.
- Racks measure 6.4m wide x 6m long x 5m high.
- Rack capacity can easily be increased for smaller boats by adding beams at 2.5 m to parts of the rack.
- A 25 Ton forklift that has a boom specially designed for the height of the rack is available and is also for sale if required.
- Rack can be disassembled and transported within 6 weeks of purchase.
- Price negotiable.

When designed, an allowance was made for the racks to be fully sheeted and if when re-erected the racks were brought closer together an over head picking system would be very efficient.

Apply to info@heavydutystorage.com.au or ring Barry on 0411 549 701 or Dan on 0417 222 241
With 108-years of heritage behind them, Norman R Wright & Sons has opened a new chapter following the recent relocation to Rivergate Marina & Shipyard at Murarrie, Qld.

This will be the fourth location in the history of the business - Newstead (1909-1936); Quay St, Bulimba (1936-1989); and Byron St, Bulimba (1989-2016) and Bill and Ian Wright, the grandsons of the founder Norman Wright, are at the helm today.

Their father Ron was the first graduate in naval architecture from the University of Queensland.

From traditional wooden boats, many of which are Australian icons – ferries, schooners, fishing vessels, the classic Fairmiles, which were used as patrol boats during WWII, then refitted as ferries, and racing skiffs – Norman R Wright & Sons moved into composite construction and secured work for the luxury charter market, government, Police and Royal Australian Navy.

The company prides itself on being adaptable and responsive to the demands of the market, applying the skills of their 45-strong workforce – comprising boat builders, painters, cabinet makers, designers and engineers – to refit/rebuild work and custom projects to order.

“Each generation has been passionate about what they do,” said Ian. “We’ve always had an in-house design capability, which is an advantage in this competitive global market.”

Tony Riek, co-director and soon to be Managing Director at Norman Wright & Sons is looking forward to settling in to the purpose-built premises. “Rivergate’s facilities, including on-site trades, 75 and 300 tonne travelifts and slipways will free up the company to focus on the next phase of its growth.”

“We are anticipating more efficiency and better access to subcontractors,” he said. “The experts at Rivergate handle the travelifts, they wash the boats and deliver them to our sheds.

There is mutual benefit being part of Rivergate. We plan to bring more business to Rivergate and in turn, hope to benefit from the concentration of marine businesses at Rivergate for flow-on business.”

Rivergate General Manager, Andrew Cannon said Rivergate was particularly proud to welcome Norman Wright & Sons to the precinct. “108 years in business is testament to the quality, ingenuity and ethics of the company. It’s a remarkable achievement. We are eager to see what the next century delivers in terms of innovation and collaboration among the businesses at Rivergate, renowned worldwide for top-level service, skills and can-do approach.”

www.wrightsons.com.au
**INDUSTRY MOVES**

**Scott Murray** is the Scottish trained Chef at Quarterdeck Kitchen & Bar at **Gold Coast City Marina**. After training in hotels and restaurants in Scotland, he migrated to Sydney, where he worked in trendy cafes and upbeat restaurants. He opened the Skypoint restaurant and function venue at the Gold Coast’s Q1, and was the Chef at Links Hope Island Golf Resort before working as a private contract chef on the Gold Coast.

**Nick Elliott**

Royal Prince Alfred Yacht Club north of Sydney has announced the appointment of **Nick Elliott** as Race Director and Club 2IC following a global search to find a yachting professional who can ensure RPAYC continues to manage and deliver exceptional yacht racing and regatta programs. Nick joins the Club after nine years at the Royal Ocean Racing Club in the UK, well known for the challenging Rolex Fastnet Race.

**Paul Sorrell** has been named as Business Development Manager-QLD for **Bellingham Marine Australia**. Prior to this Paul was marina manager at Horizon Shores Marina.

**Kevin Smith** recently joined **Poralu Marine** as Asia Pacific Area Project Manager. His new role involves all the technical aspect of marina construction for the APAC region. Kevin handles a sales role as well while Poralu is finalising the recruitment of a Pacific Area Manager who will be dedicated to Sales and Marketing.

**Cynthia Rasch** has been named as the new General Manager at Fiji’s **Port Denarau Marina**, taking over the helm from Managing Director, Nigel Skeggs. Cynthia has a wealth of experience with 7 years as Business Manager and holds an Advanced Marina Management certification from the MIA.

**Yaringa Boat Harbour** has appointed **Craig Traill** as the new Marina/Yard Manager. Craig joins the Victorian facility from Hamilton Island and holds Straddle Carrier certification from the MIA.

**Stephen Paul** is the new Marina Manager at **D’ALBORA Marinas Nelson Bay**. With a strong background in tourism, 19 years living and working in the region and a regular at the marina enjoying fishing and boating, Stephen brings valuable experience to the role.

**David Staley** has been appointed as Sailing Manager at **Middle Harbour Yacht Club**. Over the past four years David, recruited from Victoria, has filled the role of Sailing Manager and Principal Race Officer for Royal Brighton Yacht Club, delivering and overseeing over 600 events from dinghy, to one-design keelboat and mixed fleet keelboat events, inclusive of state and national championships. He also developed the Discover Sailing Centre training programs for Tackers, Dinghy, Keelboat and Powerboat.
Poralu Marine Australia

Poralu Marine is a global leader in the design, manufacturing and installation of top of the range aluminium pontoons and marina systems. With 40 years of experience, the group has delivered more than 8,000 projects across five continents. To strengthen its position in the Asean region, Poralu Marine has recently merged its Asian and Australian operations to create a new entity tasked with further development of the market throughout the Asia Pacific region.

On the East coast of Australia, Poralu Marine has established its own sales and project team to better serve its clients. Engineered Water System, Poralu’s historical partner based in Perth, remains the appointed distributor for the West coast of Australia. See www.poralu.com

Te Ana Marina - Lyttelton Harbour, NZ

Te Ana Marina is a new marina currently under construction in Lyttelton Harbour, in the South Island of New Zealand. It will feature Christchurch’s only floating berth marina, complete with walk on access to 170 berths and supporting landside infrastructure, including carparks, lighting, security, a marina office and washroom facilities. The development will also include a new pedestrian promenade, an improved sea wall and facilities for related retail, restaurants and cafés.

The marina is owned and operated by Lyttelton Port of Christchurch and is scheduled to open its first berths by the end of 2017, and be fully operational by May 2018. www.teanamarina.co.nz

Trans Tasman Energy Group, Australia

Trans Tasman Energy Group (TTEG) is a consultancy which works with large, small and medium businesses, including ASX 200 companies as well as the largest public sector organisations to deliver best solutions for their energy requirements. The company consults to government, clubs, commercial, retail and private sector companies on the operation of energy markets and the regulations that apply to the Australian national energy market. With more than 200 years of combined team experience in the energy industry, TTEG partners with businesses to understand their energy requirements and develop customised energy management solutions at competitive prices.

TTEG’s services include energy management, lighting, consulting, regulatory issues as well as service procurement and embedded networks. See www.tteg.com.au for more details.

Cambridge Management Services
Mornington Peninsula, Martha Cove, VIC

This office is part of the larger Cambridge Management Services group, based on the Gold Coast and part of the parent company, Esquire Group. The Martha Cove Office is the strata and facility managers for the Owners’ Corporation at Martha Cove.

Martha Cove is a residential and marina development at Safety Beach in Victoria. On completion there will be approximately 1000 residential lots and 1000 berth lots. The majority of berth lots are privately owned and under the control of the Owners’ Corporation Manager, Cambridge Management Services, with 234 being operated as a privately owned marina.

The development is well into the final stages and Fiona Blain-Bartle to date manages 615 Owners’ Corporation waterways berths.
Seaslip is a family owned marine construction company based on the South Coast of NSW. The company specialises in the design and construction of floating marinas using an advanced aluminium composite system. Originally founded by Lyn Brighton and now managed by her son James, the company focus is on adapting to changes in the industry and the philosophy of continuous improvement through commitment to research and development. With over 70 years combined experience in marina design and a dynamic leadership team, Seaslip is able to offer customised, innovative and cost effective solutions to their customers. See www.seaslip.com.au

Auckland’s recently opened MWM (Mt Wellington Marine) Dry Stack is located a short boat trip away from the magnificent Hauraki Gulf and is able to accommodate vessels from 5-12 metres with ease.

MWM Dry Stack offers its members full Concierge Service, unlimited launches, free onsite parking, 360 metres of walk on/walk off pontoons, state of the art 24 hour security systems, and the convenience of the location which is just 5 minutes from the Motorway off ramp.

With 24 hour monitoring, electronic and key-coded gates, 26 cameras placed throughout the site, MWM can guarantee security and peace of mind. www.mwm.co.nz

Boat Repairs SE Asia, Singapore

A member of the Aaron Group of companies, Aaron Marina Solutions Pte. Ltd. focuses on the repair and maintenance of pleasurecraft. Contractor provides technicians in fibre composite repairs, mechanical, hydraulic and electrical works and is able to undertake works throughout Singapore and globally. Apart from providing professional services, they can also supply ancillary equipment and boat systems. More details at www.aaronmarinasolutions.com

This well-established Queensland company has rejoined the MIA under the new ownership and management of Matthew Coles. Barnacle Guard offers the environmentally friendly solution to protection pontoons from damage caused by marine growth. Visit Barnacle Guard on Stand 13 at Marine17. More details at www.barnacleguard.com.au

AMC offers a marina professional, designer and builder as a team providing comprehensive resources in marina concepts, feasibility studies, facilities development, construction, market research, operational training and superyacht retrofitting.

With superyacht management and recruitment skills AMC has experience and knowledge of marina and yacht operational issues.

Bill Bourke, previously CEO and founder of Pacific Pier & Pontoon, has joined the MIA as a consultant under the company name, Santa Cruz Investments Pty Ltd. Bill is providing consultancy services to PPP to ensure a smooth handover to the new ownership.
A common cause of disputes in marinas is boats exceeding the size of a berth. Often this is harmless but it can be serious particularly where it affects the manoeuvrability of other boats or the encroachment exceeds that marina’s own lease area.

Provided berthing agreements have been properly prepared, exceeding the berth area will likely constitute both a breach of the agreement and trespass by the berth owner.

Where this occurs, a marina will often have multiple options available including issuing breach and termination notices under a berthing agreement or applying to an appropriate court for a remedy such as an injunction to restrain a berth owner from continuing to trespass.

Marinas should seek legal advice both when preparing berthing agreements and when looking to enforce the terms of those agreements.

In my experience the ‘human element’ in these disputes needs to be carefully considered as well. Boat owners often don’t realise or want to acknowledge that their boat is encroaching outside of their berth. Marinas should ensure that they act both consistently and decisively or risk ceding control to owners of big boats who can have big egos.

Case Study:
Emporia Pty Ltd v Red Engine Group Pty Ltd

Facts:
Red Engine Group Pty Ltd (REG) was granted a sub-lessee of Berth 29 (Berth) at Abell Point Marina in 2008. REG moored its boat ‘Pelicans’ in the Berth. Pelicans’ beam exceeded the width of the berth by 100mm. Including fenders Pelicans’ hull projected outside the berth by 500mm.

Between the Berths & Berth 30 there is a 1m manoeuvring strip not leased or licensed to any berth owner.

The Marina was not aware that Pelicans exceeded the Berth until 2016 when the owner of Berth 30 enquired about availability of berths with easier access.

The Marina wrote to REG requesting that it cease mooring Pelicans in Berth 29. REG did not comply.

The Marina made an application to the Supreme Court of Queensland for an injunction against REG trespassing on the manoeuvring strip.

Decision:
The Court granted an injunction to restrain REG from continuing to exceed the Berth. The Court found that REG was trespassing on the Marina’s land and that no licence had been granted by the Marina to do so (or if it did this was revoked by the notice to REG).

Australian Sailing
Gold Coast Training Centre Opens

Australian Sailing opened its new Gold Coast Training Centre at Southport Yacht Club Hollywell facility on Thursday 25 May - the first time the Australian Sailing Team has established a facility outside the National Training Centre (NTC) in Sydney.

The temporary structure will be the base for the Australian 470 Men’s and Women’s squads for training and national camps and will assist with preparations for the Olympic Games in Tokyo 2020. It also allows for gym and physical therapy activities at the Queensland Academy of Sport nearby.

The new set-up will include an office and workshop with dinghy storage also located on site.

Advertise in WATERLINE

Waterline is published 4 times a year, allowing you to market your product or service directly to MIA members worldwide and our significant base of international and Australian marine professionals, industry suppliers and Australian government departments.

MIA offers competitive rates for members and non-members and we also welcome editorial of interest and relevance to the industry.

Contact: info@marinas.net.au for ad rates and specs or to book space for the September 2017 issue.
Indonesia Investment Delegation Meet MIA

During April MIA hosted a government delegation representing the Indonesia Investment Coordinating Board (BKPM). BKPM is mandated with boosting domestic and foreign direct investment through creating a positive investment climate. One of the priorities is the development of economic zones based investment. BKPM is currently examining investment development in economic zones and come to Australia to learn about the Australian experience.

At the meeting, BKPM provided an update on their economic zone development and MIA outlined marine precinct case studies and their relevance to Indonesia. Colin Bransgrove also provided the delegation with an overview of the capability of MIA members providing good and services to the marina industry and feedback from members on the current barriers to marine industry development and investment in Indonesia. It is anticipated that further dialogue will take place and MIA members will be alerted to specific relevant developments.

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