



April 2023

# SALTWATER ONLINE



Boating Industry Association

MEMBER 2023



## March Polls, Quota: What's the bottom line?

C1 Quota, East Coast and Gulf  
This Poll is now closed.

The feedback from this Poll is published over the next 4 pages

### [ENL Quota Poll](#)

This Poll is still open. If, after seeing the results of the C1 quota Poll you want to provide general feedback you can still go and add it anonymously [here](#). We will publish the results from the ENL Poll in the next newsletter. There is some interesting feedback from ENL stakeholders for next time.

Saltwater Solutions services the commercial fishing industry with focus on people who get wet. Our viability is underpinned by a healthy fishing community and so it's obvious we care about your future.

The feedback received from these polls in March was well received. This is a fantastic way for us to communicate with our fishing community and will help us focus our own resources where they are needed most.

Publishing the feedback hopefully will help you get a feel for things as well.

Above: FV Mudgee now reduced to sell at \$90K+GST way below value. [For more info go to the listing here](#)

I personally inspected Mudgee and have been amazed that no one has actually looked at this boat so far.

I have featured Mudgee here to encourage anyone who is looking for an ideal reliable and efficient commercial vessel to view the listing.

The boat is solid glass, built to Govt standards (not in survey now) and features purpose designed systems commissioned by the current owner who has so much experience in the industry he has made this a dream boat.

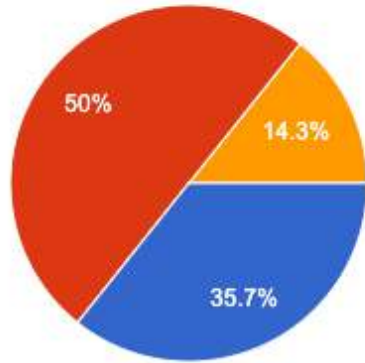
Disclaimer  
Opinions and information in this newsletter should not be considered to be substitute for detailed advice or as a basis for formulating business decisions. Saltwater Solutions intends by this statement to exclude any liability for any such opinions, or information within this publication.

C1 Quota - What's the bottom line?

GC1 fishermen

Effort: Has your effort been restricted because you could not access quota

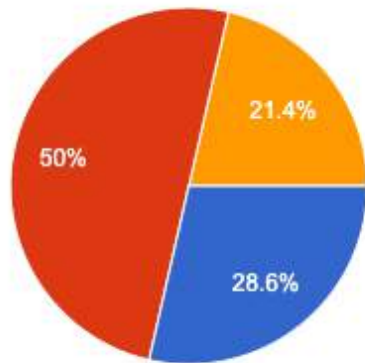
14 responses



- Yes
- I accessed enough quota
- The quota is/was available but it is/was too expensive. (For those who lease)

Effort: Is there less effort on the fishing grounds now?

14 responses



- Yes
- No
- Same



Left:

Price reduced \$159K+GST Neg

For sale laying in Darwin

Full AMSA Survey  
Class 3B for 4 people  
17.58 m steel in good condition

10 ton Freezer  
30 try snap

Good living conditions

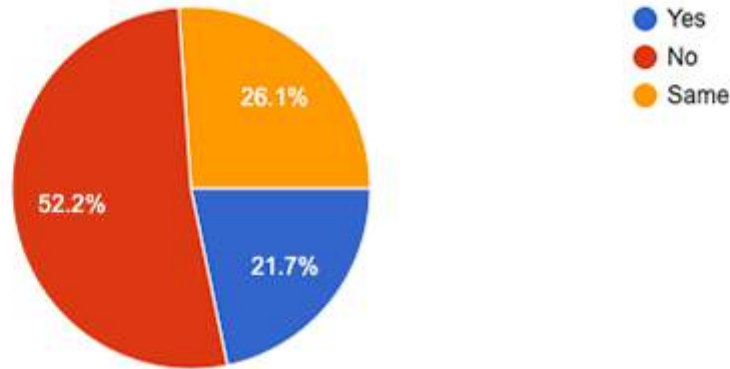
[For more info go to the listing on the website](#)

C1 Quota - What's the bottom line?

EC1 fishermen

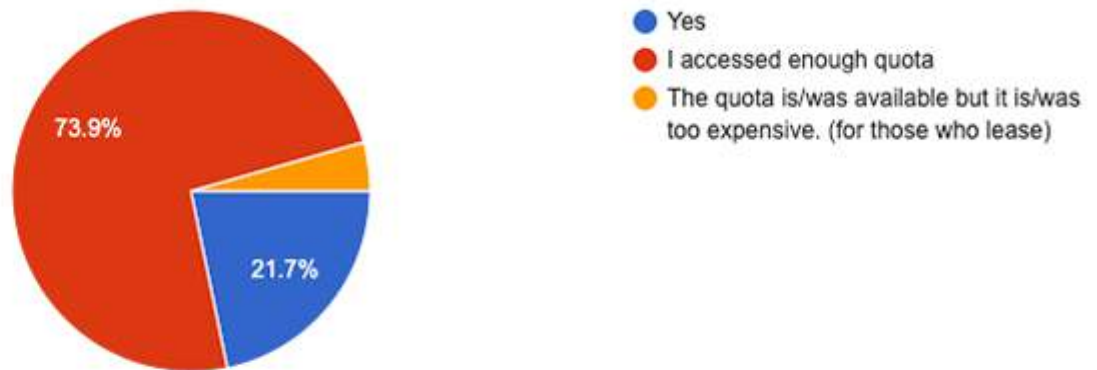
Effort: Is there less effort on the fishing grounds now?

23 responses



Effort: Has your effort been restricted because you could not access quota

23 responses



Right:

Crabbing outfit: boat, licence, quota and all gear  
For sale as a going concern walk in walk out.

C1, C1, L3(1), N11 Licence  
1500 Kg EC1 quota

6 m plate speedboat  
Class 3C for max 4 people

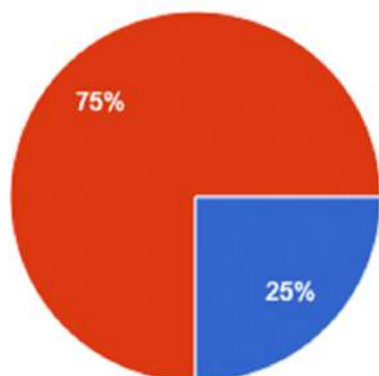
120 crab pots and lots more

[For more information go to the listing on the website](#)



Have you noticed an increase in beach price now quota is here?

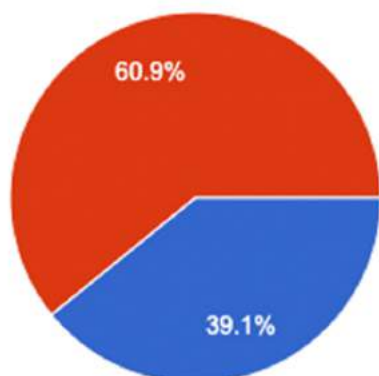
24 responses



- Yes
- No
- I have a better bottom line because I fish less and have strengthened my markets

Now quota is here, how do you feel about your future in the C1 fisheries?

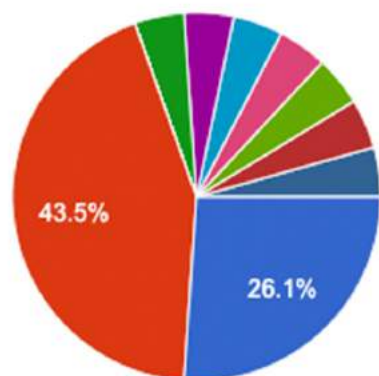
23 responses



- Confident
- Not confident

If you intend to stay in the C1 fishery long term what is your strategy?

23 responses



- I lease
- I want to increase my quota

Other options included

- Moroon: Have ample quota and will continue as is.
- Pink: don't hold enough quota
- Dark Green: I hold quota and will lease it out every year
- Light green: I have to lease as I don't own enough
- Purple: I would consider selling my quota if the price is right

## March Polls, Quota: What's the bottom line?

### Written responses

The below responses are provided without amendments except where necessary to keep the identity of the contributor hidden and where the contributions were outside the scope of the Polls.

Even though some of the material was outside the scope of the Polls it is still valuable and much appreciated. Broader feedback provides data and prompts ideas about interesting topics

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FQ shut the black-jew area where I fish at Dali bay. Then FQ awarded my mud crab catch history to an investor as quota. Then FQ severely restricted the spotted mackerel, school mackerel TACC. I can no longer profit. Now Spanish mackerel is going to be reduced and devalue my 15k SM symbol to nothing.

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I was issued less than 1.2 required to crab. I have a couple of different symbols that I swap between depending on weather. Can no longer do that with 300kg of quota. Should not have min of 1.2, if they wanted 1.2 min every C1 symbol should have got a min of 1.2 so that you can work your symbol

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Our business had intension of buying over time our shortfall in quota but we have no intension of doing that now as Qld Gov can meddle and reduce tonnage at will as seen in other fisheries. Anything Qld Gov has control of is not a good investment. We will rent the shortfall.

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I own my primary and my double C1 and I own all my quota

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So far we are 6 years into this so called 10 year reform and nothing positive has been implemented to make the crab fishery better or more sustainable. There is far to much EC1 quota. It needs to be cut by 30-50%. Effort needs to be reduced for the fishery to get any better, trouble is we have a new FQ manager every 6 months on these working groups, there is no continuity and the new people don't have a clue it's just a job for them why do they care!

This is why people's mental health suffers because we don't have any confidence anymore in the industry we love. Hopefully one day they can get it right. I have another 30 years in it and if my kids want to work in it I just hope they not are shut out to the greedy recs

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They need to reduce the quota tac by 40 percent and ban the taking of c grade mudcrab. Bring the same laws in like northern Territory about the grading of mudcrab

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Yes you need to take into consideration the smaller operator that needs this supplementary income to go with the other part of business and not the big players controlling the business of other people

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There has been no increase in product price to take into account our extra costs such as quota.

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One of the pushes for quota was that it would provide certainty and sustainability for industry and prices were said to increase as a result of less product on the market. This is not the case at all prices have fallen on average per year. If you look at SFM prices for the past 10yrs you will see that. Certainty and confidence for the future of crabbing is at an all time low. There is increased pressure in crabbing due to closures in other areas of fishing as a result areas are maxed out with effort. Increases in expenses across the board with quota, VMS expenses, rising fuel, freight doubling and Government clearly trying to destroy industry at every turn, I can not see a bright future for fishing families. If our business wasn't so financially committed we would not continue. We are a 3rd generation fishing family.

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Additionally there was some really pleasant feedback about the Polls and with this encouragement we will do more. If you have ideas about what sort of topics we should focus on please get in touch.

That's the results of the Crab quota polls. Thank you to the contributors this information is fantastic. This Poll is closed now and we will publish the [feedback from the ENL Poll](#) next issue



YTD Lease prices - March 23



2023	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Av Lease	FQ fees	Species	Net	\$/kg	ROI
BM2	\$1.60	\$1.60	NA										\$1.60	\$0.10	BM2	\$1.50	\$16.00	9.38%
BM3	\$1.70	\$1.70	\$1.70										\$1.70	\$0.10	BM3	\$1.60	\$11.00	14.55%
BM4	\$2.10	\$2.10	\$2.10										\$2.10	\$0.10	BM4	\$2.00	\$13.00	15.38%
BM5	\$2.50	\$2.50	\$2.50										\$2.50	\$0.10	BM5	\$2.40	\$15.00	16.00%
KT2	\$3.10	\$3.10	NA										\$3.10	\$0.10	KT2	\$3.00	\$25.00	12.00%
KT3	\$3.10	\$3.10	\$3.10										\$3.10	\$0.10	KT3	\$3.00	\$21.00	14.29%
KT4	\$3.10	\$3.10	\$3.10										\$3.10	\$0.10	KT4	\$3.00	\$21.00	14.29%
KT5	\$3.30	\$3.30	\$3.30										\$3.30	\$0.10	KT5	\$3.20	\$27.00	11.85%
GM2	\$3.10	\$2.10	\$2.10										\$2.43	\$0.10	GM2	\$2.33	\$16.00	14.58%
GM3	\$3.10	\$3.10	\$2.60										\$2.93	\$0.10	GM3	\$2.83	\$18.00	15.74%
GM4	\$3.10	\$3.10	NA										\$3.10	\$0.10	GM4	\$3.00	\$16.00	18.75%
GM5	\$3.10	\$3.10	\$3.10										\$3.10	\$0.10	GM5	\$3.00	\$17.00	17.65%
CT	\$5.20	\$5.50	\$3.00										\$4.57	\$0.43	CT	\$4.14	\$55.00	7.52%
RTE	\$0.23	\$0.23	\$0.23										\$0.23	\$0.22	RTE	\$0.01	\$1.50	0.67%
OS	\$0.35	\$0.35	\$0.35										\$0.35	\$0.22	OS	\$0.13	\$5.50	2.36%
SM	\$0.70	\$0.65	\$0.63										\$0.66	\$0.22	SM	\$0.44	\$13.00	3.38%
WT5	\$2.60	\$2.60	\$2.60										\$2.60	\$0.10	WT5	\$2.50	\$15.00	16.67%
SCM5	\$3.10	\$3.10	\$3.10										\$3.10	\$0.10	SCM5	\$3.00	\$30.00	10.00%
EC1	\$3.00	\$2.20	\$2.00										\$2.40	\$0.10	EC1	\$2.30	\$40.00	5.75%
GC1	\$4.00	\$4.00	\$4.00										\$4.00	\$0.09	GC1	\$3.91	\$85.00	4.60%
BC1	\$3.10	\$2.75	\$2.80										\$2.88	\$0.09	BC1	\$2.79	\$45.00	6.21%



Left: Just listed

Quintrex 650 Legend

In Survey 3C commercial fishing vessel  
Class 3C in full AMSA survey  
(Copy of the CoS provided upon request)

Evinrude Etec 175hp, 1050hrs

Heavy duty trailer

Reduced to \$65K no GST applies  
(reasonably negotiable)

[For more information visit the website](#)

Right

Aluminium shallow draft commercial net reel boat

CoO for 2 persons

Shallow draft net reel fishing vessel which only draws 100 mm of water.

Near new, registered Redco alloy trailer, with mechanical brakes and torsion axles.

Would suit a variety of net fishing activities.

Length 6.4m

Beam of 3.3 m

Pods along it's length for increased buoyancy

150 Hp Yamaha outboard with roughly 1700 hours.  
Outboard always professionally serviced. New 2017

[For more information view this listing on the website](#)



## SCAMMERS.

I guess we all are exposed to scammers occasionally one way or another.

Where businesses advertise on the Internet scammers can easily get phone numbers and emails.

Some of them are very clever posing as major companies like Telstra and big banks. Not all scammers are from Nigeria or Israel. It is a sophisticated, multi million dollar industry where no one is safe. Many very smart and experienced people have been exploited, so if you're a victim don't think it is because you are stupid.

I experienced scammers first hand when we supported our local Police with a calendar they produced to raise funds for one of their causes.

Soon after the calendar was published we started getting calls from people pretending they were police and requesting support for things as sensitive as for the families of 'officers who've lost their lives in the course of duty'. I nearly fell for it but decided to contact the local police who confirmed that these scammers were disrupting their efforts at fundraising. It is very hard to know who you can trust.

There are companies who, for a small fee can provide thousands of email addresses that scammers then use to reach potential victims.

If it doesn't seem legit, trust your intuition. Make sure you validate the bona fides (a person's honesty and integrity) of any people you are dealing with.

Recently I assisted with the sale of a vessel and other assets where the seller was very careful and really did his due diligence on me. I appreciate this because you never know. He'd been caught by a legitimate broker in the past where the deal had gone pear-shaped after the goods were picked up by the purchaser.

When goods change hands (settlement), that needs to be the last time you have to have anything to do with the asset, broker and any other parties. Goods exchange hands at the same time the purchase funds do - end of story. Never hand over possession of an asset unless you know with 100% confidence that there will be no conflict afterwards. If you are selling, it is advisable to make sure you are expressly not providing any warranties (apart from confirmation you actually own the asset outright). If you are buying, you don't take any notice of what anyone tells you about how good something is. Make sure you be responsible when you do your due diligence.

I know of a situation where the buyer inspected the boat/trailer, the roadworthy was done especially for the sale and when he unloaded the boat at home the wheels almost fell off the trailer. Here, the person who did the roadworthy was shonky and if the seller knew about it then so was he. But that does not help anything, at the end of the day if you are buying you need to check everything yourself.

In order to build confidence for the fishing industry with Brokers like myself there is lot of room for improvement. I have been encouraging people to develop and recognise a Code of Conduct/Practice where people like myself who support our stakeholders as brokers/agents observe minimum compliance and rules not unlike those which apply to real estate agents.

I have become a member of BIA because they have a great Code of Conduct and continue to work towards an industry recognised qualification which will be another feather in the cap of any brokers/dealers who sign up. So I look forward to being able to give you more information on this as things progress.

Back to the scammers. Each day I receive 6 to 10 calls from scammers. The phone numbers are random, they can be local, interstate or overseas. They also can be from mobile phone numbers. There is nothing more aggravating than working flat out to a deadline for people who I respect and being interrupted by a scam call.

These days especially when I am busy I rarely answer or return calls from numbers I don't already have on my contacts. If someone is legitimate they will leave a message or follow up with a text. I will always get back to someone I know, or who leaves a message.

Thank you for checking out the April 2023 newsletter. I look forward to publishing the results of [the ENL survey](#) next time and am already putting together another poll to publish in the next month or so.

Regards  
Robert Pender  
0427373844  
[robertpender@saltwatersolutions.net.au](mailto:robertpender@saltwatersolutions.net.au)

LISTINGS COMING UP LATER THIS MONTH:

### **N3 Gulf Barra licence for sale.**

This is a package including the licence, a purpose built Norweld punt and a 5.21 Fortress McLay in as new condition.

Heaps of nets, and all the gear you need including processing equipment snap and stainless steel benches.

We are setting up the listing now.

If you would like to be the first to be notified when we publish this for sale please get in touch

SYMBOLS FOR SALE (Tenders please ask)

Symbol	Listing ID	Left:
L1	3640	Please enquire about these symbol listings. <a href="#">For a full list of symbols please visit the website</a>
RQ (offers)	1080, 117, 8337	
L2(4)	8355	
SM(1)	252	
N2	8376	
C1	8325	



Left: REX NORTON EX CRAY  
L: 14.3m, B: 4.25m, D: 1.3m  
Full AMSA survey 3B for 4 people.  
New flake Ice machine making 40lt / hour  
Certificate of Survey issued in July last year current to May 2027.  
Next periodic survey due May 2025  
Out of water survey due May 2027  
[For more details please visit the website](#)



Left: O'Brien 43.  
Originally built for enforcement work, the current owner can be proud of himself for the way he has looked after her. Brand new coatings.  
Built to survey (currently not in survey) we have a copies of the old Certificates of Registration.  
There is potential to put this vessel to work under Class 2 B for up to 6 people out to 200 NM seaward of the coast.  
Price is now \$335k inc GST. Negotiable  
[For more info please visit the website](#)

Only a small selection of vessels for sale is featured in this newsletter.

[Please visit the website to view all listed boats.](#)

Please note that we have a number of commercial vessels for sale which are not listed for privacy reasons. If you are looking but it's not on the website it still pays to get in touch for a catch up.

You'll be surprised how easy and cost efficient it is to list your vessel with Saltwater Solutions. We are keen to work with you to make your job easy and to help you get your boat out to people who are most likely to be in the market.

Next page:  
The back page/s of this newsletter are set aside for businesses supporting the seafood industry.

I've lost track of all the enquiries from people looking for good boat builders, surveyors, wholesalers, transport companies and it goes on.

I am happy to continue to introduce people when they call but want to grow this last page section as a convenience for everyone involved.

Please get in touch if you want to be on the back page





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Sam Luis has been in touch about crewing Australian vessel with staff from Indonesia. If you have ever thought about this, now you can contact him. Email or WhatsApp will get him. [samudramovic@gmail.com](mailto:samudramovic@gmail.com)



LIVE MUD CRABS - LIVE SEAFOOD



**Ben lakoba**  
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You can email Ben here. They purchase live mud crab and really support their suppliers

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**Stainless steel pumps**

Asia designed for commercial fishing boats

Simon Mekken designs and builds robust stainless steel pumps that are fit for purpose and reliable when the job calls for reliability in marine applications. To find out more about these products visit the website, [www.mekkenmarineelectrical.com.au](http://www.mekkenmarineelectrical.com.au)



This month Katherine Qiao arranged for Gospel Boats to be listed in the newsletter. You can find out more about the company on their website: [www.gospelboat.com](http://www.gospelboat.com)



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