



UPDATE MARCH 2023

SALTWATER ONLINE



MEMBER 2023



URGENT



SPANISH MACKEREL QUOTA TO
PURCHASE NOW

SPANISH MACKEREL QUOTA TO LEASE
NEXT SEASON

ENL QUOTA TO LEASE OUT NOW

GC1 AND EC1 QUOTA TO BUY, SELL &
LEASE.

- Urgently need a C1 symbol for lease for 6 months
- Urgent sale ~ 1200 Kg EC1 - Used: \$38+GST/Kg
- Skipper for Moreton Bay trawler (see page 3)

Above: FV Mystic. Boat/Licence/
Quota package for sale [Listing No 8484](#)

INSIDE THIS NEWSLETTER:

- P1: Mental health
Licence values
- P2: Average Quota Lease rates
- P3, 4, 5 & 6: Listings

- [Saltwater Solutions Website](#)
- [BoatsOnline](#)
- [Discover Boating](#)
- [Facebook](#)

TALKING ABOUT MENTAL HEALTH.

Lots of people in the fishing industry are struggling with the review. We have some great people on the coal face trying to work with Govt on our behalf which I think most of us appreciate. Even so, things are not good

Fishermen by nature are independent with strong conviction & steel will. If you are having trouble, it is not because you lack strength of character.

Commercial fishers are watching the value of their assets decrease as more people leave. It seems that it's OK for politicians to strip away our livelihoods provided they add at the end of the notice, 'CALL LIFELINE'.

Here's a really good example of how Govt antagonizes industry. This is an extract from the Gulf of Carpentaria Inshore Fin Fish Fishery Working Group Communique 29 - 30 November 22 discussing concerns about King Threadfin: [‘The conservation sector highlighted that the Expert Panel had recommended closure of the N3 fishery for three years’](#)

And they wonder why industry gets upset. What is more alarming is that with what we are seeing this Govt do to the SM fishery on the East Coast, this might not be something they would rule out.

How is it that an 'expert' could seriously recommend that an entire fishery be shut down for 3 years? If they are serious, then why are they not also talking about shutting down recreational fishing, trawling & offshore netting etc. The N3 inshore fishery is not the only sector interacting with King Threadfin.

Seems like the conservation sector has the ear of the expert panel? Hmm

It seems like a myth now, but I remember when the DPI was there helping people. These days Govt is cleverly playing with our minds to undermine our confidence in our futures.

The point is, if you are not OK it's not surprising. The impacts of the review are real, even if they are implied like

the example above. You need to have your feet under you to deal with it all.

I lost my Father & Sister to suicide & dealt with mental health issues for years. It took a few goes to find a doctor whom I could connect with. This doctor explained to me that feelings of depression, anxiety & grief are normal emotions. However, if they are there for two weeks or longer, that is not acceptable.

My doctor & my family helped me. I have been on medication for more than 20 years & manage well these days. Regardless of what's happening, life doesn't have to be lived in a cloud of depression, anger, anxiety etc. The biggest thing I had to do was accept a doctor could treat this. Now I know I didn't have to do this on my own.

So my advice is, if you are not in a good head-space, find a doctor you trust. The flying doctor is great or even go into emergency. The public health system is very much in tune with this.

Don't accept that you must live with any limiting emotion - ever.

In many cases, you can't sort mental health out on your own, a doctor will help you & then you can start to deal with the every day problems a lot better.

For people reaching retirement age it is very important to remember that you have many exciting options to consider if you want to scale down, rather than sell out at a bad time, even at the moment. If you are not in the right frame of mind, you won't see opportunities, or you will brush over things negatively where you shouldn't. You should never make decisions when you're not 100%.

LICENCE & LEASE VALUES:

Currently for all fisheries that have moved to quota in 2021, licence values have fallen considerably.

On the other hand, licence values in fisheries that have not moved to quota are rising on speculation that history will be used to allocate it.

Gulf N3 licenses have doubled & any licenses with significant grey mackerel history have tripled.

Pre, or post quota, the thing you have to acknowledge is that in spite of all

the doom & gloom & investment warnings (which in some fisheries have been in place for well over 20 years), in spite of the many threats from politicians etc, industry at large remains confident in it's future.

Each to their own as to when to exit, enter, get bigger or downsize but it seems they can throw what ever they like at us, & we just keep moving.

Industry is resilient & the products are pristine. Hopefully we & future generations will all have many years yet to enjoy being part of it.

LETTERS FROM INDUSTRY STAKEHOLDERS & VALUATIONS

If you are interested in adding your thoughts to the next newsletter or giving feedback about this one please get in touch with me directly email robertpender@saltwatersolutions.net.au or you can anonymously participate in the questionnaires we set up for ENL & Crab fishermen - links below.

Page 3 shows a summary of lease rates & sale values for quota & then the return on investment. Your personal experience is likely to differ from these figures, but generally speaking they are an average of what has gone through our books.

To get your side of the story I have set up two questionnaires:

- [ENL QUOTA SURVEY](#)
- [C1 QUOTA SURVEY](#)

Follow the links to find the questionnaire you want to complete.

They are simple and anonymous. I will share the results in the next newsletter.

Currently there are just under 1200 recipients to this newsletter, all who have an interest in our industry.

If you want to advertise something in the next newsletter please get in touch.

Regards
Robert Pender
Saltwater Solutions
www.saltwatersolutions.net.au

2022					
Average lease \$	FQ fees	Species	Net lease \$	Sale \$	ROI
\$2.10	\$0.10	BM2	\$2.00	\$16.00	12.50%
\$1.97	\$0.10	BM3	\$1.87	\$13.00	14.36%
\$2.10	\$0.10	BM4	\$2.00	\$13.00	15.38%
\$2.17	\$0.10	BM5	\$2.07	\$15.00	13.78%
\$3.10	\$0.10	KT2	\$3.00	\$20.00	15.00%
\$3.10	\$0.10	KT3	\$3.00	\$20.00	15.00%
\$3.00	\$0.10	KT4	\$2.90	\$20.00	14.50%
\$2.88	\$0.10	KT5	\$2.78	\$22.00	12.61%
\$2.00	\$0.10	GM2	\$1.90	\$16.00	11.88%
\$1.10	\$0.10	GM3	\$1.00	\$16.00	6.25%
\$2.00	\$0.10	GM4	\$1.90	\$16.00	11.88%
\$3.10	\$0.10	GM5	\$3.00	\$16.00	18.75%
\$5.72	\$0.43	CT	\$5.29	\$55.00	9.61%
\$0.21	\$0.22	RTE	-\$0.01	\$1.50	-0.56%
\$0.37	\$0.22	OS	\$0.15	\$5.50	2.65%
\$0.61	\$0.22	SM	\$0.39	\$10.50	3.72%
\$2.10	\$0.10	WT5	\$2.00	\$15.00	13.33%
\$2.84	\$0.10	SCM5	\$2.74	\$30.00	9.14%
\$2.28	\$0.10	EC1	\$2.18	\$60.00	3.64%
\$2.61	\$0.10	GC1	\$2.51	\$60.00	4.19%
\$3.03	\$0.10	BC1	\$2.93	\$47.00	6.22%

GC1 fishermen who understand this have already set themselves up with suppliers. In doing so, they are certain as can be to have access in the future. Even if the price generally goes higher, for them, it will not go so high as to make them unviable.

If you consider the CT fishery there are very few examples where good relationships mean more confidence for both fishers and for suppliers. The price has in recent times been below the FQ annual fees, and at other times been so high it's not worth fishing.

With EC1 we are developing good relationships. Some fishermen and suppliers are already set up. In time, when EC1 is difficult to find, those fishermen who have the foresight to consider relationships to be of value will be OK. Others who simply go for the cheapest now will end up paying the most later on, or not even being able to get it.

Disclaimer: the above information is based on averages and not intended to be used for the purpose of establishing a firm valuation. Prices have fluctuated above and below the values shown depending on many influences.



Take the crab quota survey [here](#)

Take the ENL quota survey [here](#)



LEFT AND BELOW, average lease prices, less Qld Fisheries licence fees & average sale values showing the Return on the Investment attained by leasing out.

Since the above quoters came into play late in 2021, industry has been on a roller coaster wrestling with lease rates and quota values.

How long will it take until things settle down?

Many factors influence lease price and it is very difficult to predict.

If you look at the GC1, the situation there is that if you need to lease quota and you don't have a good relationship with a supplier, you won't be fishing there. Crystal clear.

A good relationship develops over time where the fisher and the supplier build trust in each other.

(cont)..

2023 to end Feb					
Av Lease	FQ fees	Species	Net	\$/kg	ROI
\$1.60	\$0.10	BM2	\$1.50	\$16.00	9.38%
\$1.70	\$0.10	BM3	\$1.60	\$11.00	14.55%
\$2.10	\$0.10	BM4	\$2.00	\$13.00	15.38%
\$2.50	\$0.10	BM5	\$2.40	\$15.00	16.00%
\$3.10	\$0.10	KT2	\$3.00	\$25.00	12.00%
\$3.10	\$0.10	KT3	\$3.00	\$21.00	14.29%
\$3.10	\$0.10	KT4	\$3.00	\$21.00	14.29%
\$3.30	\$0.10	KT5	\$3.20	\$27.00	11.85%
\$2.60	\$0.10	GM2	\$2.50	\$16.00	15.63%
\$3.10	\$0.10	GM3	\$3.00	\$18.00	16.67%
\$3.10	\$0.10	GM4	\$3.00	\$16.00	18.75%
\$3.10	\$0.10	GM5	\$3.00	\$17.00	17.65%
\$5.35	\$0.43	CT	\$4.92	\$55.00	8.95%
\$0.23	\$0.22	RTE	\$0.01	\$1.50	0.67%
\$0.35	\$0.22	OS	\$0.13	\$5.50	2.36%
\$0.68	\$0.22	SM	\$0.46	\$13.00	3.54%
\$2.60	\$0.10	WT5	\$2.50	\$15.00	16.67%
\$3.10	\$0.10	SCM5	\$3.00	\$25.00	12.00%
\$2.60	\$0.10	EC1	\$2.50	\$50.00	5.00%
\$4.00	\$0.09	GC1	\$3.91	\$125.00	3.13%
\$2.93	\$0.09	BC1	\$2.84	\$47.00	6.04%



LOOKING FOR A SKIPPER FOR A TRAWLER IN
MORETON BAY
CALL TODD ON 0415 984 518

If you are thinking about leasing a symbol there are some things that may (or may not) be worth considering first:

A symbol can't transfer temporarily like a licence or quota.

Where the symbol transfers, it becomes the property of the Holder of the licence to which the symbol is leased to.

Even though you have the FQ form, completed by the Holder of the licence to which the symbol is leased to, so you can return the symbol, if the Holder of the licence to which the symbol is leased to were to pass away the Owner of the symbol may be relying on the deceased's estate to give the symbol back.



If the holder of the primary licence were to pass away, the pre filled FQ forms to return the symbol to the Owner of the symbol may no longer be valid

Because the licence the Owner owns is not active in the fishery it may be vulnerable to changes in fisheries management that may require the Owner to 'show cause' when no effort is recorded on the Owner's licence, or if there are buybacks, the licence/symbol may not be eligible...

If the Holder of the licence to which the symbol is leased to fails to pay the FQ licence fees, FQ may take action to recover the fees and may not allow the transfer of the symbol back to the Owner until the fees are paid



ABOVE: For sale as a package:

C1 SYMBOL plus:

4.5 M alloy speedboat Class 3D for 3 crew Ex 02. This boat has only been used commercially for around 12 months

Lowrance Sounder/plotter

New safety gear

New 60 HP Yamaha

Ausmarine trailer: AGM 749 Kg

80 + crab pots, (40 are brand new), new and used heaps of lead rope and bubbles

Heaps of crab boxes for freight, heaps of twine and hessian bags

Heap of bait available as well

Price is \$55k+GST

Ref (579)



LEFT: Ideal crabbing speed boat \$29K + GST Neg.
Class 3C for 2 persons. Existing vessel under AMSA
Ex 2

Built 2012 at Ingham

2021 registered trailer

2021 - 60 HP Mercury 4 stroke outboard approx 1800 to 2000 hours

The majority of the engine hours have been at idle and has approximately 15 minutes of maximum revs.

Recently fitted:

New impeller kit,

2 new trim switches,

Hydraulic oil reservoir and anodes,

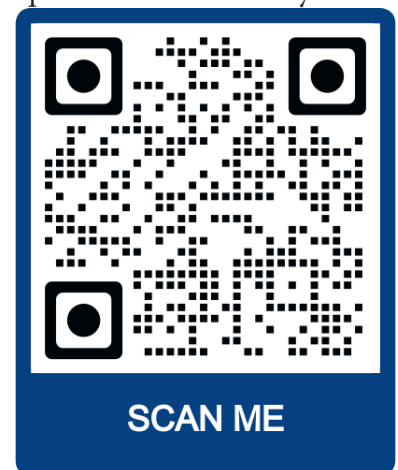
Battery and fuel lines,

New trailer tires - wheel bearings are sound.

Includes a cargo net and a storage box/seat and seat at the front deck



Have you uploaded the App - order quota to lease instantly online



SCAN ME

All these listings and more can be found on [BoatsOnline](https://www.boatsonline.com.au) and our own website www.saltwatersolutions.net.au

We have EC1 quota holders who are keen to develop long term relationships with commercial fishermen. If you are a commercial crabber who may be affected in future if there is a shortage of quota, please get in touch so we can get you set up.



Above: Scania DS14 liter V8. Good runner. Owner put a bigger motor in the boat - this runs well. We will put you in touch with the owner if you are interested. Near Brisbane



MARGRAM



Listing No 8341



Listing No: 8371



Lysander



Edgecumbe



Silver Lining II



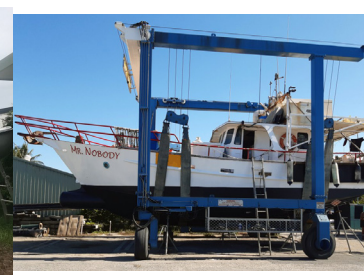
Listing No 8362



Listing no: 370



Migaloo



Mr Nobody & dories



Mudgee



Nobell



Pegasus and dories



Peggy D



Dragon



Seeker II

These vessels and more are listed on our website. [Go to the boats for sale page here](#)

Listings:

- Wanted, Sm quota To Purchase POA
- Wanted W1 Zone 3
- C1 Primary For Sale \$30k+GST
- 2.3 Ton Ec1 For Sale AU \$55
- BM3 For Sale AU \$11+GST
- Wanted: N3 Symbol To Lease Or Prefer Purchase
- RQ Tender \$1,500.00+GST
- L2 Tender For Sale \$3,000+GST
- SM(2) For Sale POA
- L1 Symbol For Sale \$5500.00+GST
- Ll(0), L3(0), N1, RQ(0) & S Licence For Lease
- GM3 For Sale \$18+GST/Unit
- Primary Licence For Sale AU \$7,000+GST
- For Sale GM3 Units AU \$20+GST
- Licence For Sale L4(1) N11 AU \$40,000+GST
- For Sale L2(4) N11 Sm(2) AU \$25,000+GST
- Wanted T1 Symbol POA
- Beach Worm And Yabby Licence For Sale AU \$18,000+GST
- L1(1), L3(1) Primary For Sale Or Lease
- Commercial Fishing Pearl Symbol POA
- Wanted To Lease T1, M1 Licence POA
- C1 And quota For Sale \$120,000 Negotiable
- L1(0), L2(4), L3(0), Rq(4) Licence And quota Package For Lease AU \$5,200+GST
- L2(4) Sm(4) L4(2) Rq(4) And quota Package AU \$135,000+GST
- For Sale: 500kg Ec1 AU \$45/kg+GST
- NT Mulluscs Licence For Sale AU \$150,000+GST
- Commercial Fishing License L2 (4) RQ (5) SM (4) AU \$40,000+GST
- Plus GST if applicable
- Wanted: L2 Tender POA
- L2 And RQ Tenders POA
- Will Swap My EC1 For Your BC1 POA
- 1500 Kg Ec1 @ \$50+GST/Kg
- L4(1) For Sale \$16,000+GST
- Swap My Area 4 ENL quota For Your Area 3 POA
- L3(1), N11, N2, RQ(0), S, SM(1) For Lease AU \$6,250+ Neg
- L3(1), L1(1) Licence For Sale POA
- C1 Symbol And Approx 1200 Kg Ec1 For Sale New Listing POA
- Aluminium Net Reel AU \$7,000
- BC1 quota Available For Lease
- Wanted: N1 Symbol POA
- Cummins 855 BC Fresh Water Pump / Heat Exchanger AU \$6,000+GST
- N2, S, KT4 & BM4 For Sale POA
- S Symbol For Sale AU \$8,500+GST
- N2 Symbol Only AU \$36,000+GST
- BM4 For Sale AU \$14+GST/Kg
- KT4 \$21.00+GST/Unit (750 Units) Approx.
- Wanted: N1 Symbol POA
- Wanted: SM quota for lease 2023-24 POA
- Wanted: C2 Symbol AU \$550
- For Lease L8 Symbol POA
- N2 Symbol, 1000 Kg Bm3 & 200 Kg Kt3 For Sale New Listing AU \$47,000+GST
- 2000 Moreton Bay Effort Units For Sale AU \$20+GST/Unit
- Wanted N11 POA
- Spanner Crab quota Wanted To Purchase, Name Your Price
- RQ Tenders For Sale AU \$1,500 +GST
- C1 Symbol Wanted POA
- For :Lease L2(2), RQ(2), SM(0) Licence
- Wanted To Lease, NT Eastern Line Licence
- Barra Area 3 quota For Sale POA
- For Sale Primary SM(0) L3(0) Or Will Swap For Your N1 Symbol AU \$20,000+GST
- For Sale: N2, S And Primary 48,000.00+GST
- For Lease L2(2), L8, Rq(2), Sm(2) Licence
- Wanted To Buy - Barra, King, Mackerels And Whiting quota - Various POA
- All East Coast Net quota Wanted POA
- Gulf Barra Licence \$112k + Gst If Applicable. AU \$112,000
- Wanted To Purchase: All Species For Area 5
- Wanted quota (all kinds)
- For Sale: F (Shell) AU \$10,500
- For Lease: L3(0), SM (0)
- L2(1), RQ(1), SM(1) Licence For Sale AU \$42,000
- For Sale: L1(0) AU \$6,000+GST
- For Sale L3(0), RQ, (0), SM(0) \$48k+Gst (Negotiable)
- Wanted: Razor Clams And Fish Bladders.
- Gulf Grey Mackerel And Barra Licence POA
- For Sale: L1 Tender POA

- Gulf Barra Licence: Good History. AU \$120,000+GST
- Swapping Various quota please enquire
- For Lease L3(0), RQ, (0), SM(0)
- C2 Symbol Only For Sale \$1250.00+GST
- 1000 Units Bm4 For Sale AU \$16,000+GST
- N11 Symbol For Sale AU \$7,500+GST
- Coral quota Available For Lease \$15k+GST/Ton 22/23 Season
- For Sale L1(0), L2(1), Rq(1) AU \$30,000+GST
- W1 (Area 3) And Y Licence For Lease From End Jun AU \$2,000+GST
- Wanted To Purchase N1 Licence POA
- L1(0), L3(0), N1, RQ(0), S Licence For Lease POA
- Qld Primary Commercial Fishing Licence For Sale AU \$8,000+GST
- Wanted To Purchase C1 Licence
- Wanted To Purchase: KT5 quota. Offering \$20+GST/Unit
- Wanted: A1 Aquarium Licence
- For Lease L1(0), L2(4), L3(0), Rq(4) POA
- East Coast Net And Line quota wanted for lease to fishermen POA
- Qld Mud Crab And Sand Crab quota Wanted To Purchase POA
- RQ Tender \$2750 + GST AU \$2,500+GST
- L1(1), L3(1), RQ(1), Sm(1) Full Licence \$39k+GST Negotiable
- C1 N2 Licence/quota For Sale As A Package AU \$170,000+GST
- Aquarium Licence (Primary and A1)
- Wanted: RQ(4) Symbol
- For Sale, T8 Symbol, Inviting Offers \$5,250+GST
- For Sale T1 M1 Licence (Can Include Moreton Bay Trawl Units (offers invited)



Listing No: 8483



Trevanna



Unreel II (Currently fishing)

SEAFOOD BUYERS

LIVE MUD CRABS - LIVE SEAFOOD



Ben Iakoba
SEEFOOD101

0450 108 818

SEEFOOD101@GMAIL.COM



We have a number of silent listings. Let us know what you are looking for and we'll do what we can to help.