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## SUPERYACHT AUSTRALIA NEWSLETTER - JULY 2019

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### LATEST NEWS



### SINGAPORE AIRLINES PARTNERSHIP

We are pleased to announce a new member benefit through our partnership with Singapore Airlines. Whilst members attending boat shows can already receive group rates for exhibiting and also for group accommodation, our member negotiating power is now extended to airfares. Airfares are a significant cost for many members travelling overseas and through this new partnership we aim to help reduce this outlay.

Depending on the class of travel, the following discounts can be applied to the fare rates with

Singapore Airlines from 1 August 2019.

Economy Class: 10-11% discount  
Premium Economy Class: 13-15% discount  
Business Class: 15-20% discount  
First Class: 7% discount

Travel needs to originate from an Australian state capital city or Cairns and travel via Singapore to London, Paris, Amsterdam, Barcelona, Milan or Rome. As a member of Superyacht Australia you can apply these discounts for any business travel for yourself or any of your staff, regardless if it is marine export related.

Bookings need to be made from 1 August through **Allure Travel** who have our list of members and the discount rates in their system. **Allure Travel** also provides 24hrs assistance.

From 1 August our dedicated travel consultant will be Christof Cipriani from Allure Travel:

**Ph:** +61 7 5584 1303

**Fax:** +61 7 5570 4408

**E:** [chris.cipriani@alluretravel.com.au](mailto:chris.cipriani@alluretravel.com.au)

**W:** [www.alluretravel.com.au](http://www.alluretravel.com.au)

The discount rates available to members translate into real savings - for example:

#### **Brisbane to London flight**

Business Class fare represents a saving of \$1,107  
Premium Economy fare is reduced by \$494 and the  
Economy fare is reduced by \$161

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## **SUPERYACHT AUSTRALIA MAGAZINE**



This annual premium publication promotes Australia's excellent reputation in the global marketplace, highlights Australia as a destination for superyachts and promotes the immense capability of the Australian marine export industry.

The 2019/20 issue of Superyacht Australia magazine will be launched and distributed at the Monaco Yacht Show in September. Additionally the publication is distributed to our targeted marketing list which includes global superyacht agents, brokers, government contacts, captains, boat builders and other service providers. A digital copy is also made available on the Superyacht Australia website with the e-book link promoted to our extensive database via a targeted newsletter.

**Advertising in Superyacht Australia magazine:** All financial corporate members who have booked will receive a half page complimentary advertisement as part of their membership, Gold

and Platinum members receive a full-page advertisement. Local members also have the opportunity to advertise at member rates.

Please note, all artwork is due by COB this Friday 26 July to [kpika@aimex.asn.au](mailto:kpika@aimex.asn.au)

	Non-Member	Local/Member rate	Corporate Member	Platinum/Gold Member
Half Page	\$1,950 + GST	\$1,500 + GST	Complimentary	
Full Page	\$2,750 + GST	\$2,250 + GST	\$750 + GST	<b>Complimentary</b>
Double Page Spread <i>(subject to availability)</i>	\$3,950 + GST	\$3,450 + GST	\$1,950 + GST	\$1,200 + GST
Inside Front Cover <i>(subject to availability)</i>	\$3,450 + GST	\$2,950 + GST	\$1,450 + GST	\$700 + GST
Back Cover Single <i>(subject to availability)</i>	\$3,950 + GST	\$3,450 + GST	\$1,950 + GST	\$1,200 + GST

## UPCOMING EVENTS



### AUSTRALIAN/FIJI RENDEZVOUS | 23 AUGUST, 2019

After a successful Australian Tahiti Rendezvous last month and requests from members to include a Fiji event, we will be holding the inaugural Australian Fiji Rendezvous. The same successful itinerary of a Morning Tea Expo, Captains Lunch, BBQ competition and networking party will be run at Port Denarau. Foundation sponsorship is available for Platinum or Gold sponsors for \$3,000, Corporate or local members \$6,000. Cost of attendance is \$2,750 for corporate and local members, free for Gold or Platinum members using it as an included overseas event.

Please contact [mspencer@aimex.asn.au](mailto:m Spencer@aimex.asn.au) to find out more.



## SYDNEY INTERNATIONAL BOAT SHOW | 1 - 5 AUGUST, 2019

You should have already received an invitation to attend the AIMEX Networking Drinks at the Sydney International Boat Show on **Thursday 1 August**. As in past years, the event will be held at the Hard Rock Café at Darling Harbour from 18:00 - 21:00.

If you haven't already registered your attendance, please do so before Friday 26 July by clicking [here](#)

**Please note:** *The invite is limited to three persons per company.*



## MONACO YACHT SHOW | 25 - 28 SEPTEMBER, 2019

This year the Monaco Yacht Show stand will be a collaborative approach with the destination display representing the wider South Pacific. The aim of this approach is to entice more vessels out of their usual 'milk-run' between the Mediterranean and the Caribbean and into the Pacific region showcasing all the South Pacific has to offer.

Collectively Australia, New Zealand, Tahiti, Cook Islands, Vanuatu, Indonesia, Papua New Guinea, Fiji, Tonga and Samoa offer a much stronger attraction to visiting vessels. Individual

companies Greencorp Marine, Rivergate Marina and Shipyard and The Yard Brisbane will also feature with individual stands at this year's show.

The marketing strategy is two-fold: Phase 1 is to get more vessels into the Pacific Region. Phase 2 is to get vessels to Australia where we can offer our own unique iconic attractions, safe secluded cruising grounds, award winning refit and repair businesses, top notch marina facilities and an established supply chain of products and services through attending annual events such as the Australia Tahiti Rendezvous in June and the Australia Fiji Rendezvous in August.

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## EVENT REPORTS



### RECORD NUMBER OF BOATS AT THE 7TH ANNUAL AUSTRALIA TAHITI RENDEZVOUS

The 7th Annual Australia Tahiti Rendezvous that took place on 21st June at Marina Taina, Papeete was a great success with a 26% increase in boats and participants from the previous year's event.

[Read more](#)



### ASMEX 2019 – “DRIVING INNOVATION AND SUSTAINABILITY”

The 9th annual ASMEX conference was a huge success with 170 delegates attending to discuss and debate key opportunities and to set the agenda for the future promotion of the Australian marine industry.

[Read more](#)



### AUSTRALIAN MARINE INDUSTRY AWARD WINNERS FOR 2019

The 9th annual ASMEX Conference was capped off with a brilliant evening



### ASMEX YARD TOURS DEMONSTRATE LOCAL POSITIONING, PROWESS AND PLANS

On the third day of the 2019 ASMEX

commencing with Benetti Pre Dinner Drinks followed by a celebration of the outstanding achievers in the Australian superyacht, marine export and commercial spheres at the 2019 Australian Marine Industry Awards Gala Dinner.

[Read more](#)

Conference, delegates were able to visit the south-east's thriving shipyards – a group of 30 heading to Brisbane for site inspections at The Yard Brisbane and Rivergate Marina & Shipyard, followed by The Boat Works and Gold Coast City Marina & Shipyard at Coomera.

[Read more](#)

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## BUSINESS NEWS



### TAHITI BEARS FRUIT FOR RIVERGATE & AUSTRALIA

The 7th Annual Australia Tahiti Rendezvous, 21 June at Taina, Papeete has already yielded return for major sponsor, Rivergate Marina & Shipyard.

“We have three yachts booked in for refit projects,” said Rivergate Director, Tom Hill. “All of them are first-timers to Rivergate. Then there are two more coming soon for berthing to undertake repair and maintenance work.

*Read the full article [here](#)*

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## SEND US YOUR LATEST NEWS

Has something new and exciting happened in your business recently? If so, we would love to hear from you and share your story with other members. If you have new staff appointments, new products, product updates, new emerging markets, sales successes overseas or appointments of international agents, then get in touch.

[Send us an email](#) with your news and please include 2-3 images. We will publish your story on our website, include it in future newsletters plus we can also provide your business with additional exposure through submitting your news to international marine media outlets such as International Boating Industry (IBI).

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## NEW MEMBERS

**International Maritime Services (IMS)** has provided global ship delivery solutions since 1985. On-keel ship delivery, management and crew training are the services on which their reputation has been forged, while Heavy Lift and Ship



Agent services augment their core service delivery.

For more information and contact details, click [here](#)

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**Nautical Risk Solutions** is an exciting new company bringing decades of experience in the Maritime & Insurance industries together to provide you and your business with end-to-end risk management, advice, & solutions.

For more information and contact details click [here](#)

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**Periscope Naval Architects** (PNA) specialise in overall project naval architecture of new vessel construction and existing vessel refit. From creative concept sketching and scope development through to detail design and project delivery, PNA have the experience required to look ahead and maintain the course of your project.

For more information and contact details click [here](#)

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## A BIG WELCOME TO OUR NEW PLATINUM & GOLD MEMBERS

Superyacht Australia has recently adjusted the levels of membership available to our members in order to successfully continue our work lobbying, marketing and increasing the economic benefits of the industry.

For more information about these new membership tiers and a full list of Superyacht Australia membership benefits, click [here](#)

We would like to thank the following members for their ongoing support and dedication to the Australian Superyacht Industry.

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### PLATINUM MEMBERS



#### **Gold Coast City Marina & Shipyard**

Gold Coast City Marina & Shipyard (GCCM) is the Asia Pacific's most comprehensive and awarded refit and repair facility attracting yachts from around the globe. Its service capabilities extend to all aspects of refit, maintenance, berthing, dry storage and construction.

For more information and contact details, click [here](#)

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### Rivergate Marina & Shipyard

Rivergate is one of Queensland's premier Superyacht Refit and Project Management destinations. Boat repairs and marine services, refueling and all weather enclosed refit facilities are available at Rivergate in Brisbane's TradeCoast precinct popular with South Pacific mariners and superyacht crews.

For more information and contact details, click [here](#)

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### GOLD MEMBERS



### Southport Yacht Club

Southport Yacht Club, the Gold Coast's premier Sports Club offering everything from dining in the Waterfront Restaurant to a Functions venue overlooking their 300 Berth Marina, including Super Yacht Berths which further complements the million dollar views from all dining and function areas.

For more information and contact details, click [here](#)

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### Onboard Engineering

Onboard Engineering founded in 2008 is owned and operated by its Directors, Andrew Stubbs, Damian Mercieca and Shannan Day. Andrew, Damian and Shannan combined have in excess of 50 years experience in the Marine Industry spanning pleasure craft through to commercial and high performance diesel vessels.

For more information and contact details, click [here](#)

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