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**AUSTRALIAN
MARINE EXPORTS**

AIMEX NEWSLETTER - JULY 2019

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 Asia, Europe or USA.

As a member of AIMEX 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 through **Allure Travel** who have our members list 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

W: 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

UPCOMING EVENTS



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 Tuesday 30 July by clicking [here](#)

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

AIMEX MENTORING SESSION | SYDNEY, 13 AUGUST 2019



After the success of our first AIMEX Mentoring Session in 2019, held on the Gold Coast in April, the staff and Board of Directors of the Australian International Marine Export Group invite you to our second AIMEX Mentoring and Networking Session on Tuesday 13 August, 2019 in Sydney.

Date: Tuesday 13 August

Time: 17:00 – 20:00 hours

Venue: Royal Sydney Yacht Squadron, Shellcove Room & Terrace

[33 Peel Street, Kirribilli, NSW 2061](https://www.google.com/maps/place/33+Peel+Street,+Kirribilli,+NSW+2061)

These informative interactive sessions will deliver quality advice from experienced industry professionals and will cover the following topics to help ensure your company succeeds in the global marketplace:

1. Securing a distributor/agent
2. Patent protection
3. Foreign exchange/Trade finance
4. Stock holdings and warehousing
5. Marketing
6. Key international shows for each target market
7. Optimising grants, such as EMDG

Following the presentations, networking drinks will be available.

To register your attendance, please click the button below.

[REGISTER NOW](#)

EVENT REPORTS

AIMEX MENTORING SESSION SHARES DECADES OF EXPORT EXPERIENCE

The Australian International Marine Export Group (AIMEX) recently held their first mentoring seminar for the year at the Aqualuma offices in Helensvale, Queensland.



Open to both members and prospective members, the event brought together both new up-and-coming marine export businesses looking for more export opportunities and experienced representatives from companies who have been in the game for many years.

[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 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](#)

BUSINESS NEWS

ECO RESPONSIBILITY CREATING MARINE SANCTUARY



The Boat Works has doubled in size to 54 acres (218,530-square-metres), and is on track to welcome the first superyachts to the new purpose-built facility by summer 2019.

The Boat Works superyacht yard, with private investment of more than \$100 million, will create thousands of jobs in the marine and service industries. Superyacht visitation and expenditure will have flow-on benefits to the broader community.

[Read more](#)

SEND US YOUR 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).

NEW MEMBERS

A BIG WELCOME TO OUR NEW AIMEX MEMBERS

AIMEX would like to welcome the following new members who have joined us over the last few months. We are thrilled to see new businesses come onboard and enjoy the membership benefits.



CST Composites, or 'Composite Spars and Tubes' as it was originally known, was founded in 1995. From its inception the

company has focused on the design and manufacture of cost effective, yet high quality, filament wound tubing to service marine, industrial and high-tech markets.

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



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](#)



REO Sportsboats & TedTec

The Ropescrew by TedTec is a soft attachment fitting that is lighter, stronger, easier to install and cheaper than any other products. It is a Patent Pending fitting with structural holding capacity that can be installed from one side.

The REO 7.7 One Design (25') is a low weight, low windage and a high power to weight ratio sportsboat with performance more like a sports car, compare to other boats that are more like high powered trucks.

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



The Boat Works

Featuring the new 300 tonne Marine Travel Lift to complement the 100 tonne and Hydraulic Sealift.

Service capabilities extend to all aspects of refit, repair and restorations, maintenance, berthing and dry storage. Featuring an extensive array of individual controlled refit sheds with 20 x New Superyacht Sheds catering to vessels up to 50m. Over 100 x work berth Marina with dedicated Superyacht work basin up to 75m. The Resort for your Vessel.

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



Virtual Mgr

Using HACCP compliant, wireless temperature probes, FoodSafe ensures businesses in the food service and hospitality industry obtain real-time verification that food and drinks are within safe temperature ranges. Mitigate risk and

exposure for your organisation at the click of a button.

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

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