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AIMEX & ACMG NEWSLETTER - FEBRUARY 2020

PRESIDENTS MESSAGE



Welcome to 2020. We have a busy year planned for all our members and I look forward to speaking with many of you both at our own events and other marine gatherings during the year.

But first, a quick reminder of how we closed 2019 and that was with the exciting news permitting foreign flagged superyachts to charter in Australian waters with the government passing the legislation that now allows superyachts to use a coastal trading temporary license, ultimately stimulating commercial charter activities. The industry has been working tirelessly for a number of years in order to pass this bill, which will likely triple our industry activity ... [Read full story here](#)

FEATURE EVENT | ASIA PACIFIC MARITIME 2020



ASIA PACIFIC MARITIME | 18 - 20 MARCH, 2020

Asia Pacific Maritime (APM) is the **premier exhibition and conference in South East Asia showcasing a complete overview of the vessel sectors** – services and solutions, technology, vessels equipment, machineries, supplies, and many more.

Held in the fabulous down town Marina Bay Sands Exhibition Centre in Singapore, **APM's official country pavilions bring together international companies and solutions providers from the world's most important maritime and offshore markets**, giving attendees access to new innovations and partnerships from across the globe.

As a **bi-annual event**, the Australian Commercial Marine Group (ACMG) has been looking forward to APM 2020 after such a successful show in 2018 and will be attending with a strong line up of Australian marine businesses. **Representing Australia in March this year will be Doen Water Jets, Harwood Marine, Hydrive Engineering, Hypac, Polyflex and Spear Green Design.**

While on site at APM 2020, **ACMG/AIMEX representatives will provide around the clock support to all exhibitors** ensuring they maximise their time at the show to develop relationships, appoint agents and distributors, close deals and catch up with their existing contacts.

Don't miss out on your chance to showcase your company's products and capabilities to the world at this event! Book one of the last remaining exhibition spaces now.

Contact esimpson@aimex.asn.au to secure your space today!

Add APM to calendar:



JOIN US IN 2020 AT THE TOP INTERNATIONAL BOATSHOWS

AIMEX and ACMG continue to ensure opportunities for our members' business success are available by securing dedicated space for the 'Australian Pavilion' at several key international marine trade shows.

We encourage our members to showcase their products and services on the international stage and on behalf of our members, offer cost effective space and

support on the ground.

We have committed to attending all the boat shows in 2020 listed below.

Make sure you have these keys dates in your calendar and contact AIMEX for more information on how to be an active part of the Australian marine success story.

Email Eliza Simpson for more details: esimpson@aimex.asn.au

AIMEX & ACMG BOAT SHOWS 2020

2020

18-20 Mar	Australia Pacific Maritime 2020, Singapore
18-20 May	ASMEX 2020, Gold Coast
19 May	Mentoring & Education Export Sessions, Gold Coast
19 May	Australian Marine Industry Awards Dinner
21-24 May	SCIBS 2020, Gold Coast
29 Sep-1 Oct	IBEX, Tampa USA
24-28 Oct	Interferry 2020, Hobart
17-19 Nov	METSTRADE, Amsterdam
15-17 Dec	International WorkBoat Show, New Orleans



The above is a list of boat shows whereby AIMEX or ACMG (or both) will have an official presence. To view a more detailed list of international and Australian boat shows, please visit the [AIMEX](#) or [ACMG](#) events website pages.



www.asmex-conference.com.au

ASMEX 2020

AUSTRALIAN SUPERYACHT, MARINE EXPORT
& COMMERCIAL INDUSTRY CONFERENCE

18-20 MAY, 2020
SANCTUARY COVE, QUEENSLAND, AUSTRALIA



SANCTUARY COVE
INTERNATIONAL
BOAT SHOW
21-24 MAY 2020

[ASMEX 2020 | MAIN CONFERENCE | REGISTER NOW](#)

A 2020 Vision for the Future: Building a Stable and Successful Industry
Monday 18 May | 11:00 - 17:30

Main Conference:

A 2020 Vision for the Future: Building a Stable and Successful Industry

The main conference sessions will include topics on where we are now as an industry, the current and future state of the superyacht fleet, latest migration patterns in the Pacific region, the yacht charter market, shipbuilding in Australia, vessel transportation, crews and recruitment and other key issues as the industry moves forward into a new decade.

Monday 18 May | 17:30 - 19:00

Evening: Main Conference Welcome Drinks

Tuesday 19 May | 08:30 - 15:30

Main Conference:

Full day conference program continues including networking lunch and coffee breaks.

Tuesday 19 May | 19:00 - 22:30

Evening: Australian Marine Industry Awards Pre-Dinner Drinks & Gala Dinner

Wednesday May 20

Yard Tours: We are arranging tours of several large yards based in the region. This is a full day activity starting at 9 am.

For more information on ASMEX 2020, please visit the website by clicking [here](#). Delegate passes include attendance for one person at the Australian Marine Industry Awards Gala Dinner on the evening of Tuesday May 19.

REGISTER FOR ASMEX 2020 HERE

ASMEX 2020 | EXPORT SERIES | TUESDAY MAY 19

Tuesday 19 May | 10:00 am - 15:00 Mentoring & Education Export Series

AIMEX is offering the Mentoring & Education Export Series (MEES) as a one-day program for exporters which will include sessions on:

- securing an agent or distributor overseas
- how to promote your business
- patent protection
- succession planning
- export finance
- which key international boat shows to attend and why

A networking lunch and coffee breaks with conference delegates are included. MEES delegates are encouraged to join the final session of the Main Conference at 15:00. Times may be subject to change.

Evening: Australian Marine Industry Awards Pre-Dinner Drinks & Gala Dinner - a MEES delegate pass includes attendance for one person at the Awards Drinks & Dinner.

REGISTER FOR THE EXPORT SERIES HERE

AUSTRALIAN MARINE INDUSTRY AWARDS NOW OPEN



Applications are now open for the 2020 Australian Marine Industry Awards!

Ensure your business success stories are recognised by entering the **2020 Australian Marine Industry Awards**. Presented annually, the awards acknowledge the outstanding industry achievements of the Australian marine export, superyacht and commercial businesses and celebrates their successes.

Check out the ASMEX Conference website for more information on the award categories, eligibility and how to apply.

asmex-conference.com.au/awards

DOWNLOAD AWARD APPLICATION FORMS

2020 AUSTRALIAN MARINE INDUSTRY APPRENTICE OF THE YEAR



AIMEX is pleased to announce the inaugural “Apprentice of the Year” Award in 2020 which will recognise and reward apprentices for outstanding performance and commitment to the Australian marine industry.

This exciting new award will offer the opportunity to those nominated to be acknowledged for their dedication, hard work and commitment as well as celebrate the achievements of our future tradespeople while encouraging continued excellence in the industry.

We strongly encourage members to make this new exciting award known to their management teams and other staff members, in particular to their apprentices and support them in their application.

Images courtesy of TAFE Queensland

DOWNLOAD AWARD APPLICATION FORMS

SUCCESSFUL METSTRADE FOR AUSTRALIAN MARINE INDUSTRY



The presence of Australia's leading marine brands was once again strong displayed at the 2019 METSTRADE Show, recognised as the worlds largest trade exhibition of marine equipment, materials and systems.

Renowned for its representation of high quality and innovative Australian marine products, the Australian and Superyacht Pavilions at METS retained the most reputable companies in the industry promoting their superior skills and expertise. [Read the full story here](#)

THIRD GENERATION FAMILY BUSINESS PROPELS TOWARDS 80TH ANNIVERSARY



Austral Propellers is proud to achieve its 80th anniversary in mid 2020. This third generation family business, owned and operated by the Vincent family, has grown to be a globally respected marine propeller manufacturer, repairer, distributor and exporter. [Read the full story here](#)

NEW MEMBERS

A BIG WELCOME TO OUR NEW AIMEX AND ACMG MEMBERS

AIMEX and ACMG 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.

Leading designers and manufacturers of waterjet propulsion systems focused on offering best of class waterjet products that excel in the harsh operating conditions of the commercial and military marine markets.



DOEN WATER JETS

Nearly 50 years of ongoing R&D and a solid track record of developing innovative waterjet propulsion solutions puts us in a unique position to partner with designers, boat builder and operators alike to maximise performance, productivity and uptime.

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



MAN OVERBOARD
MARINA ALARM SYSTEM

Man Overboard Marina Alarm Systems was born in Melbourne, in 2018. Created to save lives and fill a gap in the market where no system of its kind had been commercially available before. A simple solution for marina owners, operators and users to mitigate risk should someone fall in the water from the dock, or boat. The alarm system can be easily triggered if the persons are unable to retrieve themselves from the water.

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

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).

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