

# Ian Mathieson

## Executive Secretary Presentation



NEW ZEALAND  
**FISHING**  
INDUSTRY GUILD



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REPRESENTING  
**NEW ZEALAND  
FISHERMEN**



The union for fishermen, run  
by fishermen with fishermen's  
interests at heart.

# What does the Guild do for Members??

- ❖ Bargain Collective Agreements & Contracts
- ❖ Support members with Employment Disputes
- ❖ Build relationships with Sanford & Sealord
- ❖ Fishing Industry Voice
- ❖ Member Benefits
- ❖ Executive & Delegates
- ❖ Employment Opportunities



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# Guild Membership

- ❖ As of Sept 5, 2017 we have 552 Guild members
- ❖ Sanford 253 members (46%), Sealord 296 members (54%)
- ❖ Membership with Sanford deep-water crews has increased
- ❖ 80 potential new members with new Sealord 83 meter FV



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# **Guild Executive**

- ❖ **President: Sean McCann – Engineer, San Tortugas**
- ❖ **Vice President NI: Ed Pridham – Skipper, San Kawhia**
- ❖ **Vice President SI: Kim O’Brien – Skipper, San Enterprise**
- ❖ **Port President Tauranga: Lew Davies – Engineer, Western Ranger**
- ❖ **Port President Auckland: Brent Jamieson – Skipper, San Rakaia**
- ❖ **Port President Nelson: Chris Debenham – Factory Manager, Thomas Harrison**
- ❖ **Port President Timaru: Andrew Jones (Wiggy) – Skipper, San Ikawai**



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# **Guild Delegates**

- ❖ **Guild has Delegates on all deep-water freezer vessels, with a Guild Contract**
- ❖ **Sealord: Aukaha, Ocean Dawn, Rehua, Thomas Harrison each have 2 Delegates  
Otakau has 1 Delegate**
- ❖ **Sanford: San Enterprise, San Discovery, San Granit, San Waitaki each have 2 Delegates. 5 Delegates hold the 1<sup>st</sup> Mate position.**
- ❖ **Delegates are an essential role and are paid for working for the Guild.**
- ❖ **Delegates get crew remits, help with negotiating the Contract/CEA, build Guild membership, clothing sizes, employment disputes, general communication.**



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# Sanford Contracts

## Auckland Tauranga Inshore

### *Increases at Crew Price*

- SNA 2 cents
- TRE 6 cents
- GUR 10 cents
- TAR 7 cents (full year)
- JDO 10 cents
- LEA 3 cents
- BAR 6 cents

### *Minor Species*

- BYX 26 cents
- RBY 7 cents
- RSN 20 cents
- CDL 10 cents

Total earnings increase across all vessels, approximately \$180,000, at crew price. SNA increase was 2 cents per kg, on top of the 8 cents per kg increase, the previous year.



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# Sanford Contracts

## San Waitaki

- **\$70 per ton increase ORH GRE**
- **30% increase in Quality Incentive Scheme**
- **5% increase in vessel earnings, plus 1.5% earnings capacity increase for SQU**

## Scampi Vessels

- **SCI G1                      15 cents**
- **SCI G2                      13 cents**
- **SCI G3                      10 cents**
  
- **50% increase in Quality Incentive Scheme**
- **Estimated \$203,000 increase in vessel earnings**
- **First Scampi price increase in at least 5 years**



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# Sanford Contracts

## San Ikawai

### Fish price increases

- GUR 32cm> 5%
  - RCO L 5.5%
  - HPB 5%
  - SQU S 6.3%
  - SQU L 4.2%
- 
- 9% increase in the Work-by rates
  - New Quality Incentive Scheme for Hoki - \$25 per ton Good, \$50 per ton Excellent
  - *I have looked back at contracts negotiated by the Guild since 2015 and the combined earnings increases, for Sanford crews, is more than \$1,730,000. In comparison, fees paid to the Guild, by Sanford crews over the last two years is around \$180,000.*



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## **Sealord Update**

- ❖ **Bargaining suspended without wage increase for 2016/17 CEA.**
- ❖ **Rejected Sealord claims**
  - **Removal 1<sup>st</sup> Mates/Factory Managers from the Collective**
  - **Introduction of a 2 trip on, one trip off roster for new crew**
- ❖ **Sealord now abandoned FM/FM claim & wish to proceed with 2 trip roster claim**
- ❖ **Crews currently voting on accepting/rejecting 2 trip roster claim**
- ❖ **Low wage increase if reject claim, higher wage increase if accept**
- ❖ **New vessel will be running 2 trip on, one trip off roster**



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## East Coast - SNA SS Problem

- The Hauraki Gulf, in particular, has a current biomass with a high percentage of super small snapper (SNA SS) – 25-29cm.
- This has been caused by a prolific SNA spawn back in 2011. Catches of SS grade fish, within the Gulf can be as high as 40%-50% and more of SNA catch weights.
- Sanford have a small export market for SNA SS, with about 10% of the current catch exported as whole fish. The remaining 90% has to be moved through the domestic market and is being sold at low margin or at a loss.
- Sanford do not wish for this situation to continue, as they have a limited market for this fish and want the landed catch weights of SNA SS to reduce significantly.

### Potential to significantly affect members earnings

- Already this is affecting members' earnings, with some crews landing less fish. A reduction in the crew price for super small snapper is likely along with possible restrictions in fishing areas.



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## **ACC Levy Reimbursement**

- **Reminder for all Guild members to claim their ACC levy payment from Sanford**
- **The ACC levy reimbursement is worth \$2000 or more and is easy to do**
  - **File your Income Tax return**
  - **ACC will invoice your levy payment**
  - **Pay your ACC levy invoice to ACC**
  - **Present your ACC invoice and receipt to Sanford payroll**
  - **Sanford will reimburse 100% of your Work levy and Working Safer levy payments**

**Sanford will only reimburse ACC levy payments to Fishing Guild members – a good reason to join the Guild**



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## MEMBER BENEFITS



Fishing Guild members receive discounts across  
a great range of products and services

Visit the Fishing Guild website for details [www.nzfiguild.co.nz](http://www.nzfiguild.co.nz)



### FREE ITEM OF CLOTHING

Polar-fleece long-sleeve top with zip.  
Extra warm for cold climate conditions.  
Value: \$75.00



AMERICAN INCOME LIFE  
Insurance Company

### \$11,500 INSURANCE COVER

Receive free accidental death and  
dismemberment insurance, with the  
annual premium paid for by the Guild.



### BIG SAVINGS ON PETROL & DIESEL

Order a Mobil Fuel card and get an 11 cents per  
litre discount off the advertised pump price.



### CHEAPER RATES ON THE INTERISLANDER FERRY

Book your Interislander ferry trip online and  
get up to a 40% discount off the regular fare.



### RENTAL CAR DISCOUNT

Get a 15% discount off the base rate  
for all Europcar rental vehicles.



MILLENNIUM  
HOTELS AND RESORTS

### GREAT DISCOUNT ON HOTEL ACCOMMODATION

20% off the best available rate  
for all NZ Millennium Hotels.



### BIG SAVINGS ON PRESCRIPTION EYE WARE



the paint the professionals use

### 20% OFF RESENE PAINTS

Get 20% off the normal retail price  
of Resene paint and wallpaper.



### SAVE \$60 ON A SET OF NEW TYRES

Available to Fishing Guild members at  
all Bridgestone Tyre Centre outlets.



### DISCOUNT AT PLUMBING WORLD

Get 10% off the retail price on  
all products in store.



### DISCOUNT ON STORMLINE GEAR

Buy online at the Stormline website  
and receive a 10% discount.



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# JOIN YA MATE UP!

Get a mate to join our Facebook Group and you and your mate will get a Fishing Guild Pocket Knife multi tool – for **FREE!**

Complimentary Pocket Knife for every new Facebook Group member, until we run out of knives. Must be Fishing Guild member.



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