

Ian Mathieson

Executive Secretary Presentation



**NEW ZEALAND
FISHING
INDUSTRY GUILD**



**PROUDLY
REPRESENTING
NEW ZEALAND
FISHERMEN**



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

Guild Executive

- ❖ **President: Ed Pridham (replacing Sean McCann)**
- ❖ **Vice President NI: Brent Jamieson (Skipper San Rakaia)**
- ❖ **Vice President SI: Mike Frahm – 1st Mate, San Enterprise**
- ❖ **Port President Tauranga: Lew Davies – Engineer, Western Ranger**
- ❖ **Port President Auckland: Luke Jones – Tengawai**
- ❖ **Port President Nelson: Chris Debenham – Factory Manager, Thomas Harrison**
- ❖ **Port President Timaru: Andrew Jones (Wiggy)**



Guild Delegates

- ❖ **Guild has union Delegates on all deep-water factory vessels, with a Guild Contract. A total of 16 Delegates.**
- ❖ **Sealord: 9 Delegates -Aukaha, Ocean Dawn, Rehua, Thomas Harrison, Otakau.**
- ❖ **Sanford: 7 Delegates San Enterprise, San Discovery, San Granit, San Waitaki.**
- ❖ **Delegates hold an essential role communicating between the Guild and crew and can claim pay for Guild work.**



Financial Summary

	2017/18 Actual	2018/19 Actual	2019/20 Forecast
Member Subs	\$208,132	\$218,450	\$210,000
Contract Levies	\$91,208	\$92,797	\$90,000
Div/Interest	\$28,103	\$20,144	\$20,000
Total	\$327,443	\$331,390	\$320,000
Expenses	\$243,392	\$235,233	\$230,000
Taxation	\$7589	\$5360	\$6000
Surplus	\$76,462	\$90,796	\$84,000



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Contract Levies

- **Contract Levies is support funding for the Guild, following the removal of the Commercial Fisherman's levy and the Foreign Crew levy.**
- **The Guild receives a payment of \$50 per head for each domestic, foreign and seasonal crew member, working on a NZ flagged vessel.**
- **8 Fishing companies make this annual payment to the Guild – Aurora DW NZ, Independent, Jaico, Maruha, Sanford, Sealord, Talley.**



Nelson Fisherman's Centre

- ❖ **Guild have owned the NFC a long time, since the 1980's**
- ❖ **Guild had an office space in the NFC until 2016, when paid Delegates replaced the Guild rep**
- ❖ **NFC has two tenants providing a dividend of around \$15,000 per year**
- ❖ **Due to increasing maintenance costs the decision has been made to sell the NFC**
- ❖ **Permission was provided by members at the 2016 AGM to sell the property**
- ❖ **We are currently going through the process of marketing the NFC**

Guild Investments

- ❖ **Since 2016 the Guild has been running a solid net profit (Surplus)**
- ❖ **We now have \$450,000 in funds for investment & possibly a further \$270,000 from the sale of the NFC**

This helps provide

- * A passive income for the Guild**
 - * No increase in membership fees**
 - * Legal costs funding, if needed**
- ❖ **The Guild Exec are discussing the best way to invest this money**

Foreign Crew



- ❖ Fishing companies have an ongoing struggle to find good Kiwi crew on their deep-water vessels.
- ❖ Sealord are now employing foreign crew, particularly in factory roles and Sanford are interested in doing the same.
- ❖ Most factory trawlers are going to sea with at least 2 foreign crew. The factory on Sealord Tokatu is almost entirely foreign crew.
- ❖ Under the current situation, the Guild is accepting small numbers of foreign crew.
- ❖ We are working with Sealord who have agreed to pay Guild fees and to enable foreign crew to be Guild members.
- ❖ What we don't want is increasing numbers of foreigners taking jobs that should be rightfully Kiwi jobs.



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Contract Negotiation

Recently Completed

- ❖ Scampi Vessels (Sanford)
- ❖ San Waitaki (Sanford)

Pending

- ❖ Fishers Agreement – Aukaha/Ocean Dawn/Otakau Rehua/Thomas Harrison (Sealord)
- ❖ San Granit/San Enterprise/San Discovery (Sanford)
- ❖ San Rakaia/San Tongariro (Sanford)



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MEMBER BENEFITS 2019-20



Fishing Guild Members receive benefits across
a great range of products and services

Visit the Fishing Guild website for details www.nzfiguild.co.nz



FISHING GUILD GEAR BAG

Free bag for all Guild members.



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



DISCOUNT WITH REPSCO PLATINUM CARD

Get 10% discount at Repco
stores nationwide.



CHEAPER RATES ON THE INTERISLANDER FERRY

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



INTER-CITY BUS DISCOUNT

Book your bus trip at the InterCity
contact centre and get a 15%
discount off the adult Fied Fare.



RENTAL CAR DISCOUNT

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



BIG SAVINGS ON PRESCRIPTION EYEWARE

25% off glasses from the
\$169.00 range and above.
Half price eye examination.



the paint the professionals use

20% OFF RESENE PAINTS

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



GREAT DISCOUNT ON HOTEL ACCOMMODATION

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



DISCOUNT AT PLUMBING WORLD

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



SAVE \$60 ON A SET OF NEW TYRES

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

NZ FISHING INDUSTRY GUILD, 22 Jellicoe Street, Westhaven, Auckland 1010

PO Box 90212, Victoria St West, Auckland 1142 ph: 09 358 3013 e: nzfiguild@xtra.co.nz w: nzfiguild.co.nz



Member Benefits

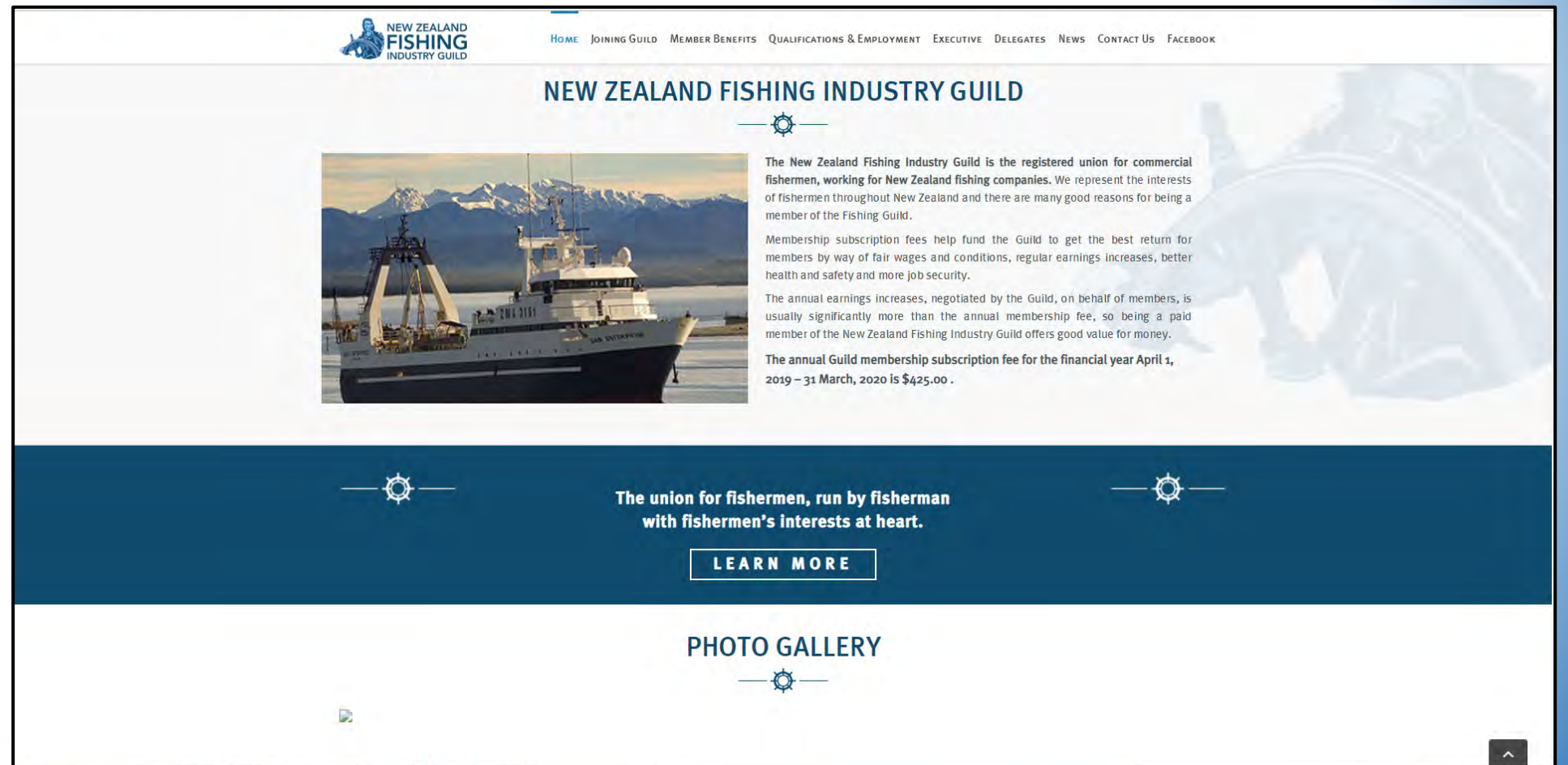
Unfortunately two Guild members have died at sea
during the last year. Families of both members have received
an \$11,500 accidental death payment from the Guild



NEW ZEALAND
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Fishing Guild Website

Our most important way of providing information about the Guild and communicating with members



Guild facebook Group

191 Members

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.



GET YOUR GROCERIES on the GUILD

Winner will receive a **\$500** store credit at the supermarket of their choice.

It's easy to enter, just get a crew mate to join the Guild Facebook Group. The more new members you get to join, the more chances you have to win. Only members of the Fishing Guild will be approved.



SEND US A PHOTO & WIN A \$200 BEER VOUCHER!

Send us your photo. First 10 suitable photos receive a \$20 voucher plus a \$200 voucher for the best photo voted by members!



Great Guild Gasoline Giveaway

Here's your chance to win \$250 of Mobil fuel on the Guild.

You must be a facebook group member to be eligible to win.

ENTER GIVEAWAY



WIN AQUAFORCE HIGH-PERFORMANCE, COMMERCIAL FISHING GEAR

Bib and Parka worth \$700. All facebook group members are in the draw.



SHOOT your CREW

Load one or more photos of your crew or boat onto the Guild facebook page and enter the draw to **WIN A FUEL VOUCHER FOR \$250.**



Professional Skipper

- ❖ Professional Skipper magazine like the Guild articles and have locked us in as a regular contributor.
- ❖ 14 Guild articles published to date.
- ❖ Current article is on the Maui dolphin
- ❖ Next article examines the issue of foreign crew on Kiwi boats and uncompetitive low wages for junior crew

