



New Marinas Management System

In association with Infomace International Ltd, Port Marlborough has developed a customised marina management system that provides state of the art management tools for our marina operations.

The new system incorporates integrated financial and accounting functions and includes a new casual booking system, to streamline procedures and create increased efficiencies throughout our operations.

The system is extremely user-friendly and has been implemented seamlessly across out three marinas.

Subsequent to the development of the system Port Marlborough has formed a partnership with Infomace to market and sell the system to other marinas both within NZ and overseas, and pleasingly, an initial preview of the system at the recent New Zealand Marina Operators Association Conference received an excellent reception.

NZMOA Conference

Port Marlborough recently showcased our marinas as hosts of the New Zealand Marina Operators Association conference in Picton. This three-day event was attended by 75 delegats, including marina managers from all of the New Zealand marinas, as well as suppliers to the marina industry. Featured topics for discussion included new developments in the marinas industry, health, safety, and environmental issues.

Marina Personnel News



Welcome to **Graeme Hopkins**, who joined our team of marina supervisors earlier this month. Graeme has a wealth of boating knowledge and will be a familiar face to many of our readers as he and wife Cristel are the former owners of Waikawa-based boat charters and hire business "Compass Charters".

Graeme's boating expertise; particularly his vast experience of boating in the Marlborough Sounds,

plus his enthusiastic approach to customer service, is a valuable asset for our supervisor team and we are delighted to have him on board. He will primarily be based at Waikawa and Picton marinas providing additional resource alongside Brian Carver and Dave Mahony.

Carolyn Weetman, Marinas Administrator, will be away from 25 January - 23 March. **Beryl Nelson** will be managing the marinas administration functions in Carolyn's absence and can be contacted via Carolyn's telephone and email address over this period.

New Developments at Havelock Marina

- The new enclosed compound at the south end of Havelock Marina will be available before Christmas.
- Construction of the new jetty is underway, due for completion in January. There are still a limited number of 10 - 16 metre berths available.

There is high demand for both facilities and you are advised to contact **Carolyn Weetman**, Marinas Administrator, Tel: (03) 520 3301 or carolyn.weetman@pmnz.co.nz as soon as possible if you are interested in either option.

New Marine Industry Tenants at Waikawa Marina

Welcome to:

**Aaron and Louise Wilson,
new owners of Compass Charters**

Aaron and Louise took over Compass Charters in mid-September after many years managing boats in private ownership. The couple recently moved to the region and are quickly settling in to their new business venture with plans to develop boat maintenance and project management services in addition to the vessel charter and hire services offered. **Compass Charters phone number remains (03) 5738332**

Clausen Boat Builders

Richard and his team of 4 tradesmen have been based in Waikawa for some 16 years and recently moved into the Marina. Although once in the boat building trade, the business now focuses entirely on boat repairs – primarily timber work such as cabin and hull repair. "We do a bit of everything," says Richard, "even help hauling engines out if required." **You can contact Clausen Boat Builders on (03) 5738448**

The Waikawa Marine and Rigging Ltd

Geoff Robinson has moved into the premises formerly occupied by Middletons', offering a complete rigging service – from furling and reefing systems to mast removals, repairs and painting. The business is a specialist in stainless and alloy fabrication. **Contact phone/fax is (03) 5737104**



Marlborough Sounds Marinas Achieve Clean Marina Accreditation

Waikawa and Picton marinas have become the first marinas in New Zealand to receive the Clean Marina Accreditation.

Developed in Australia, the Clean Marinas programme is an accreditation system for marinas, yacht clubs, boat clubs, slips, boatyards and associated industry operators, which was developed to recognise and promote excellence in sustainable environmental practices. The New Zealand Marina Operators Association has now adopted the Clean Marina Programme as the official accreditation system for New Zealand marinas.

In August our marinas in Waikawa and Picton were assessed by an authorised Clean Marinas consultant and gained the Level 3 accreditation; which is the highest level and acknowledges the achievement of rigorous environmental management systems.

The Clean Marinas programme not only recognises our systems and standards but also provides operational guidelines for the implementation of on-going environmental management practices, including processes for pump-outs, hull cleaning, turbidity, emissions, management of wastewater and accidental spills, plus staff training and education of boating enthusiasts. You will see some operational and physical changes in the coming months – more particularly in the boat repairs areas.

Our Clean Marina Level 3 accreditation demonstrates Port Marlborough's ongoing commitment to conduct its marina operations in compliance with industry best practice and in the best interests of the local community and ecosystems in which we operate.



Vacating your Berth this Summer ?

If you are planning to vacate your berth for a period this summer there is a good chance that we can sub-let it to a visiting boatie and reduce your fees proportionally.

While this offer is available at any time of the year, over the summer months (particularly from Christmas to the end of January) there is heavy demand for casual berths and a very good chance that we can sub-let your berth in your absence.

Note that even if you are only vacating your berth for a few days our sub-letting scheme will still provide a return on your berthage fees. If we are able to sub-let your berth you will be credited a portion of your fees for each day that the berth is leased.

The subletting scheme is a great opportunity to reduce your fees with absolutely no downside for you. Our new computerized casual booking system provides a streamlined credit procedure - all you have to do is advise your marina supervisor, with as much notice as possible, of the dates you will be away from your berth.

Remember that sub-letting or casual occupancy of your berths can only be undertaken through Port Marlborough. This is specifically required to enable us to monitor which boats are in the berths at all times. It allows us to ensure that such aspects as the issuing of temporary parking tickets for sub-lessees is managed smoothly and enables the marina management team to ascertain that the berth size is appropriate for the vessel. Most importantly it is the only means by which we can maintain accurate contact details of the berth occupier for use in the event of an emergency.

Trust Berth holders who wish to sub-let their berth may make arrangements directly with your tenants as appropriate, however you must still apply to Port Marlborough for approval to sublet your berth

New Round (Corner) Fenders Available for Purchase

We have sourced a supply of round fenders. If interested in purchasing, please contact your marina supervisor. We also have the standard blue fenders available for purchase at \$65 each.