



GERALDTON
FISHERMEN'S
CO-OPERATIVE

Rock Lobster Exporters

the BROLOS Catcher

July 19, 2017

Issue No. 142

From the Chair



Some weeks ago when I was speaking with a shareholder, I mentioned I was on my way to a Co-operatives WA Council meeting. The shareholder, let's call him Fred, wanted to know what Co-ops WA was and what it did. Other than CBH, he was unaware of other co-ops in Western Australia, or Australia. That conversation has prompted me to tell you a little about the state and national co-operative scene.

Western Australia has more than fifty co-ops in operation. Co-operative Bulk Handling is by far the biggest co-op in WA, and in fact is the largest in Australia. Other big players in this state include: Capricorn Society, which operates in the automotive repair sector; WA Meat Marketing Co-op, a lamb and sheep meat processor; and GFC, WA's only co-op involved with rock lobster. There are regional retail co-ops, water distributing co-ops, residential builders co-ops, a banana packing and marketing co-op, a plastic food grade crate hire co-op, and many more.

Co-operatives WA is the peak body for Western Australian co-ops and is governed by a five member council of which I am one Councillor. Its role is to promote all things co-operative, assist start-up co-op ventures, keep abreast of changing legislation, defend co-op rights, work closely with the State Department of Commerce and generally assist members in the areas of management, governance, legislative compliance and professional development.

GFC and CBH are the two Platinum Sponsors of our WA peak body. Other states have peak bodies, at least until recently, collectively sitting under the banner of Co-operatives Australia. Co-ops WA is by far the most proactive and financially strong of the state bodies, a real achievement when you consider that WA has fewer than 60 co-ops and in NSW there are around 800!



BUSINESS COUNCIL
OF CO-OPERATIVES AND MUTUALS

I have mentioned before that a bit over three years ago, the Business Council of Co-operatives and Mutuals (BCCM) was formed. It recognised the fact that Mutual Societies and a number of Banks, Health Funds and other important organisations (e.g. RAC and HBF in WA), were member

owned and run, and as such share much of the DNA, and many of the same issues, of co-ops like us. With CBH's Andy Crane as its inaugural chairman, the BCCM has quickly gained traction in the Federal political scene, and Co-ops and Mutuals now have a much stronger voice and recognition than ever before within the federal government, the Canberra bureaucracy, and the legal and financial advisory sector.

GFC has been represented at the three Annual BCCM Conferences and Dinners held so far and, as previously reported, your co-op is held in high esteem at the national level.

Hopefully this little note has given you a greater understanding of the State and Federal co-operative scene.

John Ritchie, Chairman



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CHINA TOUR 2017

13th-22nd August



Our visas are being processed, functions are being planned, and all the final details are getting locked away: GFC is headed back to China! In just under than a month a group of 30 Co-op members will assemble at Perth International Airport and embark on another action packed journey through China.

Led by GFC's General Manager - Member Services, Leith Teakle, and director, Basil Lenzo, the 2017 tour kicks off on August 13th and the itinerary is jam packed with exciting and educational activities. The tour will include meetings with GFC's Chinese customers, visits to wet and dry markets, dinner in Guangzhou with representatives of the Department of Foreign Affairs and Trade, a function with representatives of the Australian Embassy in Beijing, a walk along the Great Wall, a visit to the Shanghai International Fisheries and Seafood Exhibition, great—and exotic—food, excellent company, and a whole lot of fun.

The aim of GFC's China Tours are for participants to return with a greater understanding of the Co-op's current market in China, and of the key drivers and developments that GFC is undertaking to achieve the highest returns to members.

By the end of the tour participants will come away with:

- A thorough understanding and appreciation of our supply and value chains.
- First-hand experience of GFC's developments in China and how these investments will increase returns to our members.
- Knowledge about what GFC is doing differently from our Australian competitors, and how that distinguishes us in the Chinese market.
- New relationships with our customers, and an understanding of how GFC promotes your product to them.
- Exposure to the vast China market and its related industries.



While the tour group is in China we look forward to keeping Co-op members here at home fully updated with photos, videos, and updates. Keep an eye out for more details in upcoming editions of the Catcher and be sure to [like us on Facebook](#).

Pictured: Tour participants will experience a selection of the world's best seafood at the Shanghai International Fisheries and Seafood Exhibition.



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Market Update

We are nearing the end of the 6th month on the Chinese Lunar calendar. Demand has been relatively steady over the last month although export volumes have been patchy, reflecting seasonally lower demand for our product and fewer lucky days at this time of year.

This Chinese lunar year is the equivalent to a leap year on the western, or Gregorian calendar, except that the lunar calendar inserts an additional month instead of an additional day. The additional month falls after the 6th month of the calendar and is commonly referred to the “second 6th month”. Feedback from buyers is that the second 6th month is generally less lucky and therefore is unlikely to result in any improvement in demand. As always, how prices respond will be heavily dependent on relative intake levels from fishermen.

As has been reported in recent media, the Australian Dollar hit a two year high against the US Dollar this week, along with increased predictions of rising interest rates and improving economic conditions in Australia. Importantly, the Aussie Dollar has also risen against the Chinese Yuan, which means that the same priced lobster in Chinese Yuan we are getting incrementally fewer Aussie dollars. This trend reflects well on the relative performance of our economy but as exporters let's hope this trend is short lived.



Vessel owners are no longer obliged to book surveys through DoT and may now use the services of an AMSA accredited, Private Surveyor.

YOUR VESSEL, YOUR CHOICE, YOUR SURVEYOR

GREEN SEA SURVEY can help you with:

- Periodic Surveys for all Domestic Commercial Vessels:
 - Including fishing, tourism, pilot and offshore vessels
 - Scheduled to accommodate client's work commitments
 - Keeping accurate records of vessel and survey history
- Vessel Condition Reports and Valuations for your insurance requirements.
- We can advise you on the latest AMSA rules regarding Safety Management Systems and First Aid Kit requirements.
- We can keep you informed of the latest AMSA Guidance Notices, and changes to legislation, e.g. current changes to Compass Adjustment Requirements.

Surveyor, Mick McAuliffe

34 years in the Maritime Industry combined with his current AMSA

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A Day in the Life of a Brolos Fisherman

The pictures and videos just keep on coming from members up and down the coast. Thanks to everyone who has contributed so far!

This fortnight's first picture (top) was sent in by GFC Director Louis Krummenacher, who calls this one "Double the Feeling"... and we believe it picks up SBS.

The second photo (below) comes from fisherman Ernie Ayling who says, "This picture is my personal favorite. 388 years of history. Me sitting on one of the anchors of the Batavia. So lucky to have this in our back yard at the Wallabies!"

We will continue featuring your photos in upcoming editions of the Catcher, as well as on [GFC's Facebook page](#). Remember to keep on sending us your awesome shots! Email or MMS your photos and videos to Matt Harrison at matthewh@brolos.com.au or 0439 104 766.



We typically don't acknowledge our members' birthdays in the Catcher... but how could we not show you Lenny McTaggart's amazing Brolos 21st birthday cake. Happy Birthday Lenny!





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Marine Store

More member specials in-store!

Now's the time for professional fishermen to take stylized eye protection to the next level. It's time to upgrade to Tonic Polarised Sunglasses.

One of the most important components on your boat should be a pair of sunglasses. But not just any sunglasses will do. Sunglasses specifically designed for the fishing market are a must!

Doug Phillips from **Tonic Eyewear** has developed a range of sunglasses that suit both the professional fisherman, and the sporting amateur. Eye protection is paramount in tough Australian conditions and Tonic sunglasses are second to none in comfort and durability.

Using 21st century technology Doug has produced an exciting new lightweight Glass lens which supersedes any on the market today. By using Nano film, the thinnest and clearest film on the market today, the clarity is overwhelming. The polarised lens consists of a four-colour integrated filter system in-between two pieces of glass. Each pair is coated with an anti-reflective film on the inside, enabling the wearer to enjoy full eye protection from glare, without losing any colour perception. A decentred lens allows the angler to see straight ahead, up and down, and peripherally without experiencing any optical distortion.

The lenses are available in grey, copper or photochromic, which darken automatically according to changing light conditions. The strengthened wraparound frame is comfortable on any face shape, and comes attractively packaged with a 12 month new-for-old replacement warranty.

Compare the sunnies you are currently wearing with the new Tonic range at the **Geraldton Fishermen's Co-op Marine Store** and you will be pleasantly surprised. Come in and see what you're missing!



Doug has generously given us an awesome Tonic watch that will be drawn at the end of September, and all customers that purchase glasses will go into the draw!



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