



Sullivan & Spillane Electrical Ltd
114 Hilton Highway, Timaru, 7910, New Zealand
Phone (03) 688 6690
Fax (03) 688 3377
E-Mail tech@spillane.co.nz
Website www.spillane.co.nz

Jenny Wood

07 / 10 / 2011

Ministerial Inquiry into Foreign Charter Vessels

c/- MAF

Wellington

In response to your outline of 7th September 2011 regarding operation of Foreign Charter Vessels in the New Zealand fishery we provide the following.

Sullivan & Spillane Electrical Ltd is an electrical and electronic sales and support company resident in Timaru that was started in 1972. Current employment level is twenty staff. Approximately 35% of company turnover is derived from Marine Electronics and the bulk of this work is with commercial fishing companies in the port of Timaru and other New Zealand ports.

The services we provide to the commercial fishing industry are of a specialist nature and as such our staff tend to travel quite often to other ports to support these vessels. The primary products we support are vessel navigation and control, Vessel Monitoring System (VMS), fish finding electronics, net control electronics, communications, and engine room data monitoring.

Since 1981 our company has done work for FCVs. The first FCVs we worked on were the vessels of Akebono Corporation of Japan who worked with Ferons (now Sanford) of Timaru. In 1982 we did our first work with a Korean vessel for the Poong San company who worked with South Island Deep Water Fisheries of Timaru.

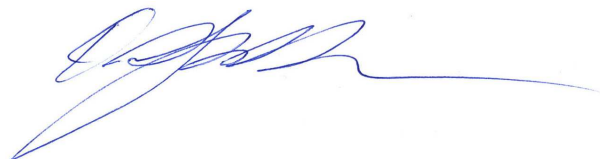
Since that time our company has done work for FCVs from Japan, Korea, Taiwan, China, Russia, Ukraine and Georgia. This exposure to vessels of other countries and their crew has been a very enlightening and enjoyable experience for our staff and certainly expanded our world view and understanding. It would be fair to say that our staff have built up good relationships with many of the FCV crew over the years, just as they have done with New Zealand owned vessels. On the Korean owned vessels our staff would often be invited to have lunch if they were on board working and this offer is always taken up gladly, as the food is very good and regarded as a bonus of the job. Our staff sit down with the officers and crew to eat and all are eating the same food and it is very good.

On occasion our staff have sailed with a FCV vessel for a short trip to test a new item of equipment that we have supplied and installed, and we have always been treated well.

Our observation is that the crew of these FCV vessels work hard as most commercial fishing vessel crew do, but we have not observed any uncalled for treatment of crew in recent years. I can recall some incidents in the early years where some crew were reluctant to sail, and also some instances of unwarranted aggressiveness towards Korean crew by Korean officers. However in the last 10 to 15 years we cannot recall seeing such incidents and it's our observation that the vessels we deal with have adapted to the New Zealand requirements well. Mechanically the vessels themselves have improved greatly since we first were involved with them, as in the early years some Korean vessels were a bit untidy but now they are very well maintained. When doing our work, if we have had a need for some mechanical change to be made, the vessels have always had it done. We have found overall that these FCV vessels have been keen to keep their equipment up to date and in a safe condition, just as New Zealand owned vessels do.

Commercial Fishing is a tough industry to be in. But it's also an exciting industry where you never know what tomorrow will bring. I take my hat off to those who directly invest in catching and processing for taking the risk. What profits they make, they earn. In this high risk industry it's unrealistic to expect New Zealand capital to take all the risk in vessels to catch 100% of the Quota. If there are FCVs willing and able to catch a percentage of the quota then it makes good business sense for them to be involved. Apart from that don't discount the cross-cultural benefits to the country and the many business links started through these vessels being here. Overall they have improved the flavour of our country greatly.

Yours sincerely



Des Spillane

Director, Sullivan & Spillane Electrical Ltd