

AYSS Agent Profile

January 2010



Welcome to you all from Tropical Far North Queensland, Australia, and the most magnificent "Land Down Under".



My name is Carrie Carter and as I prepare to celebrate 25 years in the shipping industry on 1st Feb 2010, I do so as the Owner and Director of one of Australia's busiest and most respected ship and yacht agencies, Carter Marine Agencies Pty Ltd. My business was launched in 2003 and provides a professional and confidential agency service to super yachts and cruise ships visiting Australia.

My career in shipping, started in Newcastle, north of Sydney, as an assistant to the manager of a leading ship agency. There I worked my way to ship's agent before accepting a new position and relocation to the remote Queensland gulf mining town of Weipa. As Senior Shipping Superintendent in charge of all international and domestic cargo shipping movements for 6 years, I decided to return to Newcastle, not only to get married but to take on the role of Branch Manager for another worldwide shipping company before accepting an in-house transfer to manage their Cairns Branch.

As Cairns Manager of this global shipping agency, we were agents for the majority of super yachts that had started to visit Cairns and the Great Barrier Reef. Providing agency services to these luxury vessels was something that I really enjoyed and with the number of vessels on the increase each year, this was one of the things that inspired me to go into business for myself.

After developing good working relationships with various companies as well as becoming involved in the development of the Super Yacht Group Great Barrier Reef, I identified a niche market opportunity to open my own ship and super yacht agency service to offer super yachts a more personalised service, something that the large shipping companies were unable to provide. Cairns and its ever growing yacht visitations desperately needed an independent yacht agency and therefore Carter Marine Agencies Pty Ltd evolved.

Now 6 and a half years on, I have built a fabulous rapport with local and federal government bodies to enable me to develop a reputation as a leading authority on the regulatory impediments facing the development of the super yacht industry today and a source of accurate information and quality service for super yacht captains visiting Australia for the first time as well as repeat visitors.

As Cairns representative of the AYSS, I currently hold a position on the Council and Membership Committee. I also hold a position on the board of Super Yacht Group – Great Barrier Reef which contributes greatly to Australia's reputation as a world-class super yacht destination. I remain actively involved in identifying barriers and developing solutions to create a more favourable regulatory environment for international super yachts intending to charter in Australia.



Carter Marine Agencies Pty Ltd offers a comprehensive service to visiting super yachts. Services include but not limited to;

- Australian Customs and Quarantine clearances
- Berthing reservations and requirements
- Port service requirements including Vessel Traffic Management and Pilotage
- Crew visas and crew clearances
- Cruising permits
- Australian tax requirements and chartering information
- Freight forwarding and Customs clearances of incoming freight
- Bunkering
- Ship and engine repairs
- Ship chandlery and safety equipment
- Ship provisioning, liquor supplies and florist
- Laundry and domestic services
- Air charters, car hire and sight seeing tours
- Hotel accommodation and transportation
- Medical assistance
- Local Knowledge and agency assistance in other Australian ports

Carter Marine Agencies provides insightful advice to Captains regarding cruising and chartering in Australian, Asian and Pacific oceans. I have strong networks in all major cruising destinations to ensure seamless support and safety.

Cairns is an ideal base for super yachts. The city is serviced by an international airport (CNS), customised super yacht marina and an experienced maintenance refit and service centre. The internationally recognised, M.C.A accredited crew and stewardess training adds to the appeal for Captains and crew.

Cairns



Some of the world's most spectacular cruising grounds are on our doorstep. The Great Barrier Reef offers some spectacular diving locations and fantastic fishing spots to the north and just 650kms south, super yachts can enjoy the stunning, calm-water Whitsunday Islands. From Cairns, Captains can explore the beauty of the Great Barrier Reef, Papua New Guinea, Indonesia and the Solomon Islands.

In association with AYSS members, Carter Marine Agencies has support crews across the whole region and can provide guidance, itineraries, advice and practical support for super yachts of all sizes.

The Great Barrier Reef is not the only thing that Cairns has to offer. Ideally located, Cairns is a central point for day or overnights trips to some wonderful land destinations and attractions as well. Taking a picturesque coastal drive north for approximately 90 mins, there is

the Daintree Rainforest and Cape Tribulation, offering some pristine beaches and river crossings inhabited by equestrian crocodiles.

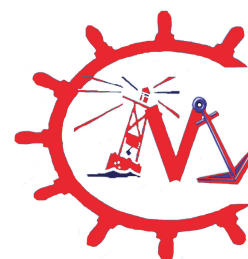
Cooktown, also on the coast, offers history of Australia's foundation. Port Douglas an hour north, offers a wonderful relaxing haven for crew getaways and to feel like a holidaying tourist for a while.

We have a cable water skiing park 15 mins north that seems to attract a lot of crew who are wake boarding enthusiasts', whilst the northern beaches can offer some good kite surfing when the wind is up.

The Atherton Tablelands is also a picturesque drive inland for about an hour and is nature's wonderland with World Heritage Rainforests, waterfalls, national parks, crater lakes and volcanic formations with a backdrop of rolling green hills. It is a wildlife paradise with abundant birds, rare and endangered mammals such as the platypus, tree kangaroo and the cassowary. The choices are endless.

Carter Marine Agencies has established and retained excellent rapport with hundreds of Captains by providing an independent, professional, personalised and reliable service that ensures a yacht, its crew and owners experience an enjoyable and memorable visit to Cairns, Australia and beyond. So if cruising down under is on your itinerary, I look forward to being of assistance to you and welcoming you into my backyard.

Contact me at carrie@cartermarine.com or please visit my website www.cartermarine.com



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