



Members Update following meeting 1st October 2012

The PCA members meeting (Agenda attached) was held in Petersfield with 12 members present and 6 apologies for absence received

Access to the Members Only Area of the PCA website : admin test

Charter Contract

Following a generous grant from YBDSA Jane Gentry (CEO YBDSA) was able to instruct and brief..... Solicitors to prepare a draft Charter Contract for members to comment on / use and /or amend the yellow highlighted areas for their own use

- **Members views are sought**

PCA Founded 1991

2012 is our 21st Birthday Year and members felt we should hold a commemorative Dinner with a speaker – Mike Lilly has suggested Brian Taylor Marine Solicitor and legal contributor to MBY monthly articles relating to marine legal issues – contact has been made

AGM 2012

It was agreed that we would separate the AGM from the Dinner and run this as a standalone business meeting in Petersfield – Jane Gentry to consider dates

PCA Web Site

The New Home page of the PCA web site created by Simon (MCB Creations) was introduced and the fresh look was liked and welcomed as giving our web site a fresh and dynamic look – the aim will be over time to update the remainder of the site to this format

There was a discussion on what members were looking for from the site and in particular the individual member profiles and the ability to change the content. A request was made for each member to have access to their profiles to make changes personally – unfortunately this is not possible as our site is not built as a “data site” – sorry

PCA/MCB Creations

Could all members please check your individual profiles and confirm to Simon (copy to Jane) any amendments or additions you require to your current profile please

Point of clarification of what the association is paying MCB Creations for:

Monthly Optimisation of each page within the PCA web site

Creation of new member profiles with links – the text content, logos and photos have to be supplied by the new member. The future maintenance of the accuracy of the profile is down to each member to regularly check their page to ensure it reflects what you want it to say / show amendments to Individual Member Profile Pages requested by PCA members and general amendments to the PCA web site



Service Agreement with MCB Creations

We have reached a 2 working day service agreement with Simon of MCB for amendments to profiles and for members to contact Simon direct by email (copy Jane Gentry) with any amendments (text / photos) their require to their own profile page. This should be ideally in a word document format with attached photos. Additionally Simon, I know acts independently for a number of members and he is keen to establish as part of his PCA discounted support for members a standard service agreement with you.

PCA Web Site

Whilst checking your own profile page we would welcome any views /comments / suggestion on how the PCA web site can be improved to best represent us as charterers and present us to the public – **Members views are sought**

Code of Conduct

Attached is a copy of an updated version of our code of conduct – it would be helpful if members could consider all areas of our code and whether it represents your business practices. When we have all views an amended COC will be issued for discussion and then put to the 2012 AGM for adoption – **Members views are sought**

Introduction of Annual Subscriptions being paid by Standing Order

Following requests from Members the PCA has agreed for members annual subscriptions to be by Standing Order – a form is included (also available in Members download area) – please complete and return to YBDSA in Petersfield who will update members details and forward to the SO form to your bank. It is important that all members pay their 2012 subscription as per the invoice that you have received

Marketing of PCA Members Charters

Whilst the PCA should be regarded as a trade association it was felt the association could by “working together” and collaborating /sharing initiative with each other this could prove very helpful in the marketing of our mutual interests as charterers. A wide ranging discussion took place round a variety of initiatives being undertaken by members

PCA Leaflets

Jane Gentry has had produced a joint leaflet “Buying or Selling a Boat, Chartering your boat” for distribution together with the leaflet produced for Southampton Boat Show (these reflect our two marketing pull up banners) and are available for members to distribute.

Voucher Scheme Business

Craig Perkins (Vice Chairman Sail /Scotland) presented a paper on his positive experiences of negotiating and successfully working with Voucher Companies for the benefit of his Charter Business – he has agreed to talk with his voucher company suppliers/contracts and arrange a PCA wide scheme for members to chose to participate in if this fits into your business model – **Members views are sought**

App development

This is being explored “carefully” with other providers of this service – but not a high priority



Boat Show Presence

Following on our limited presence at the Southampton Boat show 2012 we have an offer from Nick Trainer's company to "share" part of the Excel RIBs stand at London on a pro rata cost – issue of cost and manning were discussed – consensus view was we should not take up this offer but explore the YBDSA family option for Southampton 2013
- **Members views are sought**

Crew Directory

The aim would be to provide a "forum" for skippers, hostesses and crew members to post their personal details so members would have a one stop shop for sourcing crews for charters. For this to work, members would have to be prepared to recommend / share their crew details. Logistically the people advertising their services in the crew availability register would have to be an associate member of the PCA – nominal annual subscription
- **Members views are sought**

Crew Training

UKSA have indicated that should there be interest in offering Crew (mainly hostess training) they would be prepared to utilise part of their super yacht training course and run this in house in Petersfield – consensus view was that there would not be much call for this

Alcohol Licensing Act 2003

An approach to Brockenhurst College was made at Southampton Boat Show to see if they were prepared to run a dedicated PCA in house Personal License course in Petersfield including the final examination – they would be prepared to do this for a reduced fee of £175pp (normal college fee £250pp) – consensus view was that there would not be much call for this

MCA Relations – Inspection at Sea Understanding

Members reported success with the arrangements with no PCA member reporting being stopped by the MCA inspectors during Cowes 2012. We did as part of this "understanding" agree as an integral part of the inspection regime to arranging pre season inspection by the MCA. We were not able for a variety of reasons to undertake this in 2012. It is proposed that the Chairman will make a proactive approach to the MCA apologising for the lack of pre inspections in 2012 but offering to arrange the 2013 inspections in May 2013.
- **Members views are sought**

Members Benefits – new suppliers

At the Southampton Boat show a number of new trade suppliers have been signed up including Hurricane Fenders offering us full trade discount terms. Others are still to confirm the exact terms of their discount offering to PCA members. The suppliers discount area will be updated as suppliers provide their terms. Mike Lilly updated the Sea weather Marine suppliers who are to confirm their terms for PCA members. Nick Trainer drew member's attention to Eversons who supply by tank Red Diesel @ £0.59 per litre – issue is providing access. Nick Trainer agreed to pursue this on behalf of Members and report back - have you a recommended supplier for the PCA – **Members views are sought**

W G Yachts Insurance Brokers

An associate member of the PCA Richard is exploring the possibility of a PCA Charter Insurance Policy – we will update the membership as details emerge



New Membership Opportunities

Membership is key to the future of the PCA – each member is asked to invite a fellow non member charterer to become a member. A new member’s welcome pack was circulated for comment. - **Members views are sought**

YDSA /ABYA New Members Offer

The offer of “free” first year membership via YDSA/ABYA was discussed and it was agreed any new member coming via this route should be offered affiliate membership until their first subscription has been paid thereafter all members benefits including the right to fly the PCA flag should be made available – if they wish to become full members immediately this option will be available of payment of the appropriate subscription

Update on MGN 280 New Coding regulations

Nick Trainer update on the likely introduction timetable (2014) of these amended coding regulations

Annual Subscriptions

A number of members have not yet paid their annual subscription invoice – it would be really helpful if you could arrange this payment now please – thank you

YBDSA Centenary Dinner 26 November 2012

PCA members are invited to attend this very special dinner that will be culminating event of the YBDSA’s Centenary Celebrations - further details from Jane Gentry

Summary

I would like to formally thank Jane, her team and the YBDSA in particular the, President Christian Moore for the support that all give us so willingly.

It was a full and interesting meeting on Monday I hope these notes will give you a flavour of the day. We look forward to receiving your comments and views on the following please:

The Charter Contract

Confirming your own PCA web profile

How the PCA web site can be improved

Amendments to Code of Conduct

Boat Show Proposals

Establishing a Crew Directory

Commitment to support MCA Pre Inspections May 2013

Recommendations of New Suppliers

New Membership Recommendations

We look forward to receiving your responses which will help shape “your” association – thank you

John McKenzie
Chairman
4 October 2012

PS - Just in the New PCA Car Sticker is now available from Jane