

POLE STAR VMS PROVIDER FOR QLD FISHERIES PROGRAMME

Pole Star is widely recognised as a leading provider of fisheries Vessel Monitoring System (VMS), Vessel Tracking Unit (VTU), and satellite airtime (VMS reporting services) to the regulatory and commercial fisheries sector. Since 1998 we have continued to serve multiple government agencies, RFMOs, fishing companies, and fishermen worldwide. Today in Australia we provide Federal VMS and VMS reporting services to the Australian Fisheries Management Agency (AFMA) together with various services to all States, and as such, strongly support the wider Australian fisheries sector.

A part of Queensland's Sustainable Fisheries Strategy 2017-2027 is a policy mandate requiring VTUs to be fitted by operators of trawl, net, crab, and line boats (including tenders) by 1st January 2019 (and all other commercial fishing boats by 1 January 2020). In support, Pole Star provide dual AFMA type approved / Queensland authorised VTUs inc. Orbcomm / Skywave IDP690, IDP800, and ST6100 and also the Rock7 "RockFleet" unit, along with associated VMS reporting services. Permanent holders of commercial fishing boat licences can apply for a rebate for the cost of vessel tracking unit(s) and professional installation up to the stipulated amount from the Queensland Rural and Industry Development Authority (QRIDA)¹.

Vessels with pre-existing VTUs on board e.g. Inmarsat C, may nominate this equipment as a secondary VTU to be used in case of failure of the primary unit². Pole Star will integrate and place the back-up unit in standby mode (i.e. activated but dormant) at no cost to the operator if using a Pole Star-sourced primary VTU, or at \$10.00 AUD / month if using a 3rd party supplied VTU³. Use of a back-up VTU will ensure continued compliant fishing operations in the event of a primary VTU failure until the until is repaired or replaced.

Conscious of the operator's investment, Pole Star can also provide the operator with web-access to their own "private-VMS" system providing for the tracking, monitoring, and activity analysis, as well as additional safety ⁴(last known position). Our customer services and technical support operations teams are available 24/7 to support this activity.

1. Visit the QRIDA webpage for further details on the vessel tracking rebate scheme: <http://www.qrida.qld.gov.au/current-programs/vts>
2. Inmarsat C VMS reporting costs are comparatively high and not recommended for long-term use.
3. Orbcomm / Skywave IDP & ST and any other MTUs purchased from a Non-Pole Star Agent, will require appropriate scripting prior to activation, which will incur costs.
4. This service is not a replacement to any applicable SOLAS or "AMSA" regulated emergency equipment.

Pole Star VMS Hardware and Service Cost information:

All charges mentioned exclude GST

Table 1: Hardware Equipment Costs			
Description	Qty.	AUD\$ Rate	Total AUD\$
ST6100 MTU + VMS scripts - Complete Kit includes- bracket, cable and connector (5mtr or 15mtr)	1	\$995.00	\$995.00
IDP800 MTU + VMS Scripts (integrated antenna) inc- cable (5mtr)	1	\$750.00*	\$750.00*
IDP800 MTU + VMS Scripts (external antenna) inc- cable (5mtr)	1	\$895.00*	\$895.00*
Rock7 - RockFLEET - 5mtr (includes 5mtr cable and connector)	1	\$1342.00	\$1342.00
Rock7 - RockFLEET - 10mtr (includes 10mtr cable and connector)	1	\$1365.00	\$1365.00
Rock7 - RockFLEET - 15mtr (includes 15mtr cable and connector)	1	\$1388.00	\$1388.00
Rock7 – RockFLEET Deck Mount	1	\$55.00	\$55.00
Rock7 – RockFLEET Rail Mount	1	\$80.00	\$80.00

*IDP800 discontinued item from Jan 2023

Table 2: On Demand ASP Costs				
Description	Qty.	Mths.	AUD\$ Rate	Total AUD\$
MTU terminal activation / changes				
IDP/ST6100 / Iridium MTU Activation	Per MTU		\$40.00	\$40.00
Inmarsat C MTU Activation	Per MTU		\$10.50	\$10.50
Globalstar Simplex (including SPOT) MTU	Per MTU		\$40.00	\$40.00
Owner / Operator Additional Charges				
Online Web tracking log in			included	included
RockFLEET – Standby Fee per month*	1	1	\$10.00	\$10.00

* Standby fee levied if operator wishes to stop tracking for a period. Re-activation cost charged when unit comes out of standby mode (No standby mode levied for Orbcomm VMS, but re-activation fee charged)

*** Iridium RockFleet minimum contract period is 3 years, and the maximum suspension period (within those 3 years) is 6 months. If a unit is suspended for longer than 6 months, or if it is deactivated early, then a fine of \$395 excl GST will be levied. Upon signing this customer order form, owners commit to this period, however a transfer of ownership can be applied for allowing new owner to take up the remaining contact period.

Table 3: IDP/ST Monthly Recurring CSP Costs				
Description	Qty	Mt hs.	AUD\$ Rate	AUD\$ Total pa
CSP - IDP/ST6100 - 1 hour reporting	1	12	\$40.00	*\$480.00
CSP - IDP/ST6100 – 30 min reporting	1	12	\$50.00	*\$600.00
CSP - IDP/ST6100 – 15 min reporting	1	12	\$60.00	*\$720.00
CSP - IDP/ST6100 – 5 min reporting	1	12	\$67.00	*\$804.00
CSP – Rock7 RockFLEET – 5/15 min reporting	1	12	\$65.00	**\$780.00
*Minimum term = 12 months				
**Minimum term = 36 months				

Table 4: Sat C Monthly Recurring CSP Costs		
Description	List Price	Total AUD\$
Inmarsat -C (1 Packet) for Thrane & Thrane, JRC, Furuno MTUs	0.09	\$0.09
Inmarsat -C (2 Packet) for Thrane & Thrane, JRC, Furuno MTUs	0.15	\$0.15
Inmarsat C On Demand Poll (per Command)	0.75	\$0.75
Inmarsat C Change of Reporting (per Command) Interval (Program, Stop, Start Command Sequence)	1.65	\$1.65
SMS Alerting (Per SMS) to Australian mobile number	0.2	\$0.20

Table 5: Approx. Sat C Monthly Reporting Charges:	
Single Pkt- No EDR or Speed/Heading	Two Pkt – EDR Speed/Heading Included
1 hour reporting = \$65.70 x GST	1 hour reporting = \$109.50 x GST
30 min reporting = \$131.40 x GST	30 min reporting = \$219.00 x GST
15 min reporting = \$262.80 x GST	15 min reporting = \$438.00 x GST
05 min reporting = \$788.40 x GST	05 min reporting = \$1314.00 x GST

NB: Inmarsat C charges will be invoiced monthly in arrears as necessary.

EDR reporting is standard for all mini-Sat C terminals (3000 series and above) and means that two packet charges will be incurred. A technician would be needed to programme the unit for “basic reporting” to allow single packet charges. At owners expense.



ST 6100



IDP800 (Integrated Antenna)



RockFLEET

Figure 1:

(Please note all our ST units have bottom connectors, not side as shown)

To answer all your questions or for more information please contact Pole Star to discuss your Queensland Fisheries VMS implementation requirements. Your trusted VMS provider.

Annex 1: Hardware Specification Table

Table specification for IDP690 and ST6100 vessel tracking unit		Table specification for the IDP800 vessel tracking unit	
Unit and airtime provider	Pole Star	Unit and airtime provider	Pole Star
Satellite provider	Inmarsat	Satellite provider	Inmarsat
Approved for fishery types	Trawl, line, net and crab	Approved for fishery types	Trawl, line, net and crab
Approved reporting rates	15 minutes for trawl. 5 minutes for net, line and crab.	Approved reporting rates	15 minutes for trawl. 5 minutes for net, line and crab.
Internal power source	No	Internal power source	Yes, Rechargeable (Lithium Battery Only)
External power source	Yes	External power source	Yes
Line charging	Yes	Line charging	Yes
Battery life	Not applicable	Battery life	Up to 72 hrs
Line power voltage	9V to 32V	Line power voltage	9V to 32V
Size	101mm x 126mm x 126mm	Size	432mm x 147mm x 25mm
Weight	460g	Weight	1300g
Water resistant rating	IP67	Water resistant rating	IP67
Power light	No	Power light	No
Two-way communication	Yes	Two-way communication	Yes
Operating temperature	-40°C to +85°C	Operating temperature	-10°C to +50°C
Self-installation	Technician or self-installed if approval granted by provider	Self-installation	Technician or self-installed if approval granted by provider
Can unit be moved between boats?	Depends on operator's commercial license arrangements	Can unit be moved between boats?	Depends on operator's commercial license arrangements
Unit cost	\$845 (excl GST)	Unit cost	\$750 (excl GST) IDP800 internal antenna \$895 (excl GST) IDP800 external antenna
Installation cost	Not applicable	Installation cost	Not applicable
Accessories costs	Mount and cable included in unit cost (extra mounting kit \$150.00 excl GST)	Accessories costs	5 mtr cable \$55.00 (ex GST), External Antenna \$275, IDP Battery Terminal \$620 (both ex GST)
Package cost	\$995.00 including unit, mount and cable (excl GST)	Package cost (internal and external antenna)	\$750.00 / \$895.00 includes unit and power cable / (both excl GST)
Other fees	Activation \$40.00 plus freight costs.	Other fees	Activation \$40.00 plus freight costs.
Airtime monthly fee	\$67.00 for 5-minute polls, \$60.00 for 15-minute polls (excl GST)	Airtime monthly fee	\$67.00 for 5-minute polls, \$60.00 for 15-minute polls (excl GST)
Airtime plan term	12 months	Airtime plan term	12 months
Warranty	24 months	Warranty	24 months
Provider operating hours	All hours	Provider operating hours	All hours
Maintenance	Technician – pay as needed	Maintenance	Technician – pay as needed
Contact	www.polestarglobal.com	Contact	www.polestarglobal.com
Contact	Mon - Fri Ph: 02 4254 1055 (24/7 Support: +44 20 7313 7400 or +852 2520 0951)	Contact	Mon - Fri Ph: 02 4254 1055 (24/7 Support: +44 20 7313 7400 or +852 2520 0951)

Table specification for the RockFLEET vessel tracking unit	
Unit and airtime provider	Pole Star
Satellite provider	Iridium
Approved for fishery types	Trawl, line, net and crab
Approved reporting rates	15 minutes for trawl. 5 minutes for net, line and crab.
Internal power source	Yes, rechargeable
External power source	Yes
Line charging	Yes
Battery life	3 days at 5 minutes, or ~9 days at 15 minutes
Line power voltage	9V to 30V
Size	120mm x 50mm
Weight	350g
Water resistant rating	IP68
Power light	Yes
Two-way communication	Yes
Operating temperature	-30°C to +75°C
Self-installation	Technician or self-installed if approval granted by provider
Can unit be moved between boats?	Yes
Unit cost	\$1388.00 (15mtr Cable)
Installation cost	Not included in unit cost.
Accessories costs	Mounting bracket: Deck Mount = \$55, Rail Mount \$80
Package cost	\$709, (includes 1 deck mounting bracket)
Other fees	Activation fee \$33 / Freight costs
Airtime monthly fee	\$65 (5 min polls and 15 min polls), \$10 when in standby mode (\$40 reactivation fee applied when coming out of standby mode)
Airtime plan term	3 years (All costs subject to AUD/USD exchange rate fluctuation)
Warranty	24 months
Provider operating hours to contact for issues	All hours
Maintenance	Technician – pay as needed
Contact	www.polestarglobal.com
Contact	Mon - Fri Ph: 02 4254 1055 (24/7 Support: +44 20 7313 7400 or +852 2520 0951)