



AUSTRALASIAN INSTITUTE
OF MARINE SURVEYORS

Shipshape

Newsletter February 2021

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From the Bridge

President's Message

“

It beggars belief that we still have international seafarers trapped on vessels, some of whom have spent months at anchor with great uncertainty about a release date.”

New Horizons

2021 – and we move on from the annus horribilus that was 2020. Despite threats from China, it seems business across the board has not suffered too badly however there were definite hurdles to be had by the DCV surveyors with AMSA allowing exemptions to survey renewals for many near coastal operators. After a long drought we are seeing grain having a bumper season which is a great fillip to many. Long may it continue.

Unfortunately, our main threat is from our own politicians who – true to form - never let a crisis go to waste and are milking the virus for all it is worth. The mining industry in general continues to be assailed from many fronts. Coal is in the sights of the radical greens. Here in Queensland the New Hope Coal mine has effectively been shut down by an endless cycle of court actions and will in all probability cease operation in October this year. I doubt this will be the last mine closure. Any unwanted closure has a direct negative impact on future employment opportunities for our younger members.

In the past decade, the Queensland Government has actively assisted with the closure of the silica sand and mineral sand mines whose product was exported through the Port. Brisbane has now virtually been shut down as a bulk export port. Hundreds of ship movements per year and billions of export dollars lost. The impact on local surveying companies has been severe.

I mention Queensland as an example of very poor Governance where the need of industry is put a very long second to placating the unproductive within our midst. State Governments are supposedly struggling terribly due to the pandemic - yet here in Queensland the Government has sat idle while hundreds of workers and sub-contractors have been sacked and thrown out of a job and hundreds of millions in royalties lost. Politicians are a clever lot.

It beggars belief that we still have international seafarers trapped on vessels, some of whom have spent months at anchor with great uncertainty about a release date. The MV Anastasia set sail with a shipment of coal from the port of Hay Point in Queensland in July and her crew are still stuck in Bohai Bay, off the coast of China.

Our CEO, Susan Hull, will address the future of the AIMS in her CEO message to you. Please take time to read it carefully.

2021 will usher in huge changes for our Institute. 2021 is the culmination of 10 long hard years of organisational change and both the CEO and our GM Operations have been working with the Executive team to cement in a structure that will see the AIMS through the coming decade.

Survey standards still need improvement. We shall start to do this by making a Diploma of Marine Surveying a pre-requisite for new member applications in the 2021/2022 year. This should be our minimum requirement and my understanding is that the training division will be tweaking the current Diploma to allow those of us who survey foreign going ships to obtain either a Diploma or Adv Diploma via a combination of gap training (refreshers) and recognition of prior learning and experience.

Standards of surveying will also need to be continually monitored – hence the recent establishment of the Standards and Ethics committee who will play a big part in the new structure of the organisation.

We have commenced the process of working with AMSA to establish Draft Survey standards to salvage what little credibility the draft survey has left. The prevailing standard of most draft surveys these days is, in my opinion, just slightly north of a total joke. All members who undertake draft surveys should perhaps avail themselves of the resources available from the training division that have been developed by the United Nations Economic Commission for Europe, which produced the Code of uniform standards and procedures for the performance of draught surveys

“

Standards of surveying will also need to be continually monitored – hence the recent establishment of the Standards and Ethics committee who will play a big part in the new structure of the organisation.”

I also think it worth adding that many of our Members are accredited to undertake surveys on behalf of Government organisations such as DAWE and AMSA. Although under their direct control the AIMS will continue to maintain an interest in how our members are performing their tasks for these organisations and we will continue to work closely with them to ensure that AIMS members are maintaining high standards and that ethical behavior and conduct are observed at all times.

At this stage we are planning for a Conference / Awards for Excellence Dinner to be held in Adelaide at the Playford Hotel on Thursday 09th September 2021 (State Premiers willing of course). Anyone interested in giving a presentation at the Conference please send an Expression of Interest to Susan. Anyone interested in sponsoring the Conference or Awards night please feel free to discuss options with Susan.

The all-important AGM will be held on Friday the 10th of September 2021. After which a weekend in the Adelaide Hills would seem an appropriate reward for any hard-working Marine Surveyor.

Our Head Office team have not stopped, working continuously throughout the numerous shutdowns. There is much going on. Membership numbers seem to have bounced back strongly. Susan and Stacey are always available to speak to you if you wish to discuss any AIMS related matters. This year Stacey will be chasing all members to achieve 100% CPD compliance.

Head Office and the Executive have maintained a very close eye on the AIMS accounts during the past 12 months. I am very happy to report that our accounts are in a very healthy state and we have come out of the pandemic pretty much intact.

Our stated priority was to maintain all services and to keep pushing forward with developing new CPD courses and completing the new Advanced Diploma. We have been successful on both counts.

I am sure everyone has seen our new high profile marketing campaign. Tim has done a fantastic job here. The present campaign can be directly linked to the growth in membership and the continued improvement of our finances. We are using LinkedIn and various social media as well as targeted traditional advertising.

Our long-term position is excellent. We continue to work closely with maritime colleges and Governments in our Region. We recently put an article dealing with Marine Surveyor certification in the Turkish Maritime DARGE B UFKUN. Once the first publication has been released I am sure that it will be passed on to any member who would like a copy.

But first we must get our own ship in order!!

Best wishes to everyone.



Peter Murday
President



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AUSTRALASIAN INSTITUTE
OF MARINE SURVEYORS



CEO Report

This year will be one of change and growth for our organisation as we navigate the last leg of the journey towards self-regulation. We should be mindful and note that the culture of society, work and business organisations is changing all the time.

When new ways of doing things are identified organisations have to take stock of where they are and where they want to be in the future. The structure of an organisation plays an important role in influencing and maintaining its competitiveness. It is critical to have the ability to drive transformational change—such as: moving from good to great performance, cutting costs, restructuring to meet new challenges.

The main goals of any change initiative should be business goals and any decision to make a planned change to organisational culture and structure should be derived from an identified shortfall in business performance or a required change in business strategy to meet new demands.

When the AIMS was established in 1986 the world was a very different place. In March of that year The Australia Act came into effect granting Australia legal independence from the United Kingdom, a postage stamp cost 22 cents (people wrote letters – there was no internet), no mobile phones, surveyors still used typewriters, a packet of cigarettes was 75 cents, a loaf of bread cost 98 cents, the average income was \$13,000 and house prices in Sydney averaged around \$120,000. For lunch, a steak sandwich and a schooner set you back \$2.50. The good old days.

The founding members of the AIMS were rightly focussed on developing and maintaining standards for marine surveys and surveyors by establishing a member based organisation that insisted on strict entry requirements based around Master Mariner (Foreign Going) qualifications – with suitable seagoing experience at a senior rank.

Master Class 1 (Unlimited) is the new qualification. With the demise of the Australian fleet there are precious few of them. I can understand the past reasoning and agree that qualifications and experience should be linked to membership - but times have changed dramatically, and we need to change with them. There can be no going back.

The founding members were industry leaders and delivered a transformational change that suited the industry and the times. They had a vision that the AIMS would be the peak industry



body and they worked under a committee based structure to try and achieve that goal.

In 2011/2012 the then President Steve Beale and past President Mike Bozier came to the view that to survive the AIMS needed to embrace change and deliver the initiatives that would strengthen our capabilities and change organisational mind-sets and behaviours.

Sadly, they are no longer with us, but their vision lives on and the AIMS has made enormous improvements for members and the industry in general.

Every organisation has a unique style of working which is called its culture.

The beliefs, policies, principles, and ideologies of an organisation form its culture. It was not so long ago that some were aghast at the prospect of small ship surveyors joining the membership, students were seen as a liability and there was much debate about whether this should be allowed.

Since 2011/2012 the membership has grown five-fold and we now enjoy solid relationships with Government and Industry and are respected in our field. To stay relevant, it is essential that we capitalise on this and keep moving forward.

The Executive team have spent the past 12 months analysing where we are and what we must do to ensure that we continue to grow – not for growths sake, not change for change sake, but, for the sake of remaining relevant and influential within the marine survey industry and to all marine surveyors.

A solid organisational structure must provide a stable culture for all surveyors – regardless of specialty. All members are important. The Executive is of the opinion that if we keep the current management structure, it will be difficult to move forward and continue to grow. We are no longer a State based entity. We are a national entity and our current structure is no longer fit for purpose.

After much analysis and discussion, the Executive is of the opinion that the best way forward is via a Board consisting of members from different sectors of the industry who have the ability to advise and direct the management team appropriately on issues impacting those sectors.

The Executive and the staff do not seek to make light of our beginnings or the vision and efforts of those gone before us, rather they have

sought to build on the original foundation of our organisation and ensure that our integrity and relevance is retained.

All successful businesses grow and change and the really good ones make sure that they build on their foundations in a way that allows the next generation to meet new challenges.

The founding members did that, and now it's time for the current members to contribute. We were built by members and intend to stay that way. Members will always have a say in what the future will look like but the time for change has come. It is a good thing, a timely thing, and a much needed cultural shift.

I am urging all members to participate and get involved and to provide their input and I assure you that there will be ample opportunities to do so. Over the next few months, we will be providing all members with the chance to have input into the new structure. We will be publishing a dedicated newsletter and a full portfolio of proposed changes and the reasons for them. We will also be hosting webinars and surveys so that members can voice their opinions and give us new ideas.

It is hoped that we can develop this new structure together and that at this year's AGM the members will endorse it with their vote.

Susan Hull
CEO

“

Progress is impossible without change and if you can't change your mind, then you can't change anything.”

– George Bernard Shaw

“

It is not the strongest or the most intelligent who will survive but those who can best manage change.”

– Charles Darwin

New requirements for Compass Adjusters now ratified by AMSA

There has been some talk about the new requirements for compass adjusters being watered down so I have taken a look at them and have a report for those interested. Previously AMSA defined Qualified Compass Adjusters as persons who had completed a Certificate of Competency as a Compass Adjuster by the UK Maritime and Coastguard Agency or an equivalent course. The pre-requisite for this course being a Master (Unlimited) or equivalent prior to undertaking the Certificate.

The Australian Industry Standards (IAS) Industry Reference Committee of which AMSA are a member have revised the Maritime Training Package and introduced 3 new Units of Competency and 2 Skill Sets which will be required to act as a Compass Adjuster. The purpose behind this revision is to enable more workforce mobility and to support the development of specialised career pathways such as Compass Adjusters.

The units of competency and both skill sets have been ratified by the IAS (which also means AMSA and the Union) endorsed by Government and are now part of the Diploma of Maritime Operations (MAR50230).

The units of competency are:

- Apply elements of magnetic compass adjusting
- Apply knowledge of the principles of magnetic compass adjusting
- Adjust a magnetic compass

There are two skills sets:

1. Compass Adjuster Limited Skill Set

This Skill Set reflects the skills and knowledge required by a Compass Adjuster to adjust magnetic compasses for vessels less than or equal to 45 metres in length. It meets some of the industry requirements for a Compass Adjuster, to adjust magnetic compasses on vessels less than or equal to 45 metres in length and is one of the requirements to obtain certification as a Compass Adjuster as defined in Marine Order 27.

Length means 'measured length' as defined in the current National Standards for Commercial Vessels (NSCV).

Entry Requirements

To undertake this Skill Set a person must hold a certificate of competency:

- that permits a person to command a vessel less than 24 metres (Masters < 24 m Near Coastal (NC)) or an equivalent certificate as a Master recognised by AMSA, or
- a current compass adjuster licence issued by a state or territory or AMSA for those vessels

It has two units of competency

- Apply elements of magnetic compass adjusting
- Apply knowledge of the principles of magnetic compass adjusting

2. Compass Adjuster Unlimited Skill Set

This Skill Set is one of the AMSA requirements to obtain certification as a Compass Adjuster as defined in Marine Order 27. Persons interested in seeking certification as a Compass Adjuster Unlimited for vessels of any length or GT should complete this skill set.

Entry Requirements

Before undertaking this Skill Set a person must hold at least a certificate of competency as a:

- Master less than 45 metres Near Coastal (NC) or above, or equivalent as recognised by AMSA, or
- a current compass adjuster certificate of competency issued by a state or territory or AMSA for those vessels. and
- Have successfully completed the Compass Adjuster Limited Skill Set, or equivalent as recognised by AMSA.

A pre-requisite of undertaking this skill set is a Master <24m NC or an equivalent certificate recognised by AMSA as a current compass adjuster licence for those vessels plus the Compass Adjuster Limited Skill Set or equivalent as recognised by AMSA.

While some may see this as a watered down version on previous requirements the assessment requirements are really quite tough. The one exception is the number of swings required to demonstrate competency. 10 swings were required under the old system and which have now been reduced to 6 or 8.

Just as quick breakdown, I have noted the following. In addition to a very hefty knowledge base the student undertaking the Limited Skill Set must demonstrate adjusting a magnetic compass onboard a variety of commercial vessels less than or equal to 45 metres on at least eight (8) separate occasions and must include:

two (2) swings in a simulated environment, and six (6) swings onboard commercial vessels and must include:

- two (2) swings on a compass card of a diameter 75 millimetres
- two (2) swings on a compass card of a diameter 100 millimetres
- two (2) swings on a compass card of a diameter 125 millimetres or over

Or:

eight (8) swings onboard a variety of commercial vessels:

- two (2) swings on a compass card of a diameter 75 millimetres
- two (2) swings on a compass card of a diameter 100 millimetres
- two (2) swings on a compass card of a diameter 125 millimetres or over

The student undertaking the Unlimited Skill Set must demonstrate the above requirements PLUS:

- adjusting a magnetic compass onboard a variety of International Convention for the Safety of Life at Sea (SOLAS) compliant commercial vessels on at least six (6) separate occasions and must include:
- three (3) swings onboard SOLAS compliant commercial vessels between 500 Gross Tonnage (GT) and 3,000 GT, and
- three (3) swings onboard SOLAS compliant commercial vessels greater than 3,000 GT

Or:

- three (3) swings onboard a SOLAS compliant commercial vessels between 500 GT and 3,000 GT, and
- three (3) swings onboard a SOLAS compliant commercial vessels greater than 500 GT trading between hemisphere

Download the requirements for compass adjusters at this link:

https://www.dropbox.com/sh/cim1rl5onro1yyq/AABJjg_f1G_Xi3-QeSR7VSWa?dl=0

Or contact us at training@aimsurveyors.com.au and we will email them to you.



2021 AIMS Conference + Awards for Excellence & Dinner



Thursday 9th September @ The Playford Hotel, Adelaide

Join us for the eagerly awaited return of the AIMS Conference and our esteemed Awards for Excellence & Dinner at The Playford Hotel in Adelaide, South Australia.

Numbers are strictly limited due to Covid protocols so get in quick and take advantage of our Earlybird discounts.

Nominations for the Awards for Excellence opening soon. Innovative and informative presenters interested in speaking at the Conference please contact info@aimsurveyors.com.au. For sponsorship information and packages please contact marketing@aimsurveyors.com.au.

For further information visit www.aimsurveyors.com.au

The Best Little Shipyard in the World

by Kent Stewart Courtesy of Baird Publications

Carrington Slipways, “the best little shipyard in the world”. A phrase that I heard often from shipowners right through to the yard workers themselves. A family owned shipyard on the Hunter River near Newcastle that built dozens of tugs, fifty-five in fact. Having served my apprenticeship in a heavily unionised, strike ridden shipyard, it was refreshing to work in the relatively strike-free environment of Carrington Slipways.

The industrial harmony had a lot to do with the “family feel” of the workplace. Employees were proud of their work and they had a reputation that singled them out from other shipbuilders. From the early days of CAD lofting and shell plate cutting to the assembly line production of vessels, listening to clients and looking after the workforce, they just continued to improve. Trust, purpose and achievement were the unspoken values of the yard. They studied the best construction methods from Japan and ultimately the Japanese yards sent representatives to study Carrington’s methods.

These were the strengths of a little shipyard that started its life tucked into a corner of Newcastle harbour next to the Cowper Street bridge in Carrington. It was a shipyard that progressed from building barges and ferries, tugs and oilfield vessels to larger ships like HMAS Tobruk, the cement carrier Goliath and the Antarctic supply ship Aurora Australis right up to their last ship, the Searoad Tamar. It was a pleasure to work there. The man on the tools and in the drawing office, visiting surveyors or owners’ representatives were all treated with respect and valued for their presence.

Carrington Slipways had a “can-do” reputation which sometimes led to some unforgettable moments. One long-term employee and proud stalwart of Carringtons was Ken Wikner. A generous man, devoted to Carringtons’ with a heart as big as Pharlap. Outside work Ken devoted his life to others. He was a scoutmaster, a member of the Lions club,

the sole driving force behind the building of a replica of Australia’s first steamship, the “William the Fourth”. He drove the shipbuilding program and he was the sea trials master that “got things done”. Nothing stood in his way. He was also the source of some hilarious moments, particularly during trials and commissioning times.

Launching days were always impressive. Side launches were the order of the day. One moment the ship was standing high and dry on the building berth and seconds later, after the launching lady had broken a champagne bottle on the bow, the ship was in the water. Typically, Carringtons bought expensive champagne for these events and typically expensive champagne comes in very thick glass bottles which didn’t always break at the first attempt. It would bounce back and almost take out the launching lady for her efforts. More than one launching lady was reduced to tears until Kenny Wikner came to her rescue. He would jump the dais rail or go up in a cherry-picker with the launching lady’s daughter and smash the bottle against the hull until it broke.

A favourite trick on launching days was to suggest to new-comers that the best photographs could be taken if one is to stand at the aft end of the ship. As it hit the water a huge spray would jet from the Kort nozzles and drench the unsuspecting photographer. The wave generated by the side launch would rush across the launching basin and inundate the unsuspecting onlookers standing there for a better view. I went to about fourteen launches over the time I worked there but I take no responsibility for the hijinks that was played on the unsuspecting public.

The launching of the Broadsword, a tug for Hay Point caused a few breath-taking moments for all in attendance. She caught one of her propeller nozzles on the berth edge as she slid into the water. The tug rolled right over onto her side for several heart-stopping seconds

before she righted itself. No real harm was done but the sight of a tug lying on its side is something you don’t see every day.

The modern Carrington Slipways moved up the Hunter River to a new bigger site at Tomago. It had man-made launching basins and outfit berths cut into the river bank. But the river, as always, was subject to tides.

There was always a frantic push to get as much outfit and commissioning work done at the yard before heading down river for sea trials. Invariably it was always touch-and-go with the tide and cries of “you’ve left it too late Wiko” would usually be accompanied with the engines starting up and the tug pulling away from to berth with oxy hoses snapping and welding earth leads twanging. The shore gangway would be left hanging in the water. More than once we did, in fact, “miss the tide” and spent the night on a mud bank halfway down the river, chomping on deep fried chicken waiting for the next high tide.

But that wasn’t the end of the excitement. Once we made it downriver, we would conduct full power wharf trials at Newcastle’s Throsby wharf. For ASD tugs this involved turning both thruster units outboard (to a neutral position) and running at full power alongside the wharf for an extended time. One day we noticed a Carrington Slipways truck quietly sinking through the wharf apron. The side-thrust of the tug had undermined the wharf and created a ute-sized hole in the wharf.

Bollard pull tests were another source of entertainment. Expediency over experience always caused something to go wrong (which was to be expected). The landside bollard was mounted on a rated 50-tonne concrete block. When testing a 55-tonne bollard-pull tug, it was hoped that there was a good factor of safety on the bollard. But it wasn’t to be. If you can imagine a bollard, set in 64 cubic metres of concrete, pulling out of the ground, skipping across a roadway tearing up asphalt, water mains and power lines as the tug hit 55 tonnes, that was the outcome.

Bollard pull tests were always difficult when dredging operations put a halt to activities while the dredger passed up the channel near the bollard pull site. This break in proceedings once caused the tow wire to be caught around the curb log of the dolphin. Not to be fazed, Wiko flagged down a passing mobile crane and offered the driver \$20 to “lift that wire over

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More than once we did, in fact, “miss the tide” and spent the night on a mud bank halfway down the river, chomping on deep fried chicken waiting for the next high tide.”

the curb”. He didn’t tell the driver there was a 500-tonne tug on the other end of the wire. As soon as he lifted the wire, the crane started to topple over. The driver jumped free of the cab as the crane rolled across the wharf and into the harbour. Not to be concerned about this little setback, Ken whistled up another crane to lift the damaged crane out of the water. Surprisingly, the engine started and the driver returned the badly crushed crane to his depot (where I believe he was promptly sacked). But the job got done. Ken Wikner, by his force of character and never giving up always delivered the vessel on time and on budget.

Sadly, in later years and after more than 150 successful new-builds, Carrington Slipways fell to the vagaries of unfulfilled government promises, political indifference and a liquidated damage claim due to late delivery of drawings from a third party. All these misfortunes happened at roughly the same time and the “best little shipyard in the world” finally closed its doors. The site at Tomago is still there. It’s visible as you drive north over the Hunter River at Hexham. Its been used by various other firms since those heady days of great shipbuilding but they are just a memory now. Wiko is no longer with us but the great memories of his larger-than-life personality live on.



Membership Update

We've hit the ground running in the New Year and the possibilities unfolding for 2021 are already outshining 2020. This year will hopefully provide the opportunity for me to meet many members in person, always nice to put a face to a voice over the phone. Plans for events, meetings and a conference are well under way, we are cautiously optimistic. Having used the time we were 'grounded in place' to release a marketing campaign promoting our members and institute through several different media platforms, we have been pleased to see flow on from this through increased phone calls and enquiries through our office, we hope members have had a chance to take a look at some of the advertising and are reaping similar benefits.

We are excited to have welcomed a host of new members over the past quarter, 22 in total. It is great to have both experienced and emerging surveyors join our membership community. I invite all to get involved in as much as you can within the institute - webinars, training opportunities, networking meetings as well as our conference and AGM.

Our community of like-minded professionals is one of the best parts of being a member of AIMS.

Stacey Taylor
General Manager - Operations

Continuing Professional Development

You've all seen my recent email requesting your CPD submission for 2020. Although the year was unique in our inability to attend face to face meetings and events, I have seen many members have taken advantage of the surge in online training and virtual networking opportunities. For those members who have already submitted your CPD, thank you. If you are struggling to find enough points, reach out to me. There are so many activities you undertake regularly which will count towards your points value, you'd be surprised how many you really have.

If you need extra, or want to build on your skills, why not take a look at our range of Professional Development Short Courses. I've completed a few of these myself and I was pleasantly surprised by how much I learnt.

I thought I had a decent grasp on the English language, but the English Refresher course opened my eyes up to punctuation and grammar I was consistently using incorrectly.

And there is no denying the many tricks I've learnt with Excel that have saved a lot of time when creating spreadsheets. Definitely worth a look, and available for many versions of Excel and 3 different skill levels.

We've got a few specials running at the moment - each of the below courses reduced to only \$160. All self-paced so complete in your timeframe from the comfort of your home or office.

Excel 2019/Microsoft 365

Choose your level - Beginner, Intermediate or Advanced to master new skills and learn how to make Excel work for you. This is a hands on course which allows you to work at your own pace. **\$160 for a limited time only.**

Grammar refresher

Explore the mechanics and correct use of punctuation in the English language. Even if you think you're on top of your English, you'd be surprised what you'll learn. **\$160 for a limited time only.**

Keys to effective communication

Become more confident in your communications, build rapport, make great first impressions and make yourself heard. **\$160 for a limited time only.**

Building teams that work

Learn the secrets to managing successful teams in the workplace. Develop your problem solving and leadership skills in this online course. **\$160 for a limited time only.**

Looking for something different? Visit our site to view our full range of courses available.
<https://www.ed2go.com/au-aimsurveyors/>

“

Those who keep learning,
will keep rising in life.”

Charlie Munger

Boat Shows

Pandemic pending, we will continue with our 2020 plans to have a presence at the Sanctuary Cove Boat Show in May and the Sydney International Boat Show in July. For those members interested in joining us for a few hours over the course of the weekend on the stands, I'll send an email for EOI's closer to the dates. We are expecting the turn out at these events to be huge and see it as a great opportunity to showcase our institute and members, so why not come along to help us promote you.



Things to do this month

- ✓ If you haven't already lodged your CPD for 2020, now is the time. Need help – give me a call or send an email
- ✓ Check out our range of short courses – it's a great time to learn a new skill
- ✓ If you are a grain surveyor, make sure you have submitted your 3 ships surveys for the past 3 years
- ✓ Save the date for the boat shows in your diary – we would love to see you there and welcome any members to spend a few hours on the stand with us.

Grain Surveyors

The drought has broken and our grain surveyors have been busy keeping up with demand. Susan and I have had several meetings with the Department of Agriculture to address the issues surveyors have been raising around grain surveys.

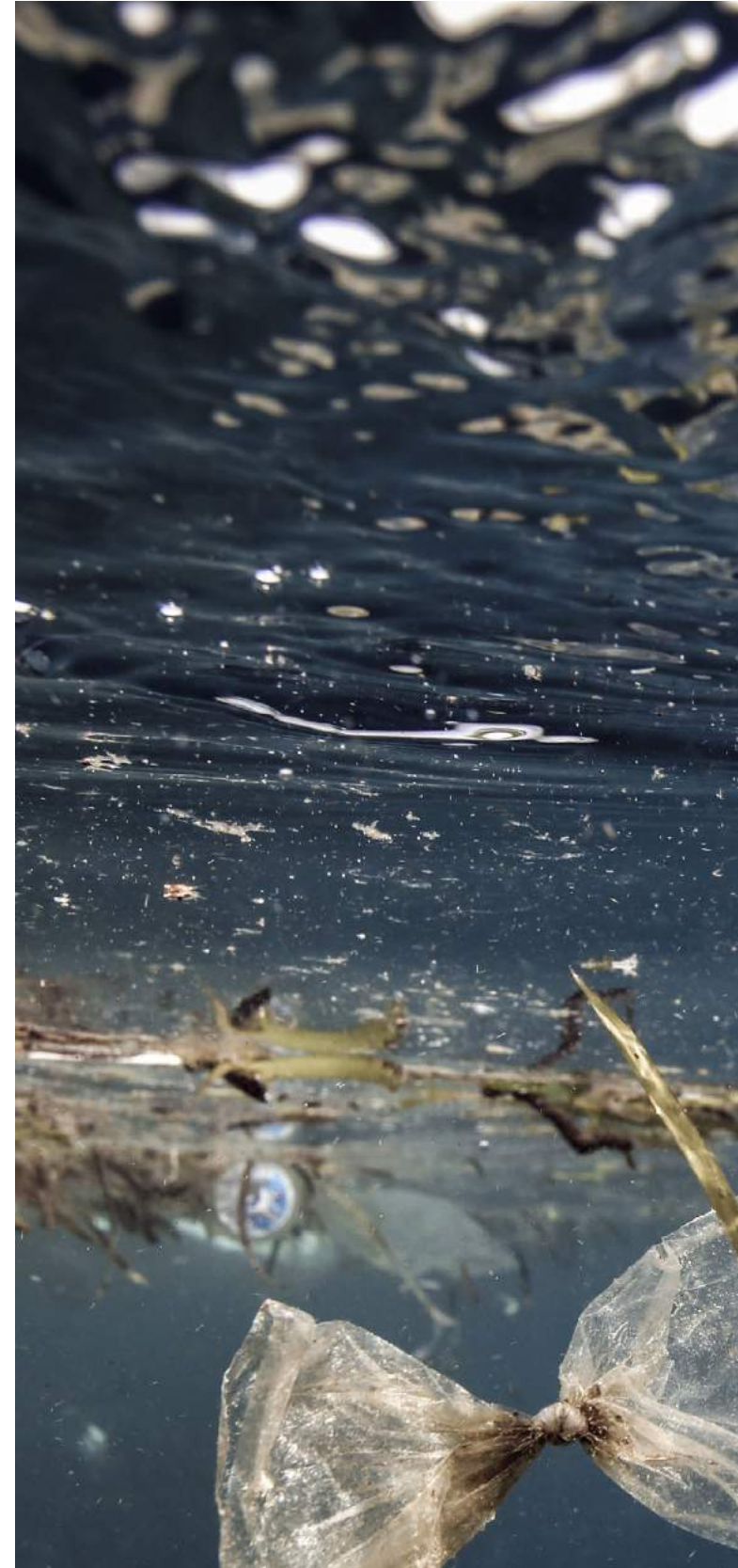
Be assured your communications and concerns are being heard and shared beyond our inbox onto the Department. It's not always possible to resolve these concerns in a meeting or two, but through a continued consistent approach to raising awareness of what is happening in the field, we aim to impact change to support our members in their ability to safely and fairly carry out their work.

It is crucial that our members are complying with the Export Control Act and carrying out their practice in a professional and ethical manner at all times. Whether acting as an Authorised Officer or Marine Surveyor in a grain survey, you are not only representing yourself and your company but also the institute.

The Code of Conduct for professional practice is the standard we hold our members to and expect the same from colleagues in return. If you become aware of breaches by members of the Code of Conduct or unethical business practice by surveyors or AO's not compliant with the requirements of the Export Control Act, put it in writing to us.

We will continue to make the Department aware of these occurrences in support of our rally for change.

Remember too, now we have returned to a prosperous season, I will be looking for evidence from our grain surveyors of their 3 completed grain ship surveys to maintain their accreditation in accordance with the requirements of the Export Control Order (2011). These can be submitted via email to info@aimsurveyors.com.au.



Partnership with Tangaroa Blue

We are thrilled to announce our partnership with Tangaroa Blue, an Australia-wide not-for-profit organisation dedicated to the removal and prevention of marine debris. We will be working hard this year to promote and raise awareness of the great work Tangaroa Blue does around our coastlines.

AIMS will be donating between \$10-\$50 from each of our professional development courses to this worthy cause as well as looking for opportunities to promote and support them throughout the year.

Want to get involved? Donations can be made directly to Tangaroa Blue, or why not take up a short course this year to gain some points and support a good cause at the same time.

If you prefer a more hands-on approach, consider joining one of their beach clean-up events near you.

More information is available at: <https://www.tangaroablue.org/events/>



**AUSTRALIAN
MARINE DEBRIS INITIATIVE**



20th – 23rd May – Sanctuary Cove International Boat Show
29th July – 1st August – Sydney International Boat Show
9th September – AIMS Conference
9th September – AIMS Awards for Excellence & Dinner
10th September – AIMS Annual General Meeting



Training on the Brain

Just saying...

I know that to most people training – and the need for it – is a pretty dry subject but recently I had the opportunity to talk to staff from a completely different environment to maritime and it struck me that they weren't much different after all.

When questioned, most of the staff told me that a strong knowledge of the industry, the emerging trends and the need to stay on top of things was vital to the success of their brand. Great I thought. Here is a company taking their work and their industry seriously. Well... not really.

When offered five basic questions about their brand from a customer perspective only 2 of the 6 staff, so one third of them, could answer the questions and disappointingly only one of the 6 could do so and sound like they actually knew what they were talking about.

When asked about the latest trends 4 out of 6 could list off at least three new developments or trends in the industry but when I asked what they really knew about them, the how, the why, the benefits etc the response was pretty dismal. 'How do you sell it, how do you promote it and what do you tell your customers' I asked. Responses ranged from 'I have never been asked that by a customer' to 'I just make it up at the time'. Pity the poor customer!

When I delved a little further and asked about repeat business and what they thought they might be able to do to contribute to that I could see that I had lost the crowd and that the conversation was going nowhere fast.

The experience left a lasting impression on me and kept me wondering why any person who openly, and seemingly honestly, voiced their love of their industry and claimed to be a professional could not or would not commit to any ongoing training or refresher courses. Quite frankly they simply couldn't see why they would need to do that given they were 'qualified professionals' and had 'already done enough training'.

It's great when organisations commit to training their employees and you would think that people lucky enough to work in an environment where training is encouraged and even paid for that it would be embraced wholeheartedly. Sadly, the time and commitment needed to upskill is usually seen as an impost, not necessary or not worthwhile but what was clear to me with this group was they just could not

see how this attitude might be seen from a customer's perspective.

A perfunctory performance by any worker, especially in a workplace where you rely on repeat business, is at best a perfunctory and unmemorable experience by the customer and, at its worst, is just plain disrespectful. Data shows that a perfunctory performance results in no loyalty. Despite whether the product or service was not actually bad, the impression doesn't last and so doesn't factor in future choices by the customer.

Perfunctory employees are much less inclined to work hard or ensure a good customer experience since they are, effectively, just going through the motions of the job. It's a job, a means to an end and while they still have that particular job there is nothing to worry about at all. It's usually only when they start looking for another job that the thought of skills and training comes to mind for them.

Talented people, professionals if you like, are seen as such and are employable because they convey confidence to customers and create an atmosphere of excitement and success but many people don't even think about their skills or what they can bring to a business until they are moving on.

We should all have a think about that for a moment because if you do you will realise the truth in it and yet it shouldn't be like that at all.

Consider how you feel when you, as a customer, get a great experience. How do you feel when someone solves your problem or when someone's advice is just what you need or when you simply get great service.

Now think about your clients and how your staff (or even yourself) react to them and then think about how you feel about your favourite restaurant, your favourite store, the bar you love going to or even your dentist/hairdresser/doctor...

Now take that thought process and apply it to your business. How's it going for you? Does anything need to change?

Update

The AIMS training division is currently making changes to our International Diploma and will be introducing a new stream that will better suit our offshore students and those who are not ready for the Advanced Diploma but want a combination of subjects that include foreign going ships, DCV and recreational vessels.

The International Diploma of Marine Survey and Inspection is currently being trialled but should be available in March. This Diploma can be tailored to meet a particular workplace and or used as a training program for new surveyors or trainees.

The Industry Certificate in recreational vessel survey will also be released in March and will be the minimum requirement for surveyors to include K3 in their categories on the website from July 2021.

Anyone wanting further information can email training@aimsurveyors.com.au or call us on 02 6232 6555.

We welcome all new students (27 since November) and hope that they take an interest in all aspects of the AIMS and we congratulate those who have graduated.

Basic Vessel Valuation Issue 4

by Adrian Seiffert

VALUATION OF A SHIP

Ship Valuations are usually undertaken by S&P Brokers who have vast knowledge and databases of ships sales. They usually take one of two forms, a simple letter or email, or a more detailed report including more particulars of the vessel how the valuation was established, basis of the valuation and the valuer's disclaimers etc.

There is little difference in the validity of the two formats, both are understood to be professional expressions of opinion.

Most ships are valued by the Desktop method. Most Valuation Reports are issued on the assumption that the ship is in good order and her hull and machinery is in line with her age, size, type, class etc. Please keep in mind that Many factors determine a ships valuation.

There are various methods in establishing a ships value however, 3 are basically used;

- Replacement Method
- Income Method (Earnings & Contract end)
- Comparable Sales Method

Banks and Financial Institutions etc are reluctant to accept any method of Valuation other than Comparable Method (Fair Market Value).

Some, however very few, may require a Valuation by the "Hamberg Evaluation Standard" (Long Term Asset Valuation Method).

This method relies on too many assumptions, avg life, say 25 years, any freight rates, financial costs, demolition prices and also based on Force Estimated Earnings. I personally do not consider this method.

Scrap (Demolition and Recycling)

This applies to vessels only to be sent to Scrapyards, mainly in India and Bangladesh, Pakistan, China etc.

This normally happens when a ship has reached its fifth special survey when it is around 25 years of age (or after the fourth Special Survey). The costs of this survey and the likely necessary steel renewals and upgrades and repairs etc normally become either impractical or uneconomical.

The Scrap Value of a vessel is based on the Lightweight Displacement Tonnage (LDT)

When a Ship is sold for Scrap Value (when it has reached the end of its economic life say at around 20-25 years of age) the steel melted down and the engines, gensets lifeboats and other sundry items are resold on the second-hand market.

Please keep in mind on high markets, ships are often put through "Life Extension" surveys which allow them to trade until they are much older.

In the shipping industry, it is understood to value a vessel does not generally include a condition report. Ship Valuations are therefore, generally regarded to as a "Desk Top Valuation" with a world merchant fleet of close to around 200,000 vessels, many of which need to be valued for various reasons maybe at least once a year, it therefore simply is not viable to inspect ships for valuation purposes.

It has to be remembered that many ship valuers are S&P Shipbrokers and are not trained or qualified to accurately quantify problems, deficiencies or required repairs etc. This is done by a Ships Surveyor or someone that is qualified in a particular field.

If you are requested to undertake a Valuation, and a Condition Report is also required, then services of a professionally qualified surveyor should be included with the Valuation Report.

The Courts are becoming familiar with the pressures which can be brought to bear on valuers. These arise from conflicts of interest in the profession. To be effective as a ship valuer you must have extensive experience of the ship sales, and basically it is only as a S&P Broker that will have such experience.

BASIC AGE DEPRECIATION OF A SHIP WITH NO CONTRACT

The below sample is a basic depreciation and only measures physical depreciation, based on age, (and is a guide only) with the ship being 15 years of age and has an economical life of say 25 years.

Reproduction cost	\$20,000,000
Less Estimated Terminal Scrap Value	\$2,000,000
Total	\$18,000,000
Economic Life 25 years ÷ \$18,000,000	
Estimated yearly Depreciation	\$720,000
Remaining Life 10 years x \$720,000	\$7,200,000
Plus, Scrap Value	\$2,000,000
Estimated Value at 15 years	\$9,200,000

A valuer can't just rely on the age depreciation method, they must also consider many other factors, including economic pressure, hull shape, engines, fuel economy, steel coatings, pay load, condition, where the ship was made etc and also maybe if a contract is in place When undertaking a Valuation of a Ship, "confirmed comparable sales of similar vessels" are by far the most important factor in any Ship Valuation.

The difficulty a valuer has when adopting the Market Approach – Comparable Sales when undertaking a Valuation of any type of ship is finding comparable sales, for example two bulk carrier's similar size and age etc maybe totally different.

It is highly important to gather as much information as possible about any comparable sales. Relying on just one or two comparable sales to form a conclusion could be potentially misleading.

It is extremely important to keep on file the detailed notes and comparable sales, of how a ships valuation was established, in case the valuation is ever challenged or disputed.

Disclaimer: Adrian Seiffert or Marine Auctions Pty Ltd will not accept any responsibility or liability, arising from access of these notes. These notes have been published in good faith and no responsibility can be taken into any inaccuracies.

Dying for a new boat? It shouldn't have to come to that.



Boats are what we do, not what you die for.

Getting out on the water is a favourite Aussie past-time and we want to help you make sure that the boat you purchase is suitable for you and what you want it to do.

Purchasing a boat is a big investment and things can and do go wrong so you want the best advice possible.

Engaging a Certified Commercial Marine Surveyor™ to help you buy a boat makes a lot of sense. A quality condition survey is the best investment that you will make as part of the buying process.

Getting it right the first time may just save your life.

So how do you choose a surveyor that is right for you?

There are no Government controls that regulate the minimum qualifications or experience required by a marine surveyor in the recreational boating industry.

The Australasian Institute of Marine Surveyors encourages boat owners to only engage a Certified Commercial Marine Surveyor™.

We care passionately about getting you out on the water because we love it too – but more than that we care about your safety and that means we care about your boat.

Check your marine surveyor's qualifications yourself or talk to us before you purchase a boat or engage a marine surveyor.

It's our profession, not our part time job.

To become a Certified member of the AIMS, surveyors must provide evidence of their qualifications and experience that support the areas of specialisation they advertise.

AIMS Surveyors also commit and adhere to the AIMS Code of Professional Practice giving you, the boat owner, greater peace of mind.

We want you to have a new boat but you shouldn't have to die for it!

Find a surveyor at www.aimsurveyors.com.au
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or call us on 02 6232 6555



Top: M.V. Ouro Do Brasil discharging Orange Juice Concentrate at Newcastle's West Basin.
© Ray Smith. MarineTraffic.com

Bottom: Marine Surveyor taking laser Ullages of Refrigerated Tanks containing Orange Juice Concentrate.

Hey, did you know?

Marine surveyors are employed to perform a wide range of services in the marine industry covering everything from draft surveys, hold and condition surveys, Domestic Commercial Vessels and Liquid Cargoes, such as Orange Juice?

Orange Juice Concentrate is shipped in to Newcastle on a custom 172m long and 26m wide Liberian Flagged Fruit Juice Tanker, M.V. Ouro Do Brasil.

With refrigerated tanks the vessel is able to carry hundreds of tonnes of Orange Juice Concentrate from Brazil to Newcastle's very own West Basin Wharf.

The concentrate is then pumped from the vessel and stored in one of the 11 large custom refrigerated tanks at around -7°C at West Basin Wharf. It will remain chilled in these tanks until it is transported out via refrigerated trucks to major supermarket retailers where it will eventually find its way on to the shelf as Orange Juice.

For this client, the marine surveyor is engaged to perform a range of Ullages and calculations to confirm the discharge manifest weight from the vessel.

Confirmation of the manifest weight allows the client to confirm the quantities of the product they are receiving for Stocktaking and quantity control.

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A Shipping Puzzle

by Kent Stewart

Do fourteen ships constitute an industry? That's my current tally of the number of ships in the Australian shipping industry. You can even name them all – the four LNG tankers, six ships on the Bass strait run, an aging cement carrier and some small Seaswift ships in North Queensland.

If you throw in a couple of FPSOs, a handful of struggling offshore industry boats and Seaswift's small fleet of landing barges you'd still be hard-pressed to call this an industry. It's like a farmer calling his sheep a flock when he knows them all by name.

It doesn't serve any purpose to say how we got to this sorry point. Suffice to say that it's the result of global market forces (read third-world crew wages), Australia's minute slice of world shipping, government indifference and an intransigent union movement that has alienated the general public and helped successive conservative governments indulge in Union Bashing 101.

No company in their right mind would invest in shipping in Australia, even if it was to guarantee delivery of their own cargoes. There's massive risk and there's just no money in it. As a consequence, all the ships mentioned above are about 25 years old and at the end of their economic life. There is little incentive to invest in new tonnage. In other words, we're likely to lose what we've got.

The whole complex issue of the rejuvenation of Australian shipping has been discussed, ad nauseum, in government white papers, Senate Enquiries, "Blue Highway" fantasies and queries as to why federal budgets shovel money into road and rail transport and leave shipping to drown in its own demise.

The downfall of Australian shipping is an historical study in itself. But even in its heyday our "Australian" fleet was tiny by world standards. At best we had just over 100 trading

ships. By comparison, in 1950, British Tankers Ltd (later known as BP Tankers) had 140 ships alone, British India had 94 ships, and then there were the likes of Cunard, P&O, Blue Star, Blue Funnel, Port Line Bank Line and others.

In Australia, BHP had seven ships, ANL's forerunner, the Australian Shipping Board, had a few ships. Australian shipping has always been small. This has a lot to do with our tiny population. On a world scale we are still a small country, many foreign cities have bigger populations than our entire country.

How did the demise of the Australian shipping industry come about? Well, Australia tenaciously clung to its British roots and as a consequence the ships were run like their British cousins. Conditions were atrocious. British ships had a reputation of poor pay, long swings, insufficient leave and dreadful food. It used to be easy to pick out a British ship – it had only one seagull flying behind it and that was only on one wing, it had a cut-lunch under the other.

“

Poor pay, long swings, insufficient leave and dreadful food.”

Up in Glasgow, old Andrew Weir used to stand on the breakwater watching the Bank Line ships come in. Any ship that had seagulls flying behind it, the Chief Steward got the sack as soon as they got tied up – “far too much waste on that ship!”

So, it's fair to say that we got the unions we deserved. Australian unions, through bitter and unbending tenacity, turned all those poor working conditions around. And gradually the ships became unaffordable.

So, did Australia ever have a viable shipping industry? Many coastal trades were never expected to turn a profit, they carried their own cargoes to guarantee supply. Our steel works and our oil refineries were a case in point. BHP operated a fleet of bulk carriers for the benefit of its steelworks in Newcastle, Port Kembla and Whyalla. Caltex, HC Sleigh and BP operated coastal tankers supplying fuel to Australian ports. ANL had a few profitable trades for a short while until cabotage was abandoned and operating costs knocked them out of contention.

The other intriguing thing was Australian ship registration. The British Merchant Shipping Act of 1894 saw all Commonwealth ships, including Australia, registered in Britain.

This situation continued until 1982 when the Australian Shipping Registration Act (1981) was introduced. So, prior to 1981 every ship in Australia was registered in Britain even if it was built here and never visited the country of registration. But by 1981 the Australian shipping industry was already heading south.

It's confusing, to say the least. Every ship in Australia had its homeport emblazoned across its stern. “Melbourne” seems to have been the favoured port for ANL and BHP, both having their head offices there. But these weren't the Ports of Registry. These ships were all entered on the British Ship Registry. The names on the stern, at the very best, only signified the vessels' home port (although few BHP bulk carriers ever visited Melbourne).

And at the same time, they proudly flew the Australian Red Ensign signifying they were ships of the Australian merchant fleet. Confusing? It was more than that. This vague situation meant that prior to 1981, very few people, including our trade ministers, were sure if we had a shipping industry at all.

It explained a lot of things. For example, it explained why Masters, Mates and Engineers tickets were accepted without question by British shipping companies. And why Certificates were granted by the “Commonwealth of Australia” and why much of the ship's documentation was the same as British ships. Remember the Discharge Certificates, exactly the same as in Britain.

Then there was the puzzling activity of changing “Articles”. This inexplicable ritual often occurred in the middle of a swing in some obscure port where you were paid out all the money owing to you, then at the same time you were re- engaged on new “Articles”.

I once did a “change of Articles” in Portland, a tiny rural port in Victoria. The Second Mate virtually cleaned out the Bank of New South Wales of all the cash they had and we all ended up with piles of twenty dollars notes in our cabins (this was before the \$50 note came along). So, we all trooped off to the Bank of New South Wales in Portland and opened savings accounts.

There was even confusion as to which flag to fly – the red or the blue ensign. In fact, the concept of “Ships of Shame” (the so-called “flags of convenience”) only came about after Australia had its own Shipping Registration Act in 1981. Coincidentally, about this time the British shipping industry was on the skids as well. British shipyards were closing down, companies (like BP Tankers) were changing their registry to the Isle of Man or elsewhere and Margaret Thatcher had her picture on dartboards in every union office the length and breadth of the UK.

Prior to Federation, all Australian shipping companies had their ships flying the Union Jack. After 1901, ships started to fly a variety of Red Ensigns. This situation continued up until 1953, when the Australian Flag Act cleared up a lot of uncertainty about which flag to hang off the stern of ships. But it wasn't until 1981, when Australia had its own Shipping Registry, that flag, homeport and registration all lined up.

So, these are some of the puzzling things about the Australian shipping industry. Did we ever have one and did it ever make a profit? We have a situation today where no-one seems to understand the past, least of all our political leaders, and we continue to flounder about discussing ways to rejuvenate the industry.

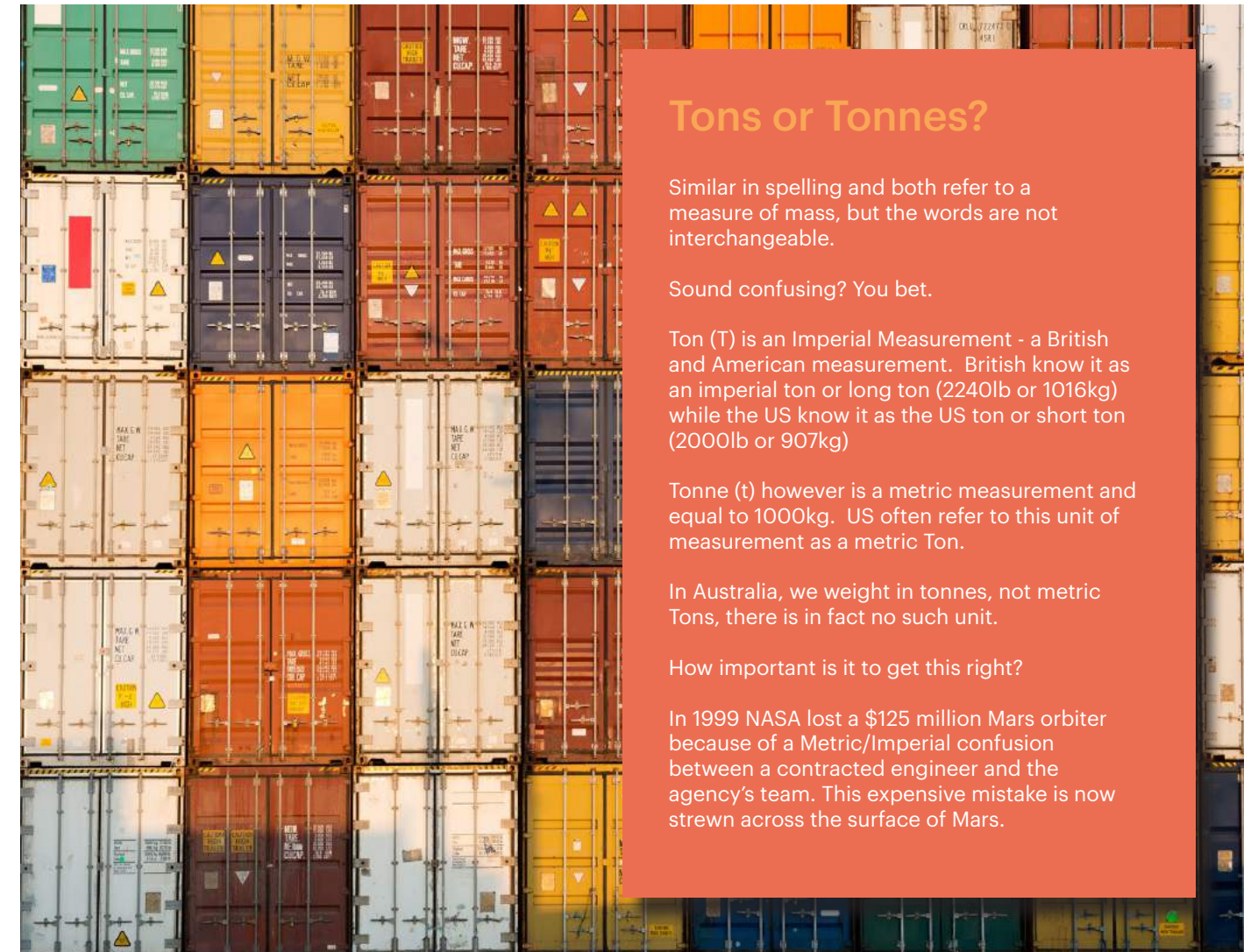
But there are a few facts that we can't ignore. We are an island nation dependent on our shipping exports for our economic viability. Ninety per cent of our commodities are imported by sea. Cars, clothing and electrical goods are just some of the items that were once manufactured here.

Our population density is clustered around our coastline, yet we have no Australian shipping industry. Doesn't that strike you as odd? Nor do we have any means of training people to enter the shipping profession. Where will the next generation of pilots, tug masters and surveyors come from? The Australian shipping industry is a puzzle with many pieces that our leaders don't understand.

One day this short-sightedness will come back to haunt us.

“
The Australian shipping industry is a puzzle with many pieces that our leaders don't understand.”

“
Very few people...were sure if we had a shipping industry at all.”



Tons or Tonnes?

Similar in spelling and both refer to a measure of mass, but the words are not interchangeable.

Sound confusing? You bet.

Ton (T) is an Imperial Measurement - a British and American measurement. British know it as an imperial ton or long ton (2240lb or 1016kg) while the US know it as the US ton or short ton (2000lb or 907kg)

Tonne (t) however is a metric measurement and equal to 1000kg. US often refer to this unit of measurement as a metric Ton.

In Australia, we weight in tonnes, not metric Tons, there is in fact no such unit.

How important is it to get this right?

In 1999 NASA lost a \$125 million Mars orbiter because of a Metric/Imperial confusion between a contracted engineer and the agency's team. This expensive mistake is now strewn across the surface of Mars.

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