



Shipsshape



From the Bridge

KEEPING THE FAITH – TURNING DREAMS INTO REALITY

A very late Christmas epistle. My apologies. Where has time gone. Talk about Dr Who and his Tardis. There are times when I feel I am travelling in it – very, very fast forward.

We spent a wonderful few days in Canberra for our AGM, Biennial Conference and Awards for Excellence dinner. The Conference and Dinner were both very well attended and were great successes – further stamping the AIMS as a major player in the Australian Maritime sector.

As an added bonus Susan and I were invited to lay a wreath at the new upgraded Merchant Navy Memorial. A moving experience. The MN Memorial is well worth a visit when you are next in Canberra.

It was at the Conference opening that AMSA announced their funding of the AIMS Indigenous Training scheme. This is a major break though for the AIMS in both the training aspect and working in partnership with the AMSA

In particular we would like to thank Al Schwartz and Brad Groves from AMSA for their generosity in providing speakers for the conference on hearing of the tragic passing of Eric McIlwains' daughter. It is said that in times of trouble the maritime industry is second to none in pulling together and supporting each other and this was certainly evident throughout the whole conference week.

AMSA acknowledged the milestones that the AIMS has achieved over the past 7 years and paid tribute to our CEO for her efforts in bringing the marine survey industry and our members into the professional body that it is today.

December not only gives Susan and the Executive a bit of a breather it also allows us to look ahead. Planning for 2020 is already ongoing with the first Executive meeting planned for the 10th January in Brisbane.

One of the big items on the Agenda will be planning for a young surveyors committee and the possibility, in time, of having a representative on the Executive.

This was flagged to the Executive when two of our young Members, Ben Weedon and Alroy D’Costa were invited to London to be part of the inaugural meeting of the Nautical Institute’s Younger Members Council. Additionally, in this year’s Awards for Excellence we saw a record number of talented young surveyors nominated for the Steve Beale Rising Star Award.

Now is the time to capture the talent of young members and encourage their continued development. Once again AMSA came to fore and have offered to provide the winners of the award with work experience on an AMSA project or within an AMSA division.

The CCMS scheme was, in my opinion, one of the most important steps the AIMS has taken since its inception. The scheme is a major part of the continuing quest for professionalism and shared values that are so vital for our continued growth and industry standing. At this time, while only some 35% of the Members are CCMS we will continue to promote these members and the scheme to industry.

While some may claim that the percentage of members is low it is worth remembering that it is not easy to become certified nor easy to remain as such. The Executive and Council encourage members to seek the assistance of the office staff and to pursue the application process. The more members who are certified the more the reputation of the industry increases and the more support we gain from Government across the board. Stacey, our new membership manager will be working with Susan on the application forms to see where improvements can be made.

I would also like to add that a usable Code of Conduct is the bell-weather of any professional association. In our industry trust is non-negotiable. We have seen the recent problems with the banks, financial institutions, aged care facilities and building inspections in New South Wales.

We cannot allow any erosion of public trust to affect the standing of the AIMS. To that end I commend our members to date who have signed and returned the Code.

The head office staff have advised that as of December 62% of the membership (75% with students) have signed and returned the AIMS Code of Conduct. 2020 will see 100% of Members signed up

My yuletide article is titled “Keeping the Faith – Turning dreams into reality”. And this is what I believe 2020 will be – a year that will be the culmination of many things we started seven (7) long years ago.

We started with a dream, a very, very optimistic business plan and not much else.

How do you measure success? What is the definition of “success”? Does your business have one?

Success could be seeing the fruits of a decision taken 7 years ago in action.

I recently did a survey with a younger member who had recently graduated with a Diploma of Marine Surveying. His subject knowledge and overall presentation were second to none. Welcome to the future I thought. Marine surveying now has one.

Again – and I keep saying it – thank you to Susan without whom our bells would definitely toll. Long may you reign.

To the Executive – thank you for another year of fun meetings and free advice. AIMS would not be where it is without your input and hard work.

To the AIMS membership – enjoy the Christmas break – or the small portions thereof that you can – and we will see you all again in the New Year.

Stay safe.

Peter Murday – President





CEO Message

What can I say about the year that was?

As I look back on the year, despite the few set-backs we experienced we also saw moments of solid achievement. For one, the conference was a huge success and as professional body we saw unprecedented growth in both membership and students.

I feel that we managed to cement down a few major goals in the areas of CCMS and along with that there was also a surprising numbers of members who undertook CPD and sent in their code of conduct.

On a financial level we also experienced better management processes that led to a small profit at the end of the financial year which in turn has resulted in us having sufficient funding to achieve our goals for 2020.

In our last newsletter I asked members to bear with us through the changes in staffing and I received immense support for which I am very grateful.

Unfortunately, the role of General Manager did not turn out as well as expected and we have had to revisit staffing yet again. I am pleased to say though that we now have a new Membership Manager – Stacey Taylor.

Stacey will not be based in Canberra but will attend the office a couple of times a year to work with me and we seem to be coping very well with meetings and conversations via ZOOM.

Stacey is a very experienced office manager and also has a good grasp of the marine survey industry.

She is a very good fit for the AIMS, has great customer service skills and is very willing and able to assist members wherever she can so I am sure that she will be well liked by all.

The Coming Year

Peter Murday noted in his missive that we are already planning for 2020 with the first Executive meeting scheduled for 10th January in Brisbane.

We have achieved much of our strategic plan that was published in the last annual report. While the business plan will need some amendments, we have a succession plan in place to ensure the future of the AIMS, the training division has also been overhauled and the new system and qualifications are working well.

On succession plans, one of the major things that will happen in 2020 will be the changes to the Executive and Council.

Next year both the President and Vice President roles will be up for re-election and I do encourage all members to think about this, to consider running for a position or nominating a worthy person and to make sure that they have their say via the voting process.

I will also be setting up new sub-committees, not the least being the Young Surveyor Council. I think it is important at this stage of the evolution of the AIMS to ensure that young surveyors are able to contribute to the AIMS and able to help us to continue to support them as they move up in the industry.

Please feel free to send me some feedback or ideas for other subcommittees that you think might be useful in terms of planning for the future, developing standards for new areas of surveying or addressing our business goals.

One area that I think is of importance is marketing of the Institute. We did undertake some worthwhile marketing activities this year but more needs to be done on this to make sure that the AIMS is consistently recognised as the peak industry body for marine surveyors. I think that a dedicated committee would be an excellent start.

Interestingly, over the past 13 months, both Peter Murday (Nov 2018) and myself (Nov 2019) received recognition by DCN for our work within the industry and in particular for the efforts made to the professionalism of the industry. This has also gone a long way to promote the AIMS.

We will also be revisiting the Constitution this year as a result of member input at the 2019 AGM. Members have requested that we look at the membership criteria for full members and also that we consider affiliates or partner sponsors as part of our marketing.

Initially, I will provide information on the proposed items at State meetings to be held very early in the year and we will go to a vote using survey monkey to ensure that every member has an opportunity to provide input.

Self-regulation is still a slow but steady pathway with only a few more hurdles to overcome with the Australian Competition and Consumer Commission and I am sure that this will be easier with the support that we receive from AMSA as our primary regulator.

I will be seeking assistance from a legal adviser to get this over the line once and for all. While we will see some copycat certification schemes for surveyors being introduced in the coming year, I feel that we have a solid foot in the market for our members. This too would be suitable for a subcommittee to help me manage the final stages.

AMSA

I am very pleased with how our working relationship with AMSA has developed this year and so very grateful for their support at our conference and Awards for Excellence.

Much of the success of the conference was due to the rallying of AMSA via Kim Green, Al Schwartz, Brad Groves and Rod Maher and Grant Judson. Thanks to all!

Next year will see more joint projects – the Indigenous Training Strategy will kick off early in the new year thanks to generous funding from AMSA and we will continue to schedule regular meetings.

We will be supporting AMSA wherever we can, especially with regulatory changes likely in the first half of 2020 and I will be actively responding to the Productivity Commission draft report and attending their workshops as scheduled.

So, while there will be some brief respite for me over Christmas the coming year looks just as action packed as 2019!

I would like to thank everyone for their support and their kindness, not just to me while I was recovering from a broken leg but to those members who had a difficult year or experienced tragedy. I am proud to be part of this wonderful cohort of maritime people and looking forward to working hard for you all again next year.

Merry Christmas, safe travels and may you smile happily and often with your family and friends over the festive season.

Susan Hull – CEO





Ship to Shore

Once again, we are using this section to post interesting articles and technical information sent in by members or industry experts.

As a regular feature Adrian Seiffert from Marine Auctions will contribute a quarterly piece on appraising and valuing vessels. You can download the article from the members only section of the website and If you have any questions regarding the article please feel free to contact Adrian on adrian@marineauctions.com.au

VALUATION INTRODUCTION

Firstly, it is in my opinion that any person, if it be a Surveyor, Boat Broker or other, undertakes a Valuation of any vessel or asset, is basically called a Valuer.

With Valuations having more legal and financial implications, it very important that a Valuer provides expert and well researched Valuations for their client.

Valuations are often used in many legal issues and often need to have backed up proof as to how the value was arrived at and why. We are now seeing an increase in legal proceedings and for that reason, any person undertaking Valuations must have their P.I Insurance up to date.

Also, if you fail to maintain the working papers and how the value was established this may affect the credibility of the Valuation.

Valuers could also possibly incur liability from third parties, usually a person who is affected by a Valuation, but who are not the Client who engaged the Valuer.

If a client uses a Valuation to assist in selling a vessel and the purchaser (the third party) relies on the Valuation in determining the purchase of the vessel, then later finds that the Report overvalued and was in excess of the true valuation, the third party could have grounds for legal action against the Valuer who indicated a Valuation figure in their Survey Report.

The party undertaking the Valuation, whether it is on behalf of a Bank, Financier, Owner, Lawyer or Insurance Company, or any other person, is liable for the opinion he gives. Numerous third parties can also, often depend on the integrity of the Valuation. This should never be forgotten.

So, it is important that if you are doing a Pre-Purchase Survey, which includes a Valuation, it is of the up most importance that your Valuation is worded correctly.

That is why every Valuation should state something along the lines of; "In accordance with our standard practice, this Valuation is solely for the use of the party to whom it is addressed. Reliance on it by a third party cannot be relied on and no responsibility to any third party is or will not be accepted for the whole or any part of its contents.

While such disclaimers do not relieve a Valuer of duty of care, Courts are likely to hold the person undertaking the Valuation liable if they can be shown to have been negligent and, if required to do so, are hard pressed to explain and justify the Valuation.

Valuations and/or Appraisals are regularly provided by Valuers, Surveyors and Brokers etc., in various formats, including a letter, a formal Valuation Certificate, part of a Survey Report and in some cases by email.

Whatever format is given, the document is basically a Valuation and whatever document is given, it is a professional opinion and would be treated as such by the Courts.

Any person undertaking a Valuation would be advised to include the wording, **“it is an opinion only”**, however, keep in mind that if the Valuation was ever challenged and the Courts found that the Valuation was inaccurate in anyway, the party undertaking the Valuation could be liable.

Any Surveyor undertaking a Pre- Purchase Survey, or an Insurance Survey that indicates a value, must keep a copy of the Valuation of file, including all documentation, comparable sales and also how they established the Valuation figure.

Now, more than ever before, more accountability and supporting documentation is required by any person undertaking a Valuation. Whoever undertakes the Valuation, whether it is a Valuer, Surveyor or Broker, must show how the Valuation figure was arrived at and must be able to justify how you came up with the figure.

It is absolutely imperative to keep detailed notes on how the Valuation figure was obtained, in case the Valuation figure is ever disputed.

Even if you know the Valuation value of a vessel, you must be able to justify that figure.

I recently was instructed to undertake a Valuation of a vessel and the Owner had a recent Survey undertaken which indicated a value of the vessel of well over \$2m.

The Valuation section of the Survey Report did not indicate the, **Valuation Methodology, Valuation Approach, and Valuation Definitions**. I will go into further details of these meaning in a later issue.

The valuation I undertook of the vessel had an Estimated **Fair Market Value** of around \$1.5m.

It looks like one of us got it wrong as the difference between the two Valuations was well over \$800,000, I have all my working notes and also how I justified the value.

If a free Certificate of Valuation is issued to a Client, the person undertaking the Valuation is **not exempt from any liability** and that person supplying the Appraisal or Valuation, could be held liable!

Disclaimer: Adrian Seiffert or Marine Auctions Pty Ltd or the AIMS 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.

JANUARY 2020 IS START DATE FOR NEW LOW SULPHUR COMPLIANCE

Courtesy of AMSA

A reminder that from 1 January 2020, regulations for ship's fuel oil are changing.

- From 1 January 2020, all ships must use fuel oil containing a maximum of 0.50 per cent m/m Sulphur.
- From 1 March 2020, ships cannot carry fuel oil with a Sulphur content of more than 0.50 per cent m/m unless the fuel is being carried as cargo.

Ships can carry fuel oil with a Sulphur content of more than 0.50 per cent m/m until 1 March 2020, however it cannot be used from 1 January 2020, unless an approved exhaust gas cleaning system is in operation.

These requirements apply to all ships and vessels globally, **including those operating domestically** in Australia.

You can get more information on compliance requirements, approach to compliance by AMSA, fast facts on fuel requirements and developing SIP's at this link

<https://www.amsa.gov.au/marine-environment/air-pollution/compliance-low-sulphur-2020>

AMSA expose unauthorised registration and certification services by an Australian based consultant.

AMSA have published a news article related to an Australian-based individual offering unauthorised registration and certification services with respect to the Jamaican Ship Registry.

You can read more at this link

<https://www.amsa.gov.au/news-community/news-and-media-releases/warning-unauthorised-certification-services-behalf-maritime>

PORTS AUSTRALIA NOW ON BIO-SECURITY FUTURES GROUP

Ports Australia has now been included on the Department of Agriculture's Biosecurity Futures group, a collective of industry leaders providing strategic advice to government on how best to safeguard Australia from biosecurity hazards.

<https://www.portsaustralia.com.au/blog/ports-australia-on-biosecurity-futures-group>

A video of a small cargo vessel sinking at Lewobela Port, Lembata island, Banda sea, Indonesia has gone viral on YouTube.

According to Fleet Møn website, the ship capsized and sank on 10th Dec, 18:15 hours and was deployed in the Indonesian Government Maritime Highway program, which was launched several years ago to boost sea connectivity and cut shipping costs.

To view the video footage of the incident, use this link

<https://www.marineinsight.com/videos/video-cargo-vessel-sinks-at-berth-in-indonesia/>

Weighing on belt converters questioned!

And finally, this week Peter Murday forwarded an article he came across in the ABH Review – very interesting – particularly 4th page half way down where he claims draft surveys are only accurate for range +/- 2%!!!

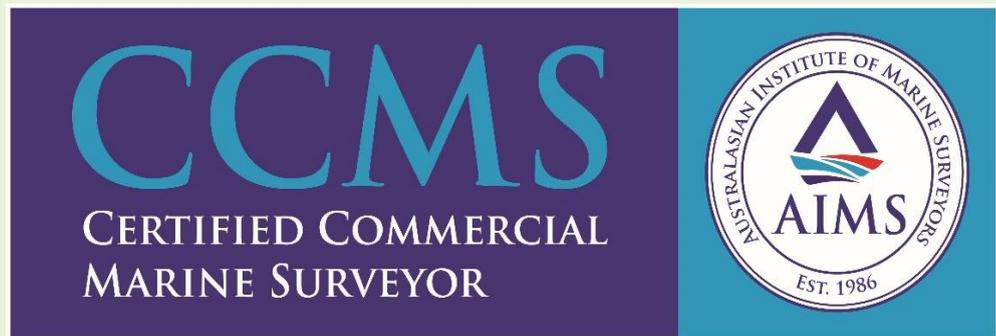
Peter thinks we need to challenge this by asking ABH for right of response and we would like to know what our members think and whether they have anything to add.

You can find the article on this link or from the members only section on the website – ABH article.

</resources/Documents/Weighing%20on%20belt%20conveyors.pdf>

Please email me on execoff@aimsurveyors.com.au with your comments.





Hello to all AIMS members.

I am Stacey Taylor and am the new Membership Manager for the AIMS. I have previous experience in the administration side of the Marine Surveying industry and am looking forward to using this experience to assist me in my new role with the AIMS.

I am eager to get to know you as the members and will be looking for ways that I can better support you and assist in the growth of the institute.

I will have a new phone number next year when we return from the Christmas break but in the meantime the usual contact numbers and email will still be active. We are still ironing out the details of my work hours and I will advise further in the New Year. Until then I am regularly checking emails at info@aimsurveyors.com.au so feel free to contact me.

MEMBERSHIP RENEWALS

All membership renewals have now closed for the 2020 year. A huge **Thank You** to all members who paid their renewals promptly.

MEMBER DIRECTORY

The new 2020 Member Directory has now gone to print and will be distributed early in the New Year. To ensure you receive your copy, log onto the website and check your address details are up to date. If you have a home and business address listed, select your preferred contact address. Unsure about accessing or updating your details online? Send an email to me and I will be more than happy to help you out.

CODE OF CONDUCT

One area of focus for the New Year will be ensuring all our members have returned a signed Code of Conduct.

This important document is a compulsory part of your membership and assists to maintain our members professional standards and reinforce what the AIMS stands for within our industry.

To date 62% of members and some students have returned the form. Thank you to all those members who have complied.

The Code of Conduct can be located half way down the Members Only page.

- Log in to the AIMS website
- Go to Membership Tab
- Click Members Only

You will find the Code of Conduct directly under the Constitution tab

If you cannot access on the website send me an email for a copy.

THINGS TO DO THIS MONTH

- Sign and return the AIMS Code of Conduct
- Talk to me about Certification
- Check your details are up to date on the website:
 - Organisation*
 - Business Address*
 - Best Contact Number*
 - Email address*
- Have a safe & prosperous Christmas & New Year

I am excited to see where 2020 will take us.
Stacey Taylor



Education, Training and Professional Development News

The International Diploma has been updated and new units added. It is also a much more flexible qualification than the old one and one that can be tailored to suit a particular workplace or specific training requirements of individuals.

The flexible payment plan has also resulted in an increased uptake of students and existing members undertaking CPD.

The Advanced Diploma is now being finalised and will have some further changes made during the Christmas break and into the first quarter of next year. This qualification has attracted international surveyors wanting to either upskill or formalise their skills and we have students now in Singapore, Indonesia, the United Kingdom, the Netherlands and the United States.

The Indigenous Training program is set to be launched in early 2020 and we have now received 8 great resumes to go through. Anyone wanting to get involved and offer work and experience to our indigenous soon to be members should contact me early in the new year.

Also, if there are any members out there who can help me to develop an introductory marine survey course please let me know.

Thanks again to the many members who submitted CPD points over this year and a reminder to those who have not that CPD is due prior to June 30, 2020.

If there are any training programs that you believe that we should develop specifically for CPD please let us know and if you can help all the better!

Students

We have enquiries from members seeking trainees / students undertaking the Diploma or Adv Diploma. There are vacancies in NSW and WA – if you are looking for experience in draft survey, cargo or similar areas please email training@aimsurveyors.com.au

