



*Shipshape*



## From the Bridge

### Battening down the Hatches

As I write this it is clear all marine surveyors are facing uncertain times with many new challenges. It is quite possible that the future of the entire industry is at peril. Decisions are being made hourly – by politicians – over which we have no control or input. Our businesses, our very profession shall live – or possibly die – as a result of the decisions made.

The AIMS Executive, CEO and Administrative staff have taken on the task of protecting our Members as best we can.

With our Headquarters based in Canberra, our CEO Susan Hull is in a perfect position to monitor the latest developments and promote our cause to the various Government Departments.

Over the past few days Susan has answered dozens of calls from concerned members and is working to keep abreast of situations and communicate changing conditions and developments to members.

Susan has worked with the Department of Infrastructure to ensure marine surveyors are able to go about their work without fear of prosecution. The AIMS “Notification of Authority to Travel” was produced for the Members with this in mind to ensure essential services can continue to operate.

We need our Members to immediately alert us should they come across examples of officials or others interfering with our right to work on board commercial vessels as described under the ANZIC Code.

As has often been repeated - difficult times such as these bring out the best in people – and the worst. We’ve all seen examples on the TV.

We would like to think that AIMS Members will continue to support their clients and their colleagues throughout this pandemic, at all times upholding our high standards of ethics and service.

We also need to support each other and find ways to assist those members who, in the course of their duty, may be struck down by this virus.

Australia is now under huge social and economic stress.

As an essential service we are committed to continue doing our bit – to ensure uninterrupted supplies of imported consumables for the public and making sure that our exports of minerals and food stuffs are maintained to generate much needed income.

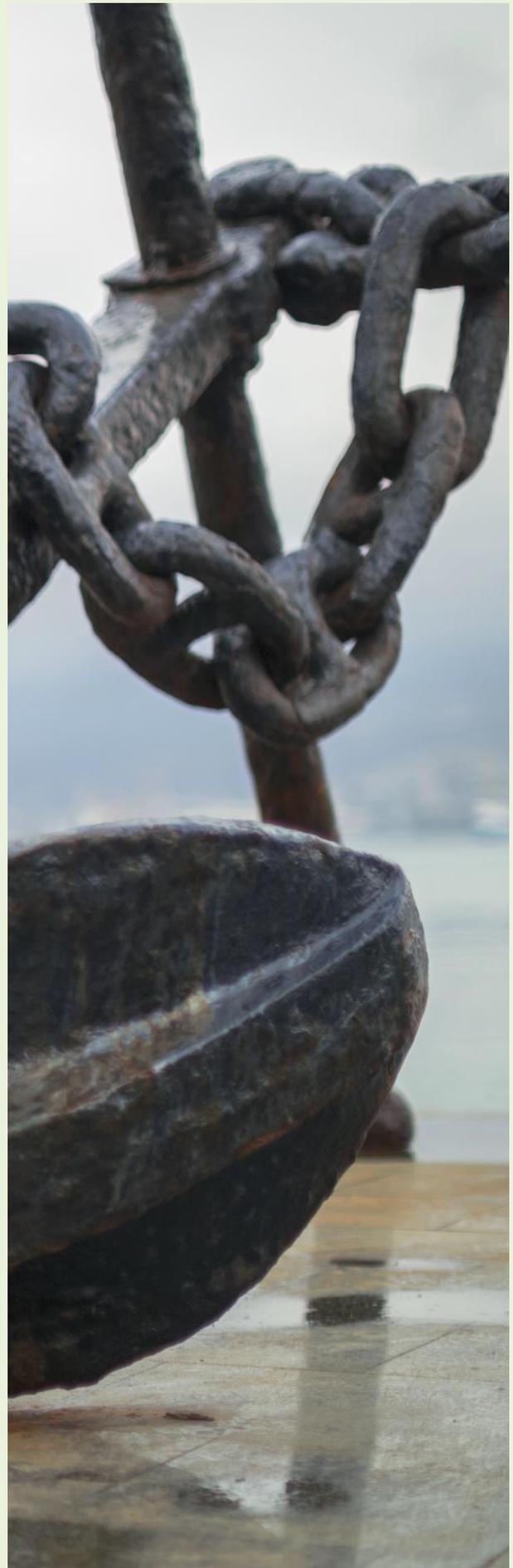
We shall continue to go about our work – day and night - safely as always. We neither seek nor expect the clapping of hands or the glare of the TV camera.

Our efforts will not be mentioned. But we – the 400 – shall know what we have done

Hopefully this virus is beaten much sooner than later. I wish everyone all the very best.

Susan and her team, as always, are available to try to assist Members with any problems they may encounter over the next few months.

**Peter Murday – President**



# Maritime News

## Shipping Industry sees growth in remote surveys in times of crisis



As the maritime industry adjusts to the constraints placed on people's movements imposed by governments to limit the spread of the coronavirus, remote ship surveys and inspections are becoming increasingly popular.

Classification societies have seen a surge in remote inspections despite the fact that the industry has been relatively slow in the adoption of new digital technologies.

Specifically, remote surveys and inspections mean that surveyors don't have to be physically present on board a vessel, which is especially important during these challenging times caused by COVID-19. Instead, by using an online connection or video streaming link, a team of remote surveyors can provide support to vessels anywhere in the world with documentation, images, video and input provided by clients and crewmembers.

Digital technologies ensure that class services are delivered without disruptions, without compromising the safety of crew and surveyors. It is likely that remote inspection devices could become commonplace in the future, replacing or assisting the attendance of surveyors.

The impact of the global COVID-19 crisis has prompted demand for DNV GL's remote survey services. The classification society said it has undertaken some 15,000 surveys and inspections since the launch in October 2018.

*"The use of remote surveys has meant that we have been able to limit disruptions to customer operations resulting from travel bans or quarantines involving our surveyors,"* Knut Ørbeck-Nilssen, CEO, DNV GL – Maritime, explained.

*"Ship operators are able to receive immediately updated and verified electronic certificates, which make their business dealing with class, authorities and vendors much more efficient."*

In 2019, for some survey types, up to 2 percent of all surveys were conducted remotely, with more than one third of clients having used the service at least once.

The Liberian International Ship & Corporate Registry (LISCR) has approved the use of RINA's remote technology for inspections of Liberian-flagged vessels. It is anticipated that the decision by LISCR could shortly be followed by other flag administrations.

Italian shipowner d'Amico will take advantage of this facility in a pilot case on its fleet.

*"The shipping industry is currently facing an unprecedented challenge and shoulders the responsibility of maintaining the flow of international trade during this crisis,"* Alfonso Castellero, COO of LISCR, said.

*"To ensure operational continuity, it is vital that we remain flexible and adjust our procedures in a way that protects personnel from exposure to the virus, while also increasing efficiency. RINA's remote inspection technology ... facilitates the normal operation of our fleet by making vessel inspection completely accessible during a time when surveyor travel is near impossible."*

*"Shipowners and all operators in the sector are now facing an unprecedented challenge that can only be won by staying united and finding together technologically advanced solutions to protect human life and to ensure the continuity of operations efficiently,"* Salvatore d'Amico, Fleet Director at d'Amico Società di Navigazione and Honorary Consul of the Republic of Liberia, noted.

*"For many years now, the d'Amico Group has been collaborating with RINA to apply technology to the shipping industry, which, at this time more than ever, proves to be essential in inspecting ships remotely when surveyors can't go onboard."*

RINA began trialling remote inspections as part of the classification society's broader digitalization initiative back in May 2019. This initiative included surveys, but also electronic certificates, fleet performance online monitoring tools, electronic logbooks, virtual reality training and general remote inspection techniques.

From May 2019 until the end of February 2020, approximately 300 inspections have taken place, but now that figure has shown a sharp increase with a further 60 inspections predicted in March 2020.

ABS, another classification society, has also faced an increased demand for its remote survey services.

The company decided to expand its remote survey options for vessel owners and extend its remote survey and audit services for equipment and materials manufacturers and other key service provider firms.

ABS has expanded its remote offerings to include drydocking extensions and radio renewals and will offer additional remote services in the near future. Additionally, it has extended its remote survey and audit services to existing equipment manufacturing and external specialist clients enrolled in ABS programs in the United States, South America and Europe.

According to ABS, access to remote surveys and audits allows for business continuity, particularly during challenging times that may create scheduling conflicts, personnel or logistical issues such as the current COVID-19 period.

## **New requirements for live sheep exports in Australia**

The Department of Agriculture, Water and the Environment is introducing new requirements for live sheep exports to, or through, the Middle East following the finalisation of the regulation impact statement in March.

The changes will see improved animal welfare, with a focus on conditions to manage the risk of heat stress during the northern hemisphere summer (1 May to 31 October). This will apply from 1 May 2020 onwards.

Under the changes, Australian live sheep exports will not take place to, or through, the Middle East to any port from 1 June to 14 September. There are additional prohibited periods for Qatar (from 22 May to 22 September) and for Oman (from 8 May to 14 September).

Additional conditions will also apply to voyages departing between 1 May and 31 October to manage the risk of heat stress in sheep.

All voyages during the northern hemisphere summer must now be equipped with automated environmental data loggers, with the temperature and humidity recorded and reported to the department.

Exporters will also be required to ensure sheep depart with the shortest wool length possible—not exceeding 25 millimetres.

Voyages arriving in the Persian Gulf or Red Sea after 1 June or leaving Australia between 15 and 30 September must have no more than two ports of discharge.

These changes have been made by the independent regulator under the Australian Meat and Live-stock Industry Act 1997.

## **Changes to tough restrictions on ships docking at Queensland ports appear to be working, according to industry.**

A Maritime Safety Queensland condition preventing ships from docking in Queensland until they had spent 14 days away from their last port, in order to halt the spread of coronavirus, attracted criticism. Notably, there was concern it would delay the provision of key imports during a time of crisis.

This was later changed to a “two-port policy” with different conditions for the ports of Brisbane and Townsville, the two key container ports, compared with the rest of the state. Shipping Australia was particularly critical of the earlier MSQ policy but a spokesperson for the industry group indicated the revised policy was working reasonably well.

“The amendments are working in the context of shipping lines bringing in everyday goods for Queensland families into Brisbane,” the spokesperson said. “We understand restrictions in respect of China are under review.”

Shipping Australia still has concerns about the impact of 14-day upon bulk trades to the 20 other Queensland ports and SAL deputy CEO Melwyn Noronha said consistency with national laws was vital.

“Freight and logistics are vital to Australia’s supply chain,” he said. “The port supply chain should be viewed as an essential service as governments assess further stages beyond the current shutdown measures.”

## Spirit of 1770 company fined for reckless operation

The company which owned Spirit of 1770, a passenger vessel that caught fire and burnt to the waterline with 42 paying customers and four crew members on board while returning from a voyage to Lady Musgrave Island on 11 May 2016, has been fined \$25,000 for reckless operation of a commercial vessel.

Read more here <https://www.amsa.gov.au/news-community/news-and-media-releases/spirit-1770-company-fined-reckless-operation>

## AMSA have just published an updated set of guides to the equipment vessel owners need to have on board



Each of the 12 guides provides a simple reference for vessel owners to meet the equipment requirements based on vessel type and operational area.

The guides are now separated into lists of safety equipment and other equipment, to help make it easier to follow. The safety equipment section includes the safety gear for ‘existing’ vessels that became mandatory from 1/1/2020.

The equipment guides are general in nature and may not apply to individual circumstances.

For full details refer to the National Standard for Commercial Vessels Section C7: Equipment. <https://www.amsa.gov.au/about/regulations-and-standards/nscv-section-c7-equipment-guidance-notices-surveyed-vessels>

## Crew Members of Maersk Boxship Test Positive for Covid-19

Five crew members of a Maersk owned, and operated containership docked in Ningbo, China, have tested positive for coronavirus.

Maersk spokesperson told our publication that the tests from a total of seven seafarers evacuated from the ship last week came in yesterday, March 30. The seafarers started showing symptoms three days earlier and were immediately isolated on the vessel.

*“One of the seafarers has been diagnosed with Covid-19 and four seafarers are asymptomatic infected individuals. The other two are tested negative. The hospitalized seafarers are all in stable conditions,”* the spokesperson said citing a report from local authorities.

The 9,074 TEU vessel was awaiting phasing into the company’s network before some of its crew got sick. The ship is currently idle at the quayside in Ningbo, China.

Maersk said that extra precaution measures would be taken for crew replacement, adding that the vessel will be sanitized.

## CMA CGM-Chartered Boxship Runs Aground in Mississippi River



A Liberia-flagged containership ran aground in the Mississippi River on March 27, the US Coast Guard (USCG) said.

The 8,533 TEU Belita grounded near 12-mile point, at mile marker 81 of the Mississippi River.

Following the incident, Coast Guard Sector New Orleans placed a one-way traffic restriction in the immediate vicinity of the grounded vessel.

*“Our top priority in this incident is the safe recovery of this vessel, while protecting the marine environment,”* Capt. Kristi Luttrell, Sector New Orleans commanding officer, said on Friday.

There have been no reports of pollution or injuries.

## **MUA: Maritime Employers Need to Take Vital Steps to Save Australian Supply Chains**



The Maritime Union of Australia (MUA) has urged major businesses in Australia’s maritime supply chain to implement “a consistent, industry-wide framework” aimed at preventing coronavirus transmission on worksites.

With approximately 98 per cent of Australian imports arriving by sea, including essential medical supplies, food, fuel, and other household items, preventing the spread of this disease is vital to ensuring supply chains remain operational and freight continues to flow safely.

According to the trade union, some Australian businesses, particularly stevedores, have been reluctant to meet and discuss the current situation.

*“While workers are acutely aware of the significant role they play in Australia’s response to the COVID-19 pandemic, some stevedores had taken an unfortunate and unsustainable approach, going it alone rather than embracing a consistent industry-wide solution,”* MUA National Secretary and International Transport Workers’ Federation (ITF) President Paddy Crumlin said.

*“In other areas, such as intermodal and logistics, there has been a much more mature approach. That is why we are seeking to urgently meet with key businesses, in particular stevedores, to*

*implement a clear, concise, consistent framework that addresses the identifiable health and safety risks this pandemic poses and acts on the advice of the Chief Medical Officer.”*

*“The scale of this crisis places a collective responsibility on our vital industry to show leadership, find consensus, and implement immediate solutions that protect lives and prevent potential disruptions to our national supply chain,”* Crumlin added.

With thousands of maritime workers — including wharfies, seafarers and port workers — being on the front line, committed to ensuring supply chains continue to operate smoothly, the industry-wide measures to prevent the spread of COVID-19 on worksites are necessary, MUA believes.

*“We are urging all maritime employers to work with us to implement these protocols to minimise the risk of infection to workers or the general public.”*

The union’s proposed framework has been drawn together based on current health advice, along with industry developments internationally, with the aim of ensuring best-practice measures are in place to protect the health and safety of maritime workers.

### **Thanks to**

*Maritime News.com’*

*AMSA*

*Dept of Agriculture*

*DCN Magazine*

*DNV GL*

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## CEO Message

Now is not the time to let ill tides sweep us into despair. We, as an Industry Association have faced rogue waves and stormy seas since our inception and all of us have seen what nature can throw at us this year.

We are intrinsically a profession that does not panic and one that understands the concept of holding fast. It is the mission of all seafarers to make sure that colleagues are safe and this is no exception.

I have always trusted in our community to do the right thing and it is so very nice to see that **most** members are looking out for each other at this time and pretty much nearly every day over the past weeks I have seen members going out of their way with random acts of kindness to each other and to the Institute.

Unfortunately, I am sad to say that there are always those few who spoil it for everyone and see opportunities to increase their share at the expense of others. Like hoarders, they have such a fear of missing out that they will trample anyone to get ahead. We have seen a few of those this week.

While we have been working hard to source PPE equipment and pushing to have surveyors formally recognised as essential workers there were a few in our midst who had already started brandishing letters and moving fast to secure the lions share, not to continue to make a living but to prevent others from doing so, and they should be called out. They bring down our whole community with their selfish actions and make our job of working with Government to secure the future of professional surveyors that much harder.

Essential means just that 'essential'. A 'pre-AMSA' survey is not essential, a flag survey is not essential, nor is a vessel condition survey unless it is for an essential purpose.

Essential surveys are those that facilitate loading or unloading, on / off hire surveys that clear a vessel for charter or that are for insurance and damage claims. Surveyors should only be travelling outside of their state or territory for essential services and should be as responsible as those in the wider community are being asked to be for the safety of others.

For non-essential surveys in other states, find a colleague in that state and share the work around. This situation won't last forever but marine surveying will and people will remember the actions of others.

While it has been a gloomy start to the year there have nonetheless been some bright points for the Institute.

Our new Membership Manager Stacey is very much on board and doing a great job giving you, our members, the maximum benefits from your membership wherever possible. Stacey is always exploring ways that we can provide additional members services and is demonstrating a dedication to our profession.

We also now have a Training Administration Officer – Darius Manson who has just completed his first two weeks with us. Darius is only 20 years old but shows good aptitude and has a fondness for all things shipping. He has a special like for flags and immediately on seeing our Red Ensign, gave me a short history lesson!

So, it's good news in terms of getting back to a full staff level and we now operating more normally.

Having said that, just like many Australian and global businesses we are obviously going to have to make some structural adjustments to make sure that we can continue to operate as effectively as possible.

I have hermetically sealed the office this weekend and as of Monday 30<sup>th</sup> March we will all work from home until we are advised otherwise but rest assured that we are working and not hanging out at the beach!

In order to make sure that we can continue to pay our staff I will be working reduced hours and the main office hours will be Tuesday to Thursday. Stacey and I will be available outside those hours on an as needs basis so if you do need us, we will be here.

The phones are diverted as necessary but if you call the office and leave a message we will be notified via email and will get back to you very quickly. As always, you can email us with any queries or concerns.

For the next little while we will have to be very vigilant in terms of watching costs but we also understand that this might go on for a little while yet so we are currently exploring payment plans for membership renewals in July. If the situation worsens or our members experience difficulty, we will have options in place to help them out. We will keep all members informed on

our progress on this and any other options that we can put in place to assist members. If you need help, just ask us!

## The 2020 AGM

This is still scheduled for Adelaide on the 21<sup>ST</sup> August however we will keep all members notified of any changes to that. President and Vice President elections will still go ahead as scheduled.

## State Meetings

Face to face meetings that were scheduled for in April and May will now be by Zoom if travel restrictions are still in place. We will review this over the next week and notify all members of state meeting dates and times. It is likely that we will hold several meetings that members can tune into as best suits their schedules.

## Government

Most Government agencies here are now not having any face to face meetings however I am catching up on a needs basis via email, phone or Zoom.

AMSA has not issued any direction that would prevent a domestic commercial vessel from operating and they are working on ways to ensure domestic commercial vessels can continue to operate. Their news page states that when a renewal survey cannot be completed due the current restrictions, they will work with you to provide an outcome that works for you.

The owners and operators of domestic commercial vessels must also comply with directions from other authorities, including state-based restrictions.

Social distancing requirements are being enforced and the requirements must be complied with in accordance with directions from those agencies. Refer to the [Department of Health](#) for guidance on social distancing. This includes finding advice on whether a vessel can still operate if it is unable to comply with distancing due to the size of the vessel.

All vessels must comply with all local directions for state and territory border restrictions. There are no exceptions for DC vessels or surveyors of these vessels and Surveyors and their customers will need to comply with social distancing requirements.

At this stage, if a survey cannot be completed due to the current restrictions and the certificate of survey will elapse as a consequence, people can apply for an [Exemption 7—Marine Safety \(Temporary operations\) Exemption permit](#). AMSA has committed to assessing these applications as quickly as possible and on a case by case basis.

As notified to members last week as far as grain exports go, we are considered 'essential services'. Therefore, bulk vessel inspections and marine surveys should continue as normal as long as they follow the correct and safe prescribed procedures.

If Authorised Officers and marine surveyors do not feel safe then they do not need to do the inspection, do not board or approve the vessel. If the vessel is flying the Q (yellow) flag then they need to make further enquiries with the local shipping agent and the department responsible for the port to find out the situation on-board the vessel. It is then their decision whether they continue with or abandon the inspection.

Most States have now implemented their own rules and these are subject to change at any time. We will do our best to keep members informed of changes to travel restrictions in each state and will also be continuing to work with Government to ensure that essential surveys can be carried out unimpeded.

These rules are not hard to understand and we ask that all surveyors follow the directives, use common sense and do not try to get around the directives in a dishonest manner. As with all dishonest actions, they always come back to bite you!

Wherever you can pass a job on and not travel, please do so. Right now it is critical that every Australian does their best to rein in this dreadful virus and we can only do that if everyone does the right thing.

Just follow the wind and don't despair. Come up with solutions and most of all **holdfast** because eventually the winds will die down, the tide will turn and the skies will clear.

What makes us who we are is how we deal with what is thrown at us today. Keep your wits about you, think of others and steer with the wind and we will all come out of this just fine.

**Susan Hull – CEO**



## Ship to Shore

### COVID 19 – helping each other by staying apart

I am rather lost for words to describe the devastating situation currently sweeping the whole world. It has been called unprecedented, but it seems to reflect previous global events that have impacted widely.

This will leave lasting scars upon whole generations of people and may affect financial markets and monetary policy for years to come.

Many businesses will fail and we will celebrate the fact that we live and work in a country that has the capacity to care for its people and their livelihoods so the light at the end of the tunnel is not completely extinguished.

As a Queensland marine surveying business operator, I am proud that Maritime Safety Queensland had the foresight to enact strict vessel entry rules that were ahead of the curve.

I am led to believe that this was not the case with all Australian states, where surveyors were being asked to attend vessels at anchorage prior to the accepted 14 days clearance period having elapsed.

Given the strict requirements in place in Queensland, I believe that working on ships poses little risk of infection for my surveyors; moreover, it is more likely that we pose greater threat to the ship's personnel.

With Governments around the world digging deep into treasury to prop up ailing economies in attempts to maintain a reasonable life for their citizens and keep the wheels of industry and commerce turning, it is essential that big earners who significantly contribute to economic activity at the macro levels should remain viable, keep working and employing people.

Many of these businesses in Australia are found in the mining and agriculture sectors, accounting for much of the benefits that led us to be known as a lucky country. Exports of commodities must continue to feed the requirements of the world, both during the COVID crisis and as the world emerges from it.

Food will receive greater focus as people realise the importance of growing and producing locally, as well as how much we have come to rely on the global movement of goods. Non food commodities will be needed to maintain industry and energy generation that drives that industry. Australia will still rely heavily upon imports of fuel to power mining equipment and remote power generators to supply mining camps and operations.

“What about the down turn” you ask? There is no doubt that this will be soul destroying for many families. A lot of people will be reassessing priorities, down sizing and reconsidering retirement plans as the world economy hits the value investments managed by superannuation funds.

We will become socially isolated - this is most unlike normal human behaviour and will not come easily. We must try hard to comply with restrictions. Without doubt, isolation and distancing is the best weapon we have against the Coronavirus.

However, amongst the apparent wreckage of humanity we are facing, there will come opportunities.

I don't just mean those who will benefit because their services or products are in demand – this goes without saying.

It is the opportunity for people to become realise real humanity, feel real compassion, seek to provide real help to others.

We are observing how lines at airports, train stations and other places are now spaced apart, politely moving in an orderly manner, observing personal space. Could this become a norm as the COVID hangover persists into the virus twilight?

As marine surveyors, we are at the front line with the most important movement of goods around the globe. Sure, airlines are suffering from lack of air travellers, but for those moving air freight about the globe, they will be even more important at this time.

Shipping still remains the best way to move stuff about the globalised world we live in. We must ensure that this trade can continue by staying safe – observe best practice where possible by distancing, avoiding group situations, washing hands or using sanitiser, avoiding touching often used surfaces (door handles, rails, pens, computers, mobile phones) by using gloves where appropriate, wearing a mask when requested or out of courtesy when in unavoidable close quarters situations.

If your local surveying competitor has the misfortune of becoming infected or has possibly been exposed to infection that requires a 14 days isolation, it is hoped that you would reach out and offer to assist, so that their business does not adversely suffer.

I am not suggesting you disrupt your own business to this end, rather discuss with the affected surveyor and come to a reasonable arrangement. This will ensure our profession remains strong and viable. Any temptation to take advantage of situations that may disadvantage your competition would be frowned upon by the AIMS Executive and your peers.

Additionally, I would urge all those with employees who are seeing a reduction in work due to this crisis to consider all and every assistance offer by the federal Government and State Governments that may help you retain staff during this difficult time.

Consider training in new areas of survey, getting on top of CPD through online courses and educational material, review and rewrite QA and OHS systems and the associated documentation, work on building new and upgraded systems and get on with all those projects that have been on the shelf because you have not had time!

I hope all our members can stay safe and virus free over coming months and trust that, as a community, our members will demonstrate the compassion and ethics demanded by the current situation.

**John Holden – Vice President**



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](mailto:adrian@marineauctions.com.au)

## **Basic Vessel Valuation – Issue # 2**

### **VALUATION OVERVIEW**

Boats or Plant & Equipment Valuations are unregulated and basically can be valued by any person. However, there are many organisations requiring an asset to be valued by a qualified Valuer in their field and who is also a part of a recognised organisation or association. There are a few in the world such as the Association of Machinery and Equipment Appraisers, with their head office in the USA and ASA “American Society of Appraisers”.

To be a member of the ASA you must undertake the 15 hours USPAP Course. Uniform Standards Professional Appraisal Practice. This is now a recognised ethical performance standard for the Valuation Industry within Australia, United States and Canada.

In Australia we have the “Auctioneers and Valuers Association of Australia” (AVAA).

AVAA is Australia’s peak national body of Auctioneers and Valuers of fine art, antiques, collectables, goods, chattels, plant and equipment and vessels.

Certified Auctioneer and Valuer members are required to demonstrate skills and experience and

adhere to the Association’s professional and ethical standards and have Public Liability Insurance.

To become a Certified Practising Valuer Members:

1. Must conduct Valuations on a regular basis. AVAA may grant an exemption here in extenuating circumstances
2. Must be working as a Valuer of Goods at the time of application for membership
3. Must have worked as Valuer of goods and assets for at least 5 years prior to the time of application for membership or satisfy the Board as to their competence, experience and suitability for this category of membership
4. Must not act in the capacity of a Valuer until evidence of Professional Indemnity Insurance has been submitted and appointed by the Board, and
5. Must satisfy the Board as to their competence as a Valuer and as to their good character.

Section 91 of Australian Banking Association states, only to appoint appropriately qualified and experienced Valuers who are members of a professional organisation which abide by a similar code of practice, such as the AVAA+

### **INTERNATIONAL VALUATION STANDARDS**

The International Valuation Standards Council (IVSC).

The IVSC is an independent, not-for-profit, private sector organisation.

The objectives of the IVSC are to strengthen the worldwide valuation profession by:

- Developing high quality international standards supporting their adoption and use;
- Facilitating collaboration and cooperation among its member organisations;
- Collaborating and cooperating with other international organisations; and
- Serving as the international voice for the valuation profession.

The International Valuation Standards 2017 includes the IVS Framework, The IVS General Standards and the IVS Asset Standards approved by the IVSC Standards Board who have recently published The International Valuation Standards effective 31<sup>st</sup> January 2020.

Marine Valuations (a division of Marine Auctions Pty Ltd) are based on the framework and guidelines laid down by the IVSC (International Valuations Standards Council) including present market conditions and a comparative analysis of same model or similar vessels recently sold.

Any type of Valuation for whatever purpose should comply with certain requirements such as the IVS.

A Valuer should be qualified, either through holding formal valuation qualifications or being considered to have specific knowledge, experience and judgement by their particular, professional community. This may be demonstrated by being a current member of a relevant professional body or association.

The ATO states the process for Valuing Plant and Equipment which includes all types of vessels, can be summarised as;

- **Identification**
- **Description**
- **Determination of the Price** (From sales information or market- derived depreciation allowances)

With the following approaches used;

- **Direct Sales or Market Comparison**
- **Depreciated Replacement Cost**
- **Income-based approaches**

The ATO also states, it may be impractical to value each asset individually (this often occurs with vessels) because of the extent and diversity of the assets. In many cases, you may need to arrive at a Valuation on the basis of a sample. Sampling is the most appropriate where the group of assets (or a vessel) are very similar.

If the ATO is concerned about your method of sampling, they may require you to provide verification by a qualified statistician, that the methodology and reliability of the valuation is appropriate.

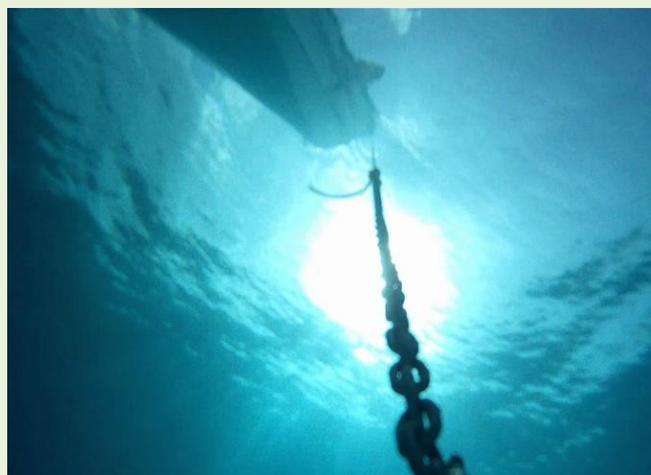
Many Valuers are now more aware than ever, they may be called up perhaps, after a period of several years, to justify the Valuation. For that reason, it is extremely important they keep their working notes of comparisons and other processes on how they arrived at the valuation figure.

There is no substitute for detailed research and also being objective and independent. Due care and attention to the facts must be exercised at all times.

In our next issue we will discuss;

- Valuation Methodology.
- Valuation Approach.
- Valuation Definitions.

*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.*





## Membership Update

We have certainly hit the ground running in 2020. The year has already brought about many challenges and rising uncertainty about what is to come but as we know out of adversity grows strength and resilience. This is a time for support and unity as we face these challenges together as a nation, a profession and as an association.

An Association by definition is 'A connection or cooperative link between people and/or organisations'. This connectiveness as a group of members is what will see us through current times. Your fellow members may be some of the few who understand the unique challenges you face as surveyors in our current crisis.

I understand you all have so much going on daily, the day to day mundane seems far from your reality, but I am continuing to work to grow and develop our membership so we come out the other side of this as a strong association ready to face the next stage. With this in mind, much of what follows is a summary of communications sent out of late with some exciting opportunities on the horizon for the AIMS.

### Continuing Professional Development

Many members have already submitted their CPD for 2019 and I thank you for your prompt response. Some of you may be struggling to gather the 10 points for 2019 or 30 points for past 3 years. If that is you, then I am here to help.

A list was included in my recent emails about ways to gain CPD points. Even if you believe you don't have the necessary points, I am positive each of you have participated in activities which qualify.

For example:

Have you been involved in a planning or technical meeting/s in relation to a project or new job?

Have you attended an informal workshop, forum or discussion group?

Do you sit in on a panel or focus group?

Have you been through a renewal on any accreditations or certifications?

Have you written an article or technical piece for a magazine, publication or presentation at an event or seminar?

Do you subscribe to industry publications?

Have you been involved with an informal training or mentoring program that your mentor can provide a reference for?

Have you participated in something that doesn't fit into any of the stated categories, but you believe has enhanced your professional development?

Send me an email with the details and I will be happy to have a look into it.

Ongoing Professional Development is just another way we can confidently promote AIMS surveyors as the preferred choice within our industry. By saving evidence of activities during the year, you will be surprised how quickly it adds up.

### Code of Conduct

If you have recently received an email from me about signing our Code of Conduct, please have a read and return page 16. It will only take 10 minutes out of your day. We are currently sitting on 85% compliance and I am aiming for 100% by the end of this renewal year.

If you would like to discuss any content of the Code of Conduct feel free to email or phone me anytime.

### State Meetings

So far we have held 2 state meetings in South Australia and Tasmania. Thank you to all members who could attend and participate.

Due to the current pandemic and travel restrictions, we will not be holding any further state meetings in person this year. We will though, set up several opportunities for members to join a Zoom virtual meeting. There is a lot of important information and developments to be shared via these meetings that affect all our members to please join in if you can.

If you haven't used Zoom before or are not sure about it give me a call or email and I can help you get set up. Or perhaps a colleague in your office can help if you would prefer a quick live tutorial. Once you've done it once it really is quite simple and such a handy tool in our electronic age.

We will keep you posted once meeting dates have been confirmed.

Note - State meeting attendance in person or via a Zoom link is now worth 5 CPD points, half of your yearly quota!

## Boat Shows

The AIMS will be exhibiting at several boat shows over the next 12 months, dependent of course on the ongoing outcomes of the current pandemic. The Sanctuary Cove Boat Show (was scheduled for May but postponed to later in the year), Sydney International Boat Show (30<sup>th</sup> July – 3<sup>rd</sup> August 2020) and the Australian Wooden Boat Festival in Hobart (5<sup>th</sup> – 8<sup>th</sup> February 2021).

At these events we will be showcasing our AIMS Surveyors in relation to Insurance, Pre- Purchase and Statutory Surveys. Closer to each event we will be calling for members who would like to assist with manning the stand and talking to the public about the AIMS. We welcome members to join us and help promote the AIMS and the great work of our members.

I am also looking for any photos or footage related to the above activities and/or testimonials that can be used for a film reel at the shows. If you have material or ideas you would be happy to share please email me. All contributions are appreciated to build a quality presentation to showcase our association and our members.

## AGM

Our AGM is scheduled to take place in Adelaide on Friday the 21<sup>st</sup> August.

This year we are calling for nominations for our President and Vice President positions.

Under new Office of Fair Trading rulings for associations, the AIMS must now have a Treasurer. The current position of Public Officer will assume the role of Treasurer within the AIMS. Positions of Secretary and Treasurer/Public Officer will be due for re-election in 2021.

Nominations for President and Vice President will open on Friday 17<sup>th</sup> July 2020 and close at 1700 on Friday 7<sup>th</sup> August. Nominations can be made via email to [info@aimsurveyors.com.au](mailto:info@aimsurveyors.com.au) and these will be forwarded to the AIMS secretary.

Voting will commence at 0900 on Monday 10<sup>th</sup> August. Members can vote via survey monkey, in person at the AGM or via proxy at the AGM. Can all proxies please be emailed to [info@aimsurveyors.com.au](mailto:info@aimsurveyors.com.au) to be forwarded to the AIMS secretary prior to the AGM.

We will continue to monitor the current situation and notify of a contingency plan by June for the AGM if necessary.

## Things to do this month

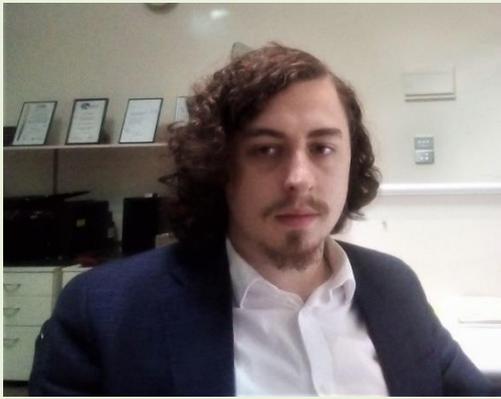
- Sign and return the AIMS Code of Conduct if not already done so
- Make note in your diary of the key dates for our 2020 AGM
- Look out for our Zoom State meeting dates and book your place
- Touch base with me if you have photos/material we can use for the Boat Show

**“Coming together is a beginning, staying together is progress and working together is success”**

**Henry Ford.**

Stay safe and well everyone.

**Stacey Taylor – Membership Manager**



## Education, Training and Professional Development News

It's been great to see so many members completing their CPD requirements and also simply undertaking new courses to expand their knowledge on different surveys.

The COVID-19 outbreak has resulted in an increase in the amount of people in self-isolation wishing to study and therefore increased our demand. This combined with changing factors in the industry have resulted in us needing to update some of our units.

We are fortunate to have Darius Manson join the team to assist us in looking after our training and professional development division. Darius is available to assist with all your training needs Tuesday – Thursday 10am – 3pm.

To help our members along with meeting the requirements we have discounted **IDS02 Identify and implement WHS requirements for survey tasks** to \$200 for Associate and Full members for the next month and also suggest that a refresher in report writing wouldn't hurt if you haven't done this for a while and your report writing could use a brush up.

We have expanded the Blue Water Bridging course to include more detail on current regulatory requirements and of course the unit

**IDS08 Assess vessel compliance with marine environment protection regulations** has now been updated to include information on the Sulphur Cap and new Bio-security requirements as well as updates on primary pollution legislation, Pollution prevention certificates, Ballast water management, 2020 sulphur cap, Bunker samples and Biofouling requirements including Hull antifouling systems and the IMO guidelines, Biofouling terms and definitions and required Ship pollution prevention documentation.

You can find out more about the Blue Water Bridging Course on our website along with other short courses for professional development.

Remember also that if you learn a new skill – especially one related to your business operations (could even be an accounting course or ISO 9001 training or learning to use ZOOM) these are all counted as professional development and all attract points. If you are uncertain give us a call and we will go through it with you.



## **AIMS ANNUAL GENERAL MEETING**

**Friday 21<sup>st</sup> August 2020  
1500 Hrs**

**Playford Hotel  
North Terrace, Adelaide**

**Nominations for President and Vice President open:  
Friday 17<sup>th</sup> July 2020 – 0900 HRS**

**Nominations close:  
Friday 7<sup>th</sup> August 2020 – 1700 HRS**

**Voting begins:  
Monday 10<sup>th</sup> August 2020 – 0900 HRS**