



Shipshape



From the Bridge

KEEPING WATCH – VIGILANCE, EXPERIENCE AND A FIRM HAND ON THE HELM

At the time of writing this we are only 5 weeks away from our AGM, Biennial Conference and Awards for Excellence dinner.

Everyone should have received Notification of both events by now. There are still some sponsor packages available for those who want their name up in lights. Susan is waiting for your call!

To fit with everyone's busy schedules we have organised a one-day event which should allow members to fly in one day and out the next – minimising time away from their businesses.

The AGM, Conference and Awards Dinner will be held at the 5-star Hyatt Hotel Canberra.

Since 1924 – when the original “Hotel Canberra” opened its doors – the Hotel has played host to Parliamentarians and distinguished visitors alike.

Restored to its former Art Deco grace this Heritage listed Hotel - overlooking Lake Burley Griffin - will provide a suitably dramatic back drop for our 2019 biennial Conference and Awards for Excellence Dinner.

To complement the surroundings our 2019 Conference programme is of the highest order. Ten quality speakers will give presentations covering all the surveying disciplines.

Of looming importance is the potential impact on shipping of Biofouling Management Policy and MARPOL Annex 6 and the 2020 low Sulphur fuel challenge.

AMSA will be making a special presentation on Autonomous Vessels and what surveyors will need to know – it will be a lonely ships office I know that for sure!!

I am also sure that between presentations and networking with AMSA and fellow surveyors we will identify some positive ideas how we, as an Industry, can position ourselves to profit from these changes.

We have presentations on RIT (Remote Inspection Techniques) and liquefaction of solid bulk cargoes (which appeared to be the cause of yet another vessel suddenly vanishing a few weeks ago).

Many of us rely on healthy trade relations with China – iron ore and coal plus many other grains, minerals and concentrates – but what if this all came to an abrupt stop next week?

With the trade routes in the South China Sea under Chinese control do we really have to worry?? All will be answered on the day.

For those of a DCV bent presentations about improved NDT inspection techniques and the do's and don'ts of conducting pre-purchase and insurance surveys on small vessels will be of interest but I also urge DCV surveyors towards the Biofouling and Sulphur Cap sessions as these two new pieces of legislation affect all coastal commercial and recreational vessels, Australian regulated vessels and foreign going ships.

The same goes for any surveyor taking on insurance claims. A quick lesson on Incoterms 2020 would certainly not be remiss – since it is 2019.

A perennial favourite is the professional negligence session. In these days of growing litigation how do we mitigate professional negligence claims?? What risk management strategies do we have in place to protect our businesses? Which is a nice lead in to the below.

My article is titled “Keeping watch – vigilance, experience and a firm hand on the helm”.

We can all relate to our business as being a vessel. As the owner of a business we are the Master, our staff the crew. As Master we need to be ever-vigilant of unforeseen dangers, we need a competent crew to help us navigate our way safely through the shoals of life and we need to safely steer the vessel home and ultimately profit from each and every voyage.

This is what the AIMS CCMS accreditation is all about. Maintaining CCMS accreditation DOES make extra demands on us – to keep our ship in good order.

CCMS organisations are beholden to support ongoing CPD and in-house training for both management and staff.

CCMS organisations work continuously on improving their product – report standards and survey accuracy.

CCMS organisations put in place targeted in-house audits to ensure staff are complying with work instructions and making the right calls.

CCMS organisations actively seek feedback from clients and admit to and learn from their shortcomings.

Marine Surveying can be a tough business. CCMS – done properly - can make it that little bit easier.

I note with interest that other organisations are now following in the AIMS wake and planning to introduce similar schemes. Our CEO was recently quizzed by the Productivity Commission on why the AIMS is different. Her response was:

- The AIMS is an Australian Registered Body with ASIC and is ISO9001:2015 accredited
- The AIMS covers all sectors of the industry – from Tinny to Tanker, includes new emerging sectors in the development of standards **and** insists that training includes practical components.
- The AIMS includes opportunities for indigenous persons who wish to enter the marine survey industry
- The AIMS provides its members with an annual report on its activities and financial statements
- The AIMS developed the first accredited standards for marine surveying, continues to update those standards to reflect **both** Australian and IMO standards, guidelines and regulations and developed and implemented professional Certification standards for surveyors.
- The AIMS has a member insurance scheme to assist marine surveyors to not only have appropriate insurance coverage but also to have an avenue of help and advice.
- The AIMS is the largest marine survey industry body in the Australasian and Oceanic regions and is now forming relationships with other maritime countries.

We have come a long way!

Peter Murday – President



CEO Message

Our last newsletter saw me wishing everyone a very happy winter and that seemed like yesterday! Today, Spring is well and truly here and true to form is heralding a new season with plenty of hope.

I have much to say to members this quarter but first I must let everyone know that Sabina has now left the AIMS for a position in the public service.

One of the biggest downfalls of basing the office in Canberra is that we are unable to compete with the salaries being offered by Government which also include a hefty 15-19 % superannuation on top of the wage. It is quite an incentive to leave the private domain and seek work in public sector.

On the bright side it has given me a free hand to further restructure our office operations.

Our strategic plan includes considering recruiting a General Manager to manage the day to day administration of the office and the Certification of surveyors. It also includes investigating the feasibility of moving the main office from Canberra to a city with less public administration and more water and ports and better options for office space. I will keep everyone informed of any and all progress on this and expect to be starting to recruit and interview candidates as early as next week. More information will be provided at the AGM (Thursday 17th Oct- Canberra Hyatt)

Once our AGM and conference is over the year starts to wind down with only hard deadlines for the member directory and annual reporting and so it will give the Executive and myself some breathing space to further refine these plans.

I ask all members to bear with us while we get through this period and assure you that we are doing our utmost to make sure that we get back to members in a timely fashion and that student and member enquiries are actioned promptly.

The Conference

This is shaping up well and we have now secured the final presentation – Autonomous Vessels and the likely impact on Certified surveyors. The final program is at the end of the newsletter. AMSA have been extremely supportive, in particular they have given us great support and encouragement for the Certification scheme and will be very involved in the Awards for Excellence this year.

We have also been busy here in Canberra visiting the embassies of other maritime countries. Our Canberra representative – Emmanuel Ezekiel- Hart has been very proactive and has secured meetings with embassy officials with a view to having them attend our conference and assist us to market our Certification scheme and our training in their respective countries. I could not have done this alone and very much thank Emmanuel for his guidance and contacts.

To date we have visited Qatar, who have agreed to attend the conference and perhaps provide some sponsorship, and the Nigerian embassy and, at the time of writing this we are still confirming dates for Kenya, Vietnam and Singapore.

I think that this is not only an interesting twist in our usual conference planning but also a real opportunity for the AIMS to work more effectively with other countries. I will also be trying to get to see the embassies for Indonesia, Philippines and Vanuatu and perhaps New Zealand.

Please get behind the conference as this will help us to show regulators and other government officials the good work we are doing and the achievements we have made during the past 12 months. It is critical that we are seen not just to say what we are doing but to do what we are saying.

I don't often call on the members to help but this time I do seek that assistance and support from the members. There is no point in me undertaking these strategic plans if the members are not supportive of the means to get us there so please help me support all members by attending the conference.

Of note is that this could very well be both mine and Peter Murdays last conference, the start of a new era and a chance to say farewell.

AMSA

My recent regular meeting with AMSA was very positive and there was quite a lot of work done and agreements made and of course discussion on our meeting with the Productivity Commission.

I am very pleased that AMSA are now publicly endorsing the Certification of marine surveyors as this makes our application to the ACCC much easier.

They were also very happy that this was noted positively by the Productivity Commission and so with this particular initiative I believe we are on the home straight.

We have also sent a proposal to AMSA for support of our indigenous surveyor program and should hear something back about that next week.

Department of Agriculture

As you may have already received this information, I will be quite short on this subject.

We are now having a more collaborative relationship with the DoA and the role of the marine surveyor will be kept in the legislation at this stage. The Department have indicated that they may be represented at the conference and this will give members a chance to talk with them on an informal basis.

They have requested that I report on a regular basis to them with details of poor grain surveys, failed ships, conflicts of interest and other matters that are raised by members as 'issues' that they think that the Department should know about.

To that end, I will accept all written information from members and collate this on a monthly or bi-monthly basis for the Department. There is no need to name the surveyor, the vessel name and date will suffice along with the information that you wish to report. In conflicts of interest the same applies. Just name the vessel and date and explain what the perceived conflict relates to.

We have also informed the Department that the AIMS will only publish the names of Certified grain surveyors from October onwards.

Given the issues we have had in the past, the AIMS is not prepared to list grain surveyors who are not Certified surveyors.

In closing I would like to again thank everyone that sent me best wishes for a speedy recovery while I have been recuperating from my broken leg.

The flowers I have received were just lovely and I also was lucky enough to have received a very nice hamper of fruit and champagne that kept me going through the dark period when I couldn't leave the house unattended. I was touched by the generosity and kindness of our members.

I can report that I am now walking un-aided, the crutches and wheelchair have been sidelined to the shed – hopefully never to be seen again - and I am back with a vengeance!

Susan Hull – CEO





Ship to Shore

It is great to receive interesting articles, notices and services that members might avail themselves of and this month I have had quite a few so I thought that this segment of the newsletter would be the best place to provide them.

Please continue to send them through to me and wherever possible I will include them in the newsletter or send as a separate email to members.

Shipping Shakeup

Firstly, this link has been sent in by Chris Gil as an article that would be of interest to members.

<https://www.visualcapitalist.com/imo-2020-the-big-shipping-shake-up/>

TradeHelp

AIMS has recently agreed to advertise a new partner TradeHelp that has joined with the AIMS to provide services to members.

TradeHelp™ is an **open market**, B2B trading eco system integrating all traders and all service providers into 1 global interface to conduct full-cycle digital trading and services operations.

Real-time spot and forwards marketplace for physical commodities and all trade services bridging trading companies with service providers + operating engine for companies to digitally conduct actual business transactions on combined (or standalone) trading and services deals.

From pre-trade commodity and services' discovery, through discrete multi-channel negotiating and trading operations, to e-contracting and multi-party post-trade execution flow.

The system is designed for all trading companies and all service providers, companies of all sizes. It covers physical commodities, raw materials, by-products and all commercial trade services in the following industries:

- Agriculture (Farming, Food processing, Animal Feed, Livestock and Dairy, Fishery, Horticulture)
 - o and everything for Agriculture (seeds and raw materials, fertilizers, treatment products, equipment)
- Metals and Metallurgy
- Mining and Minerals
- Forestry and Wood products
- Energy and Fuels
- Natural Resources and Recyclable Scrap
- All commercial trade services supporting these industries (from freight forwarding & logistics to vessel chartering, terminal ops, **cargo survey** and all other services)

It provides exponential market opportunities outside of the existing network for all companies and unmatched operational efficiencies for all global trade participants.

Registration is free and they recently announced open public registration and global users are overwhelmingly joining in. There is a presentation paper explaining the benefits to members at this link on the website.

<https://www.aimsurveyors.com.au/resources/Documents/TradeHelp%20Presentation%20August%202019%20.pdf>

You will need to log in with your password to access this presentation.

They have also provided some recent corporate updates with you so that you are able to see more of what they do and who they are.

Entered into Strategic Alliance with SHIPNEXT
www.shipnext.com -
<https://shipnext.com/news/tradehelptm-and-shipnext-have-entered-into-strategic-cooperation-agreement-17>

Entered into Strategic Alliance with CoLoadX
www.coloadx.com

Both strategic alliances create a global digital infrastructure solution for traders and service providers to provide full scale trading and services operations.

Finalizing strategic partnership with High Quest Partners www.highquestgroup.com

If you would like even more information you can contact
Gary Kesser
CEO, Founder
gary@tradehelp.org

Drones

And finally, sent through by John Holden is this link regarding Drones that may interest some members.
<https://www.worldofdrones.com.au/>

ANZPAC 2019 Workshop

4th ANZPAC BIOFOULING for Sustainable Shipping workshop is October 1st to the 4th October 2019 in Melbourne at the convention centre
Don't get confused with the MIAL Modern Shipping conference running the week after

<https://events.eventzilla.net/e/4th-anzpac-workshop-on-biofouling-management-and-1st-gefundpimo-glofouling-rd-forum-2138745309>





Membership Update

As already mentioned in my column, Sabina is no longer with the AIMS having moved on to the Public Service. Until the new restructure has been implemented I will be overseeing membership.

YEARLY MEMBERSHIP FEES

We had an amazing response from 75% of our members in regard to paying yearly membership fees on time. A huge **THANK YOU** to all those members! Not only does this make our job much easier it ensures that we are able to implement initiatives and make improvements for members.

However, there are still some invoices outstanding and there have been at least 2-3 email reminders sent since June.

As per our ongoing policy please note that not paying your membership fees by October 1st will result in a lapsed membership and that will require you to re-apply for membership and render your current stamp and if you are CCMS Certified your Identification card is invalid.

It also costs a lot more to re-apply with the full application fee added to the invoice. The reason we do this is because once your membership has expired, we are obliged by the Privacy Policy to securely destroy your records.

So, best not to let this happen.

CERTIFIED COMMERCIAL MARINE SURVEYORS – CCMS

MEMBERS WHO ARE RENEWING

Those members who applied in 2018 and wish to renew in 2019/2020 please be advised that applications close for the CCMS on 10th September. Please note that my CEO Update emailed to members last week had the date listed incorrectly as November.

If you are renewing (*with no additional categories*) you will just need to supply your CCMS form and current PI Insurance to info@aimsurveyors.com.au. If you are applying for *additional* categories this year, please ensure you also send in any mandatory evidence outlined on the form.

A copy of the Application form can be downloaded from the AIMS Website. Please log in, go to Membership Tab, then Members Only. Alternatively, you can email info@aimsurveyors.com.au and request a copy be emailed to you.

NEW TO THE Certification Scheme?

A copy of the Fact Sheet and Application form can be downloaded from the AIMS Website.

- Please log in, go to Membership Tab, then Members Only.

Alternatively, you can email info@aimsurveyors.com.au and request a copy be emailed to you.

CODE OF CONDUCT

In our last newsletter only a mere 11% of signed Code of Conducts had been returned. I am happy to report that number is now at an incredible 62%.

We still have a bit of a way to go and we will be getting in touch again shortly with those members who are yet to return a signed copy.

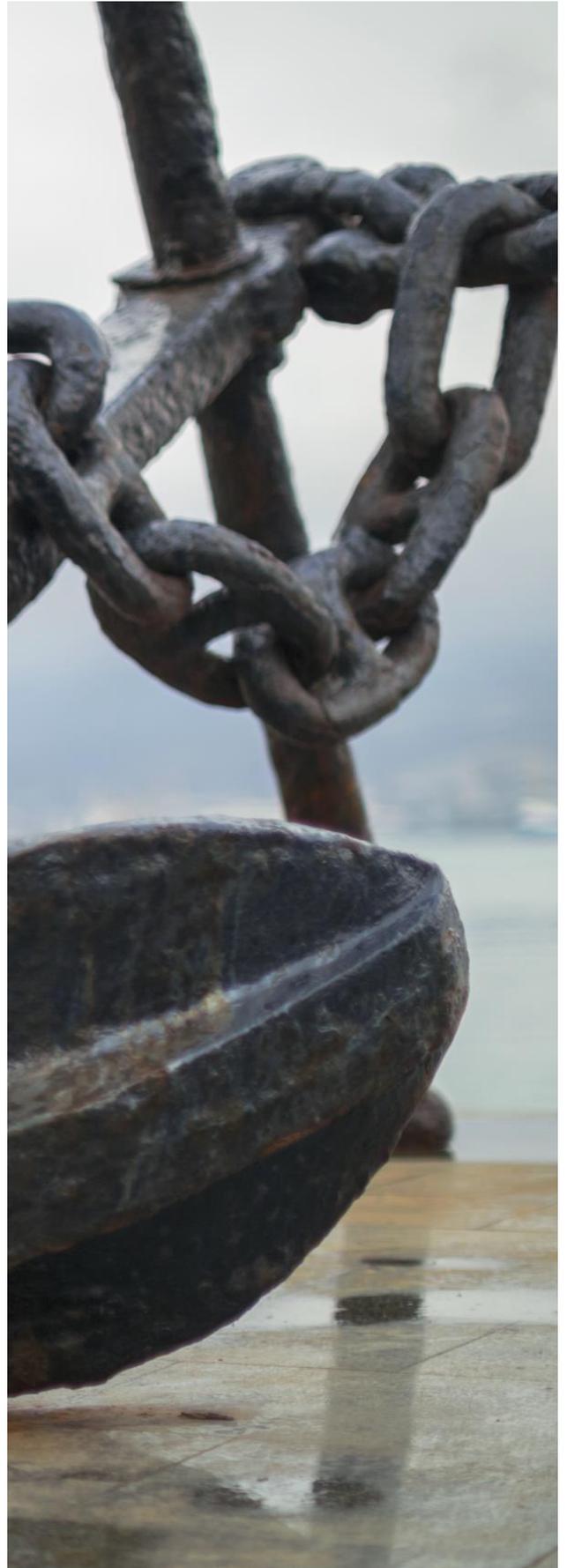
This is another example of how we can demonstrate to the regulators that AIMS members are doing the right thing and are committed to working to a professional standard.

THINGS TO DO THIS MONTH....

- Register for the Biennial Conference and Awards Night –
- Nominate someone for an award
- Complete your CCMS application
- Make sure we have your logo's and company information for the Member Directory
- Send in your CPD if you haven't done that yet
- Sign and return page 16 of the AIMS Code of Conduct if you haven't done that yet either
- Check your AIMS profile to ensure your contact details are up to date for invoicing
 - Organisation (Business name only required)*
 - Mobile Number/Best Contact Number*
 - Email Address*
 - Complete Business Address*

Please note that Membership office hours are currently **Tuesday to Thursday each week from 9.30 am – 2.30 pm.**

We expect to have new staff on board within a couple of weeks so please bear with us.





Education, Training and Professional Development News

Around 9 years ago I sat with Al Schwartz from AMSA in his office and discussed how on earth we would be able to 'grow our own surveyors' and keep the industry alive.

At the time there was a national working group that included me as the AMSA representative, Steve Beale and Russ Behan from the AIMS as well as representatives from State Maritime Safety agencies. The main objective of the workshop was to develop qualifications for marine surveyors that would fit into the National Law regulations. It was no easy task let me tell you and took the best part of two years to complete.

During the meeting in Al's office he came up with a very rough 'mud map' of how we get new entrants in to the industry, what qualifications and experience they would need and a progression pathway that would lead them to the final outcome which would be a fully-fledged multi-skilled and professional marine surveyor.

I still have that 'mud map' today and bring it out and refer to it whenever we develop new training or new initiatives such as the Certification Scheme. Not only does it give me perspective it reminds me of what the end goal is.

In his office last week Al showed me a revised (and vastly improved version) of the original mud map and I was very delighted to see that while some things had changed the original concept was still on the table.

It has convinced me that my attempts to bring a University on board with the AIMS training is the way to go and that together with AMSA we could develop a Graduate Certificate in Marine Surveying that would see us safely into the future. This new certificate would include higher level technical subjects and business administration as well as subjects dealing with new technology such as surveying with the use of drones and the survey and inspection of autonomous vessels and marine environment protection and have a more global application than the offerings currently out there.

Some time ago, John Holden and I presented a proposal to a Queensland University with facilities and a campus in Gladstone however this was rejected. I have since approached the University of NSW and am yet to hear back but will now attempt a more concerted effort with other universities that have appropriate faculties such as Engineering, Law and Science.

We believe, that a university with these faculties would have the capacity to enhance the shipping and maritime sectors in a range of different areas such as

- Maritime specific Law (Contract, P&I, Labour, Trade)
- Maritime and Marine Engineering
- Naval Architecture
- Biosecurity, Biofouling and biosecurity research
- Technology (Shipping operations, Terminal operations, Logistics systems, Navigation, Remote and Autonomous Systems)
- Training Marine Surveyors
- Stevedoring, Logistics, Planning, Terminal Operations related competencies

I will continue to approach different universities and the Ambassadors to other maritime nations to keep this approach on everyone's radar.

To date we have quite a few international students undertaking both the Advanced Diploma and the International Diploma and I am pleased to say that these are seafarers and existing surveyors.

Our international cohort includes students from Kenya, Singapore, Philippines, Indonesia, Kenya and Nigeria and this is all with little or no advertising so there is great hope in the training arm of the AIMS.

MARINE ORDER 505

Although I don't usually involve myself in seafarer qualifications there has been quite a bit of discussion on this over the past few weeks so I thought I would clarify a few points.

Firstly, while a lot of qualifications have been deleted, they have been replaced by improved ones that meet the National Law requirements and better represent what is needed as we move into the future.

With the Master Mariner qualifications – which are now titled Master Unlimited – there is a significant inclusion which is that units have been developed to meet specialist STCW training.

I am not sure and could be wrong but I would think that this is a great improvement. It would release the monopoly that a few providers have on STCW and revalidation and make it easier and hopefully cheaper for those seafarers to revalidate their qualifications.

I would also point out that those members who wrote to both me and the skills council that while your current seafarer and or marine surveyor qualifications may have been deleted or changed it does mean that they are not valid nor does it mean that you have to go and update them. There is no real impact on those who have already achieved the requirements.

You can find more information at this link and also 'have your say'.

<https://www.australianindustrystandards.org.au/projects/mar-maritime-training-package-project/mar-deck-operations/>

Please note that as the peak body for **marine surveyors** we do not make submissions on seafarer qualifications.

Of note – the Department of Agriculture have recently quizzed me on 'boarding at anchorage' and whether the AIMS training includes this component. I have replied that it is covered by the AIMS however, we do not support boarding at anchorage for AOs or any marine surveyor that is not appropriately experienced or trained and that a risk assessment should be carried out in every case.

The abilities of some newcomers has also been raised with me recently and I would just like to say that the people coming up who are in their late 30's and 40's are our life blood and we should be encouraging them wherever possible.

We were all young once and all new at the job at some stage. We didn't know everything. We still needed to learn, to experience different situations and make mistakes. All of these experiences helped make us more professional and better at our jobs. Every member of the AIMS should wear their membership with pride and remember the help that they received while learning the job!

Biennial Awards for Excellence are now open.

The Entry Guide and Nomination form has been sent via email. If you need a copy email us at info@aimsurveyors.com.au

The Awards For Excellence are a great reminder of our achievements and this year the Rising Star Award is sponsored by AMSA.

AMSA are committed to encouraging young leaders in the industry and to support this award they have also provided an opportunity for the winner to work and learn with AMSA on a specific project, in a specific area or simply to see how the regulator contributes to our industry.

The Rising Star award will also honour Steve Beale for his contribution to the industry, his commitment to building the marine surveyor community through encouraging and supporting new entrants to the industry.

There are 5 other awards this year being

1. Mike Bozier Award
2. Excellence in Marine Survey Practice
3. Excellence in a Specialist Field
4. Excellence in Technology / Business Services
5. Student Achievement Award





UPDATED PROGRAM

BIENNIAL CONFERENCE AND AWARDS FOR EXCELLENCE

FRIDAY 18TH OCTOBER 2019 CANBERRA HYATT HOTEL

20 CPD POINTS AWARDED

The conference is shaping up to be a really interesting event with great speakers and now we have confirmed a presentation by AMSA on Autonomous Vessels and the impact this might have on Certified Surveyors. We are also now quite confident that Ambassadors from Qatar, Kenya, Nigeria will attend the conference and have yet to hear from Vietnam, Indonesia, Singapore and Vanuatu but I will keep you up to date with all confirmations.

You can download the final program here

<https://www.aimsurveyors.com.au/resources/Documents/PROGRAM%20FINAL%20%20Edit%2009092019%202.pdf>

GENERAL TICKET SALES TICKETS: 8 JULY 2019 – OCTOBER 4, 2019

- Dinner Only (AIMS Members): \$154.00
- Dinner Only (Non-AIMS Members): \$176.00
- Conference all sessions: \$585.00
- Package (Dinner and Conference): \$717.00

Conference includes morning tea and a sit down lunch and networking for an hour plus another hour of canapes and drinks prior to the Annual Awards for Excellence Dinner

To book conference and awards for excellence dinner tickets please use the registration form on the website or email us at info@aimsurveyors.com.au

Payment options include Credit card

NOTE – IF YOU ARE BRINGING ALONG A FRIEND OR MORE THAN ONE PERSON FROM YOUR COMPANY IS ATTENDING PLEASE CALL OR EMAIL ME FOR A DISCOUNTED GROUP RATE!!

The Canberra Hyatt has reserved rooms for conference attendees at \$230 per night which is an excellent rate. To secure that rate – when you book your reservation use the code G-AIMS

HYATT HOTEL ROOMS @\$230.00 PER NIGHT FOR ALL ATTENDEES

There are also excellent rooms available at Little National, East Hotel, and other nearby hotels at the time of the conference and being advertised now at very reasonable prices.

OF SPECIAL NOTE

On Sunday the 20th October the Merchant Navy Day Memorial Service will be held at 1100 hours at the Merchant Navy Memorial in Kings Park. Kings Park is located on lake Burley Griffin and a short walk from the Hyatt. It is expected that the memorial will be attended by the Governor General. This is a good opportunity for conference attendees who are planning to stay the weekend to be present and honour the merchant seafarers who did so much for our country.

