



AUSTRALASIAN INSTITUTE
OF MARINE SURVEYORS

All Hands On Deck

Annual Report

2020

Excellence in marine surveying.
Safe vessels, safe seafarers,
safe surveyors.

– Our Vision



Australian Government

Australian Maritime Safety Authority

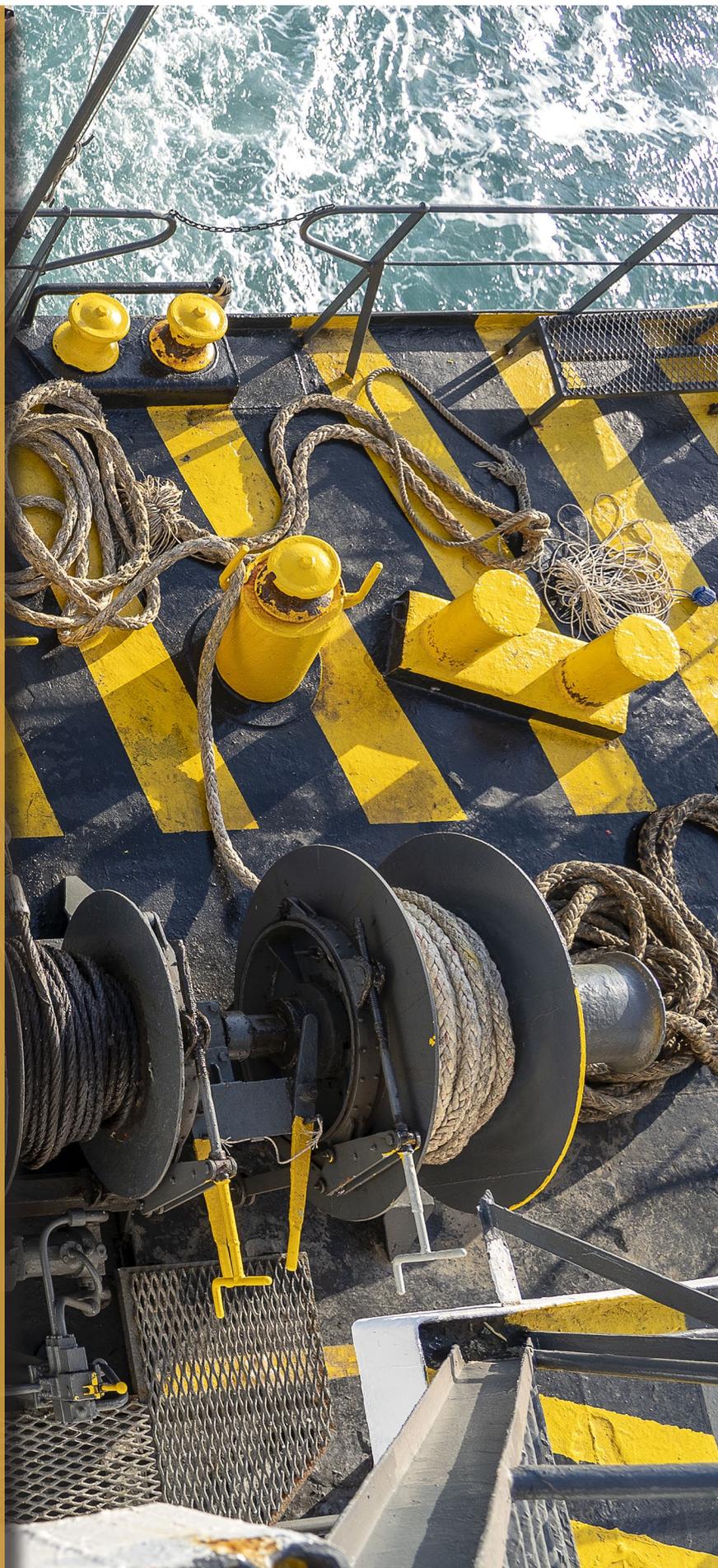


Thanks to our Major Contributors for 2020

Disclaimer: We do our best to make sure that the material in our publications and on our website or any linked site is complete, correct, current and not misleading. The annual report has been prepared as a source of general information to members.
All information provided in the report was correct as at August 28 2020.

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From the President



This year's Annual Report has been produced in unprecedented times. Last year I wrote that we were moving into an exciting decade – that our industry would be challenged as never before. That would now seem to be the case – somewhat earlier and from an unexpected quarter.

In response to the numerous daily challenges thrown up we adopted the theme - "All Hands on Deck" - for the year ahead. This is most apt. At sea, in critical situations, all hands work together with the single aim of saving not only their vessel but their very lives.

Whilst the AIMS cannot improve world trade or vessel numbers we can stand firm at the helm, always watchful, steering a safe course until the storm subsides. We will be a rock in stormy seas for our members, a lighthouse for the marine survey community at large.

Since the onset of the virus our CEO has responded magnificently to the challenges of the virus on one hand and keeping the AIMS operating on a day to day basis on the other. Responsible decisions were taken early in order to maintain staff numbers and reduce costs. Short term Government assistance was accessed, all travel stopped, the AGM was cancelled.

We will not allow our hard-earned achievements to be lost. The day to day operations of the AIMS continue – courses are still being developed and written, new electronic brochures have been developed for marketing purposes, membership benefits are being increased, the CCMS and CPD programme continues to grow and be refined, a long overdue services contract has been developed, new sub-committees have been formed and a workable succession plan has now been put in train.

The Services Contract (Terms of Engagement) and the formation of a Standards and Ethics committee is both a sign of our maturity as an Industry Association and our willingness to be the industry leader. Our members will always promote our Vision – "Excellence in marine surveying – safe vessels, safe seafarers, safe surveyors."

The recently formed "Young Surveyors" sub-committee continues to meet regularly and it is now time that committee chairperson be invited to attend Executive meetings in an advisory capacity and also to learn how the AIMS operates.

The need for practical training for students has now become critical. A number of long serving and experienced members have put up their hand to offer this practical training. This coming year the Executive will set up a network of trainers for training and mentoring students undertaking our Diplomas. Standards have to be maintained.

The CEO Report describes in detail the happenings of the past year and what is in the pipeline for the next. We look through the negative impacts of the virus to a positive future. Shipping has survived a lot worse. Susan Hull has stated her intention to hand over the CEO role to Stacey Taylor next year. This brings to an end Susan's role in the visionary plan hatched at the Circular Quay Marriott in April 2013 at the time of her appointment. The goal statement was – "The future success and credibility of AIMS is largely dependent on its ability to meet the needs of the marine industry through sound strategic vision and ongoing development and growth of marine surveyors in Australia, the Asia Pacific and South Pacific regions."

The AIMS of 2020 is an Industry leader with a vision for the future and a plan of how to get there. It is an organisation to be rightly proud of.

On behalf of the Executive a very heartfelt thank you to our CEO, Susan Hull, without whose efforts over many a long year we would not be here. To Stacey Taylor, our GM (Operations) – congratulations and thank you for your efforts to date with the streamlining of the membership process and Certification, your financial acumen and ability to communicate effectively with the Executive, the staff and members at all levels is to be admired. Your support to Susan and the Executive team has been very much appreciated.

I welcome Darius Manson to the team, a new green shoot, that we hope to nurture into a mature and effective Training Administrator over the next year or so.

To Tim, our marketing and media guru, the efforts to date to re-align our brand have been outstanding. The website is looking great, our brochures are well received and the impact and

interest they are generating is well received.
Thanks.

For the last time – profuse thanks to my fellow Executive and Council members, and all those Members who call me regularly, proffering sound advice. It is through the dedication of the Executive and Management and the support of the Membership that the AIMS will continue to grow and the Members prosper.

In closing - to those who started the voyage with us but are no longer – we will remember.



Peter Murday
President

“

For whosoever commands
the sea commands the trade;
whosoever commands the
trade of the world commands
the riches of the world and the
world itself.”

Sir Walter Raleigh

CEO Report



Preparing the annual report each year is a time to reflect not only on what we have achieved but what impact the national economic outlook and regulatory changes have had on our profession and the AIMS as a business entity.

The trick to maintaining an Associations vibrancy and relevance is to move with the times. New markets open up, new regulations come into play and the membership changes as older members retire and new members join and slowly take up the mantle.

Generally, this occurs on a 5-10 year basis as the actual demographic of the workforce moves quietly through another generation. Almost unnoticed, like the tides coming and going its only when you watch daily that you see the subtle changes that come into play.

The AIMS been fortunate enough to have had strong visionary leaders in the past. Mike Bozier, Steve Beale and Peter Murday – all have been outstanding in their achievements and their legacy is highly valued and will not be forgotten, nor will the contributions of those who have worked with and alongside the head office team or those who have given of their time on committees and projects.

To keep the marine survey industry alive means that we all have to take part and shoulder some responsibility, to add value where we can, to contribute when we can and to encourage others to do the same. If we do this we will not only survive but prosper and we will do this with honour and with the legacy of our outstanding reputation intact.

Now, more than ever it is time to call for all hands on deck to join in the heavy lifting that will be required to steer the AIMS through the next phase of its evolution – a phase that I think will be equally challenging and exciting and one that will define and cement the role of the marine surveyor within the maritime industry.

I think it is fair to say that this year every sector has been impacted and no one has gone unscathed. Every business and individual across the country has been impacted in some way whether that be from bushfires, floods, hail, smoke and the COVID 19 virus and

subsequent lockdowns and travel restrictions – something has touched us all.

Summarising our activities and financial statement in our annual report is always a time for reflection for me and as I start the journey of handing over to the next watch it's good to see the AIMS in such good shape.

Our new General Manager – Operations Stacey Taylor is expected to take over from me in the near future. Stacey brings a range of new skills and talents to the Executive and her fresh eyes and energy have been a bonus during the challenges of the past 6 months. I know that the membership will support her and her staff and help her keep the wind at her back.

While this year was planned to include a change of Executive (President and Vice President) an overwhelming majority of members (98%) voted to keep the status quo until next year. This year's AGM has been cancelled and the change of Executive will be held at the 2021 AGM, along with the presentation of this year's financials.

Despite big changes in our staff and the swift downturn of the economy the AIMS has remained relatively financially stable again this year however we have relied on some Government assistance to help us through. While from October 19 to January 20 wages were down due to staff changes my hours were significant and that did impact on the bottom line.

Our office rent was reduced in March and this discount remains in place until December 2020 at which point we will make a decision on whether to renew our lease in March or look for alternatives. I imagine that this will be decided in line with what is going on in Australia and our region in terms of COVID and the political arena.

Our new marketing campaign will start in earnest in the September quarter and I hope that I can achieve some solid gains for marine surveyors across the unitised cargo, draft survey, grain and recreational vessel sectors and of course the final almighty push for marine surveying to be regulated as a profession. Feedback to date on our new revamped logo, newsletter and advertising has been incredibly positive and our website upgrades are moving along each week. We hope to have this finalised by October.

The AIMS and its members are now being seen by Government and consumers as a genuine professional community and one

that is committed to delivering ongoing improvements in professional standards and consumer protection.

One new development that has been widely praised is our Terms of Engagement contract that will be available to all members to use and of course consumers will be able to download the agreement for use when selecting a surveyor.

The number of complaints being received into the office regarding recreational vessel surveys, pre-purchase and insurance surveys have not diminished over this period. Consumers have no idea how to engage the right surveyor and there is no advice out there for them to source and so they come to us. They do not know what they really want a surveyor to do nor how much they should pay for the service and how to document the agreement properly.

We developed the terms of engagement document or contract for services between a marine surveyor and a client / customer to help consumers and surveyors to ensure that they get or give their instructions in writing and that everyone is clear about what the agreement is. It is a critical piece of documentation that aims to assist all parties to ensure they understand the terms under which the services will be provided.

A well-drafted contract is an important risk management device for each of the contracting parties. Providing a written description of the services you're engaged to perform, the results you'll achieve, how much and on what terms you'll be paid, the extent of your liability and when and how the contract will end, forms a legal contract to fall back on if either party does not hold up their end of the deal. I expect to have this marketed heavily to consumers over the next year in line with our advertising and it will have a prominent spot on the website. I hope that it helps consumers to make wise choices and promotes our membership base as being professional.

Our theme for the coming year is All Hands on Deck and it's been a real delight to see so many members already getting involved with the Institute. The most recent newsletter contained great contributions and Stacey has been active with the subcommittees who are getting down and getting the job done.

The Young Surveyors are chomping at the bit and full of great ideas and you can expect to see bold ideas from the recreational vessel committee as well. Fantastic efforts to date and more to come with the Standards and Ethics

committee getting started on their tasks and the head office team commencing the push to legislate draft survey standards.

If we can achieve our plans this year with the help of the members, the future will look bright for all marine surveyors.

Speaking of all hands on deck – I am relieved to have strong hands such as those provided by AustBrokers Countrywide on deck with us and a new partnership. AustBrokers is a leading insurance provider and have struck a great deal for our members. The partnership will not only guarantee lower premiums for members - especially those who are certified - but we have in place rebates of up to 5% across the board. We are confident this agreement will not only help members access high quality PI insurance at the best price, but also give AIMS members access to contract review and risk management services from the team at Countrywide. Welcome aboard!

Thank you again to the great efforts of the Executive in this most unusual of years, to the staff who keep working to get our goals achieved and to our members who this year have been amazingly resilient. Well done to all.

See you on deck!



Susan Hull
Chief Executive Officer

Getting the Job done



Empowering our Members

To make sure that we are delivering what our members want we need to keep them involved in the Institutes direction and strategic planning.

Generally we do this through State meetings, conferences, and networking events however travel restrictions meant that this year the most effective method of gauging member satisfaction was through a survey mechanism. 175 members completed the survey and gave us their feedback which proved to be very valuable.

A whopping 74% of respondents were Full, Fellow or Life members which is a great turn out and while not much has changed in terms of gender balance what was quite remarkable is the age demographic with 55% of members now being in the 40-60 year age bracket and the 60+ age bracket falling to 38%.

This is almost a complete turn around from the first survey 5 years ago which had 53% of members in the 60+ bracket.

What this shows us is that we still have a fair way to go to encourage membership among those aged in the 30-40 year bracket and 40 - 50 year bracket and we need to develop targeted strategies to encourage younger surveyors.

Almost one third of members stated that the Coronavirus pandemic had a major impact on their business, one third stated that travel restrictions were the major impact and one third stated that there was some impact on certain aspects of their business.

84% of respondents stated that updating the code of conduct and implementing disciplinary procedures for unethical practices was a medium to high priority and 87% agreed that succession planning for the CEO and Executive was also high on the list.

These two areas are now cemented solidly into the AIMS strategic plan with the code of conduct and disciplinary procedures well entrenched in all policy areas and mandatory for new members. Our succession planning is also now nearing completion with new staff on

board and our General Manager expected to take much of the day to day operational work off the desk of the CEO.

83% of respondents think that the Professional Standards Council application is high priority and that implementing consumer awareness campaigns is a must and so we will focus heavily on these two areas over the coming 12 months.

Refreshing our brand and taking on more advertising was recorded by 75% of being in the medium to high priority areas with 15% stating this was low to very low area of concern to them with very similar numbers being recorded for stipulating mandatory qualifications and experience for each category of survey, with similar statistics for expanding the categories to reflect new industry changes and market forces and 80% agreeing to reviewing and developing a code of common practice for each survey category.

We will make sure that we take all member feedback into account when setting goals and developing the strategic plan.

Young Surveyors Subcommittee

The young surveyor's subcommittee is represented by a subset of our membership who are young in experience within the industry. While many of the current members are young in age (under 40) that is not a necessary prerequisite for participation.

The committee's work is aimed towards ensuring the AIMS is relevant for our emerging and up and coming surveyors and assisting in paving a way for new surveyors to join not only the association but also the industry.

Rather than being reactive to changes and expectations of our members, the young surveyors assist the AIMS in taking a more proactive approach in future planning and decision making. By working with and embracing the needs of our young members we seek to meld our current practise with the needs of the changing world and industry in which we operate.

The Young Surveyors committee is also represented in executive meetings and the AGM, allowing our younger members to work beside their leaders and mentors in our association in an effort to encourage and foster engagement and inclusion.

These young members are our future and we welcome their ongoing contribution and insight.



Applying Self Regulation Standards

Becoming part of the 'professional' community was never going to be an easy goal to achieve however we have now achieved just over half of the application requirements.

Being eligible means proving our competence as an Association in a wide range of policy areas and high levels of professional standards and practices. Associations within these regulated communities must provide evidence of and make sure their members uphold the standards through education and guidance, monitoring and enforcement, and other measures. This plays an important role in protecting consumers.

We are certainly well on the way with our Code of Conduct widely accepted by members (over 95% have signed up) and mandatory for new members and ongoing annual CPD compliance also achieving well over the 70% level.

We have identified qualifications and experience required for each survey category and have implemented the Certification scheme.

Our Quality Assurance certification is entrenched across all policy areas and we have continued our certification now for 5 consecutive years and so are eligible to continue with our application.

We have a risk management plan in place that covers all aspects of our operations and categories of survey and our next steps in the process are to:

1. Review, amend or develop occupational standards – these are our codes of common practice or legislated standards – for each sector or category of survey
2. Identify the nature and level of insurance claims

To achieve these requirements we will use the standards committee and any willing members to identify gaps in our codes of practice and for step 2 we will facilitate an anonymous survey to members to try to identify types and levels of insurance held by members, number of claims

and barriers to insurance and will seek advice from Government on 'ideal levels of coverage' for different industry sectors.

Our insurance partner Ausbrokers Countrywide will assist us in the compilation of the technical data and are already working with us to ensure that our insurance scheme is the best it can possibly be.

Code of Conduct

One primary purpose of the AIMS has and continues to be the focus on improving national and international standards for marine surveying and improving stakeholder trust of our members.

One of the many ways we seek to achieve this is through our Code of Conduct. All members are aware of and familiar with our Code of Conduct, it sets the standards we expect from members of the AIMS and with the formation of the Standards & Ethics committee will act as the baseline we monitor complaints and ethical standards against.

This being the case, we could say it is a goal to have 100% compliance but in reality it is not just a goal but a mandatory benchmark of the institute for all members.

The Code of Conduct was introduced in 2018 and the AIMS team have been working towards 100% compliance of all existing members. Moving forward new and renewing memberships will not be available to those who do not sign up and agree to abide by the Code..

Holding ourselves and our members accountable is the only way we can raise and maintain the standards to fulfill our purpose.

Building our Capacity

It is well known that for industry associations and indeed all SME's building capacity is more than ensuring that our Executive and Council have the right skills.

For the AIMS, as an association it's about our day to day performance, the way we grow the business, how we handle change and how we recruit and train our future leaders.

Over the past year we have made some errors in our recruitment and in defining what we need in terms of skills and knowledge of both our Executive team and our staff and what professional development the team will need to ensure that the AIMS moves forward in a productive and meaningful way for our members.

It is critical that we have the right staff with the right skills who have the ability to overcome these hurdles and to that end we have identified the key skills and knowledge our staff must have and have recruited well.

We have mandated that employees have regular performance reviews that include developing specific, measurable, attainable, realistic and timely goals related to their development.

We are enabling council and subcommittee members to observe and participate in Executive meetings and provide presentations on their views of how the future of the AIMS should look.

Setting up mechanisms such as this means new council members can learn from those more experienced, and we are paving the way for them to develop the skills and knowledge to be effective in the future.

Setting up mentoring and coaching programs for students has been an essential task this year as is ensuring that new surveyors have access to senior members to refine their skills, understand the 'why' of how professional surveyors carry out their tasks and gain first hand experience in applying the standards.

This year we have struggled to implement our capacity plans due to travel restrictions however we are confident that as restrictions ease our targets for mentoring and coaching will be met.

“

Effective leaders understand the need to create participatory and collaborative processes that develop the abilities of the next generation of leaders”

Influencing Government

While we have still maintained some contact with Government during the financial year most Government agencies were closed for face to face meetings in early 2020.

Our relationship with AMSA still remains strong and they were a significant presence at the Biennial Conference and Awards for Excellence celebrations and their support was greatly appreciated.

We have also continued to work with the Dept of Agriculture and have received support and clarification on the wording for fitness to load certificates for grain surveys. The Department advised us that so long as the certificate contains information that the bulk vessel is suitable for loading the prescribed goods for consumption (i.e. will not impart odour, wetting, rust etc.) then that would be sufficient.

The Department specifically clarified the Guideline for the Inspection of empty bulk vessels stating the following:

“If a bulk vessel is intended to carry prescribed goods for consumption, a qualified marine surveyor must issue a certificate stating the relevant holds of the bulk vessel are suitable for loading the prescribed goods”.

It was expected that the Productivity Commission inquiry would present their final report to Parliament in April however, this was not the case and the report is still to be tabled.

We are still hopeful that AMSA will negotiate with us over marine surveyor accreditation and support us in our push to the State authorities to improve recreational vessel safety through the introduction of a condition report for pre-purchase insurance inspections and at the change of ownership of vessels.

There is much to do in this space and in particular our goals will be centred around raising awareness of the lack of regulatory oversight, licensing or insurance requirements for commercial marine surveyors and the current requirements for Australian Builders Plates.

There are inappropriate checks and balances by State maritime safety authorities and there are approximately 30,000 misleading ABPs in circulation and regulators are blissfully ignoring that people actually buy and use boats with incorrect information on them in regard to carrying capacity and flotation.

The AIMS views this as a national safety issue and of great concern to potential vessel owners. Complaints of poor surveys, vessel condition and unlicensed / non-certified surveyors undertaking surveys that they are not qualified to undertake has risen sharply and must be addressed.

We are continuing our push with the Dept. of Agriculture to follow up on our concerns regarding Authorised Officers not receiving declarations that the appointed surveyor is duly qualified. Unethical practices by Authorised Officers appointed by the Department of Agriculture and a lack of oversight by the Department related to the implementation of the legislation.

We are also concerned that there is no legislation in place to ensure that vessel container stowage and lashing arrangements are appropriate and signed off by an independent surveyor, and will be lobbying to ensure that Marine pilots are prohibited from undertaking marine surveys while employed as a Pilot. Pilots are remunerated very generously and their hours of work are meant to reduce WHS risks associated with fatigue not provide down time for undertaking marine surveys. They are Pilots first and foremost - not marine surveyors.

As the peak industry body we are the only avenue of complaint from members of the public who have engaged a marine surveyor to assess the condition of their vessel either for insurance purposes or with a view to purchasing and who have instead been left high and dry with a damaged or unsafe vessel.

There is no recourse for complaint or remedy for these people and marine incidents and fatalities are growing yet State maritime agencies and the Federal Government agencies pass complaints on to fair trading agencies who are stymied by the lack of supporting regulation.



While there are currently legislated qualification and experience requirements for marine surveyors who assess the condition of working boats (Domestic Commercial Vessels) there are no regulatory controls for marine surveyors in other sectors.

We would like to see this changed, and quickly. We believe that bringing this to the attention of Government would assist us greatly and will save lives.

We are also the only avenue of complaint for professional marine surveyors who assess the condition of cargo vessels and their holds for the loading of our farmers grain and other exports and who are being forced out of business due to big industry players controlling the DAWE scrutiny of unethical practices and lack of oversight of conditions that are legislated.

We understand that these are contentious issues and ones that most federal agencies and authorities would rather not address. We also are very aware of and understand that most politicians will turn a blind eye to the problems faced by our industry however we were heartened by responses to date by cross bench senators and will lobby hard over the coming quarter to ensure that these issues are noted and that the public are made aware of them.

Our goal is to ensure that all consumers of marine survey services, across all sectors of the industry are assured by the capability and competence of the surveyor and that they have an effective mechanism to lodge complaints or raise concerns.

It is our intention to lobby at a Federal and State level and to seek support from AMSA and the ATSB in raising awareness of the safety aspects related to incorrect builders plates and lack of regulation for recreational vessels.

Community and Social Obligations

Pushing for a greater focus on safety

The Recreational Vessel subcommittee has been consistently working over the first half of 2020 towards their goal of preparing a proposal on the implementation of a Recreational Vessel Seaworthiness Certificate Inspection Scheme to be presented to state and territory maritime agencies.

A long-held concern is the largely unregulated recreational vessel sector and the safety issues abundant in this weekend recreation.

In all states of Australia, there are rules and regulation concerning the registration of motor vehicles, particularly used vehicles, yet when it comes to marine vessels the regulation is loose and largely unfocused on a vessel's safety or seaworthiness.

The proposal is for this to be a national seaworthy certificate, issued by certified marine surveyors, to be lodged to the relevant state or territory agency as a mandatory part of the registration or registration transfer of a vessel.

The key to the success of this program is that the issuing surveyors must be certified as duly qualified and experienced. This will give confidence to consumers that their vessel of choice meets the basic safety requirements outlined by safety agencies.

The flow on effect from this will be reduced incidents and accidents due to issues such as poor and unsafe condition of vessels.

The committee is aiming to have a solid plan for this scheme and proposal for implementation finalised and presented to State and Territory Governments in the September quarter of 2020.

Protecting consumers and marine surveyors with standard terms of engagement

This year we analysed the causes of the complaints forwarded to us by vessel owners and potential buyers and found that the majority of issues were directly caused by a complete lack of clarity and or communication between the consumer and the surveyor.

Neither party are insisting on written instructions and terms of engagement and so, when things go wrong, there is nothing to fall back on other than each party recollecting their version of the verbal agreement.

Its not good enough for surveyors to accept verbal requests for a survey and it certainly does the consumer no favours when they receive an insurance survey rather than a pre-purchase or visa versa or an in water survey when what is required is an out of water survey.

A terms of engagement document or contract for services between a marine surveyor and a client/customer is the most effective way to ensure that all parties understand the terms under which the survey services will be provided and what they can expect the surveyor to do.

For a commercial contract to be legally enforceable, the principles of contract law require that an offer be made and accepted and contain sufficient detail to make it clear what is being offered and on what terms.

Providing a written description of the type of survey you're engaged to perform, what the survey will consist of and how much and on what terms you'll be engaged forms a legal contract to fall back on if either party does not hold up their end of the deal.

The Terms of Engagement template will be available to all AIMS members and to members of the public seeking a survey.

A comprehensive information campaign will be launched to ensure that vessel owners and potential buyers are aware of the need to provide instructions in writing and that the AIMS is here to help them navigate the process of engaging a surveyor.

Sourcing PPE equipment and assisting Surveyors to travel

As the 2020 year unfolded, we continued to embrace the changes we needed to make in our operations, we looked for opportunities where we, as an organisation, could support our members more.

Being part of a profession which is essential to keep our economy strong, our members have been hit with many setbacks trying to take the necessary steps to complete their work. To add to the challenges the availability of essential PPE has been in short supply and difficult to source. As an organisation we took the step to procure a large supply of face masks which we were able to distribute to members, a lucky find at a time where essential supplies were sparse on the ground.

To date more than 8,000 of our initial 10,000 face masks ordered have been sold, with the remaining supply slowly being distributed as member and industry demand requires.

Selling these face masks at cost price was a decision based on this exercise not being one of a money making venture but rather another way of fulfilling our supporting obligations to our members and colleagues.

We also found it necessary to continue to liaise on a daily and weekly basis with Federal and State agencies on restrictions of travel, border closures and quarantine. We were able to lobby to have marine surveyors considered 'essential services' and subsequently provided all members with travel documentation and standard declarations for presentation at border control stations.

These efforts kept our surveyors moving and in business and ensured that vital cargo supplies and inspections were carried out with a minimum of disruption.

Bringing affordable easy to access Insurance to members

A new partnership deal with Austbrokers Countrywide was finalised in July 2020 to provide our surveyors with the best insurance coverage at the best price with the least amount of hassle.

It is very exciting to work again with Wade Cadman who has agreed to be the 'conduit between members and the broker' and act as our dedicated advisor for all insurance and risk management requirements. Moving forward renewing insurance coverage will be as easy as completing the online form on the AIMS website and best of all, the rebates provided through the partnership will go directly to the members.

“

Just got my insurance renewed – a pleasurable experience indeed. Never thought I would say that! Thanks AIMS.”

“

Just wanted to say a big thanks for helping me with my travel arrangements! Well done, it has been a huge relief for me.”

“

Thanks Susan for reporting this safety issue on our behalf.”

“

To the AIMS team – thanks for the support and for sourcing our face masks. Well done! Give me 250. Cheers.”

“

Thank you AIMS for helping me sort out my complaint, especially given that the surveyor was not an AIMS member. You are the only organisation that has taken an interest in my dilemma and I thank you!”

“

Susan, thank you for your time. I will chalk it all down to experience, fix the boat and move on – but will always in future put my instructions in writing.”

“

I’ve recently had the pleasure of placing my PI risk through Wade at AustBrokers Countrywide. Was very easy and a good rate, appreciate the support from AIMS with the connection.”

Dying for a new boat?

It shouldn't have to come to that.



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

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

AIMS Surveyors also commit and adhere to the AIMS Code of Professional Practice giving you, the boat owner, an avenue to complain.

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

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



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

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

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

Engaging a Certified Commercial Marine Surveyor™ to help you buy a boat makes a lot of sense. A quality condition survey is the second best investment that you will make as part of the buying process. Getting it right the first time may just save your life.

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

The recreational boating industry in Australia is largely unregulated.

Unlike the case of other professions that are licenced like builders, mechanics or plumbers there are no Government controls that regulate the minimum qualifications or experience required by a marine surveyors in the recreational boating sector.

The Australasian Institute of Marine Surveyors encourages boat owners to only engage a Certified Commercial Marine Surveyor™ who is a member of a professional body or specialist surveying membership organisation that you can talk to.

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

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

2019 Biennial Conference Summary

The 2019 AIMS Biennial Conference was held in Canberra this year at the Canberra Hyatt Hotel and encompassed a broad range of innovative presentations that addressed both the traditional “Blue Water”, “Near Coastal” and non-survey areas relevant to the maritime industry and these were delivered by a diverse range of high calibre maritime professionals.

The day commenced with the acknowledgement of the traditional owners, the Ngunnawal people and the opening address by Mr Alan Schwartz, General Manager of Operations at the Australian Maritime Safety Authority (AMSA).

Mr Schwartz delivered an engaging speech highlighting the success AMSA has achieved recently in regard to employee diversity and the benefits of the high retention rates of the growing number of female staff at AMSA.

He drew parallels to the inspirational new indigenous program proposed by the AIMS which will see several indigenous cadets enter the industry in 2020 and announced that AMSA would provide the AIMS with initial funding of \$10,000 to help launch the program.

He discussed his own experience at sea as a mariner and his 25 plus years at AMSA and the need to work with the AIMS to support the future of marine surveying.

He concluded his speech with praise for the AIMS for its work to date on the marine surveyor Certification scheme and the importance of maintaining a collaborative relationship between AMSA and AIMS to progress this very important initiative.

He acknowledged that the professionalism of marine surveyors through ongoing training and education and recognising new technology and new markets was vital in keeping them alive and viable.

Presentation 1: Dr Michael Sierp of Aquatic Biosecurity Pty Ltd

Dr Sierp discussed the biosecurity industry and how it interacts and impacts upon shipping and the maritime sector.

With an in-depth knowledge of aquatic biosecurity, he presented case studies on the impacts of various marine pests on vessels, marine infrastructure and within marine environments and presented innovative solutions for handling and treating bio-security incidents.

He discussed preventative measures that vessel operators can take to minimise the risk of marine pest biofouling when importing vessels, and when journeys include travel between Australia and New Zealand or around our domestic coastline and how vessel owners can mitigate risks through vessel hygiene, regular inspections and reporting unusual events or sightings of changes to fishing environments that could be caused by marine pests.

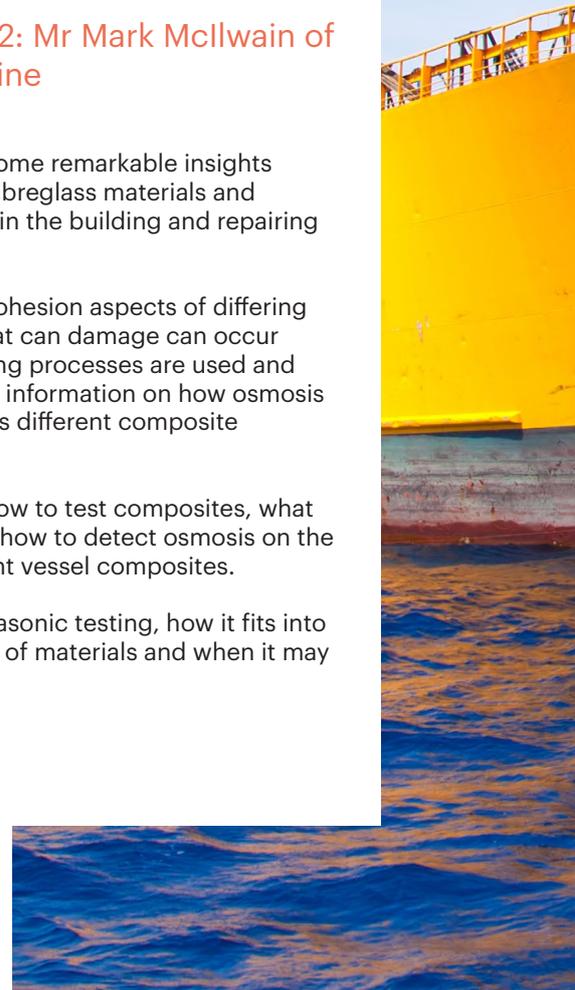
Presentation 2: Mr Mark McIlwain of Hastings Marine

Mark presented some remarkable insights into modern era fibreglass materials and composites used in the building and repairing of vessels.

He outlined the cohesion aspects of differing materials and what can damage can occur when poor bonding processes are used and included valuable information on how osmosis forms and impacts different composite materials.

Mark discussed how to test composites, what is repairable, and how to detect osmosis on the surface of different vessel composites.

He discussed ultrasonic testing, how it fits into the measurement of materials and when it may be useful.



Presentation 3: Dr Tim Evans – Rio Tinto

Dr Evans, an adjunct professor at Macquarie University and the University of Queensland, presented on his work with Rio Tinto on the safe shipping of solid bulk cargoes.

It was a most captivating and informative presentation complete with visual examples of the actual behaviour of different bulk cargoes in experimental bulk holds where water separates and the results and impact on the vessel in cases where the cargo does and does not liquefy. He discussed the action of the dynamic forces, from what countries the cargoes came and clearly explained the behaviour of different cargoes such as bauxite, iron ore and nickel.

He impressed upon the audience the importance of determining what cargo materials have the highest incidence of dynamic separation, how to test for it and how to recognise indicators of liquefaction while at sea in time to prevent a major loss or incident.

Dr Evans' presentation provided valuable insights to this important and topical issue directly affecting the safety mariners and vessel stability.

Presentation 4: Dr Douglas Guilfoyle - Associate Professor at the University of NSW Canberra

Dr Guilfoyle provided an entertaining and informative overview of the South China Sea dispute over navigable waters between China and Vietnam, including the nine-dash line.

He explained the history of the claim to rights over fishing in the disputed territory, how this is being managed as well as the reaction from neighbouring countries which proved to be of interest to all delegates.

He went on to further explain China's claim to some rocks in the archipelago and how this has led them to enforce a claim on the strategic resources in the surrounding waters.

Importantly, Dr Guilfoyle presented several scenarios and explored the possible impacts on commercial shipping and shipping trade. Delegates indicated they were now far better informed about this situation.

Presentation 5: Mr Nik Parker of the Boating Industry Association (BIA)

Mr Parker illustrated the importance of alliances and their effect on the boating community. Covering many sectors, BIA has created strong alliances with local and international associations to further their acquisition of knowledge, capability and strength.

Boating exhibitions for members, travel insurance and industry news are but a few of the benefits of membership presented and he also discussed the benefits of membership as it relates to the AIMS and how the two associations could enjoy some form of alliance with a view to strengthening vessel and passenger safety in the recreational sector and ensuring the seaworthiness of recreational vessels.

Presentation 6: Ms Kerry Woonings of Crawford & Company

Ms Woonings is a lawyer, surveyor of marine cargo and technical specialist in liability and recovery. Ms Woonings presented an overview of the most recent updates of INCOTERMS, clarifying what they are and how they are used across international trading and in the procurement of cargo and goods under different agreements.

She covered where and with whom the risk is associated during every part of the shipping and transport of goods in the real world and offered examples of the buyers, sellers and insurers participation in the process of the supply and delivery of goods.

Kerry went through the types of contracts determining the liability for products throughout the chain of international trade which gave the delegates a better understanding of INCOTERMS(R), their relevance and importance in our modern world.

Presentation 7: Mr Adrian Seiffert – Marine Auctions Pty Ltd

Mr Seiffert illustrated his many years of experience with Marine Auctions and vessel valuations. He directed the group to specific phrases surveyors can use in valuations and explained how court cases can drag a surveyor into long exhausting battles over the language and phrases used in pre-purchase reports.

Through the benefit of many years of experience, Mr Seiffert provided delegates with his recommended best practice to mitigate any future problems when quoting on jobs.

Using phrases like, “On this day, in my opinion, I believe the value to be...”, and stressed that maintaining complete records of all photos and the research into comparative vessels used in deriving the valuation are essential when reporting.

He also recommended such records be retained for 7 years.

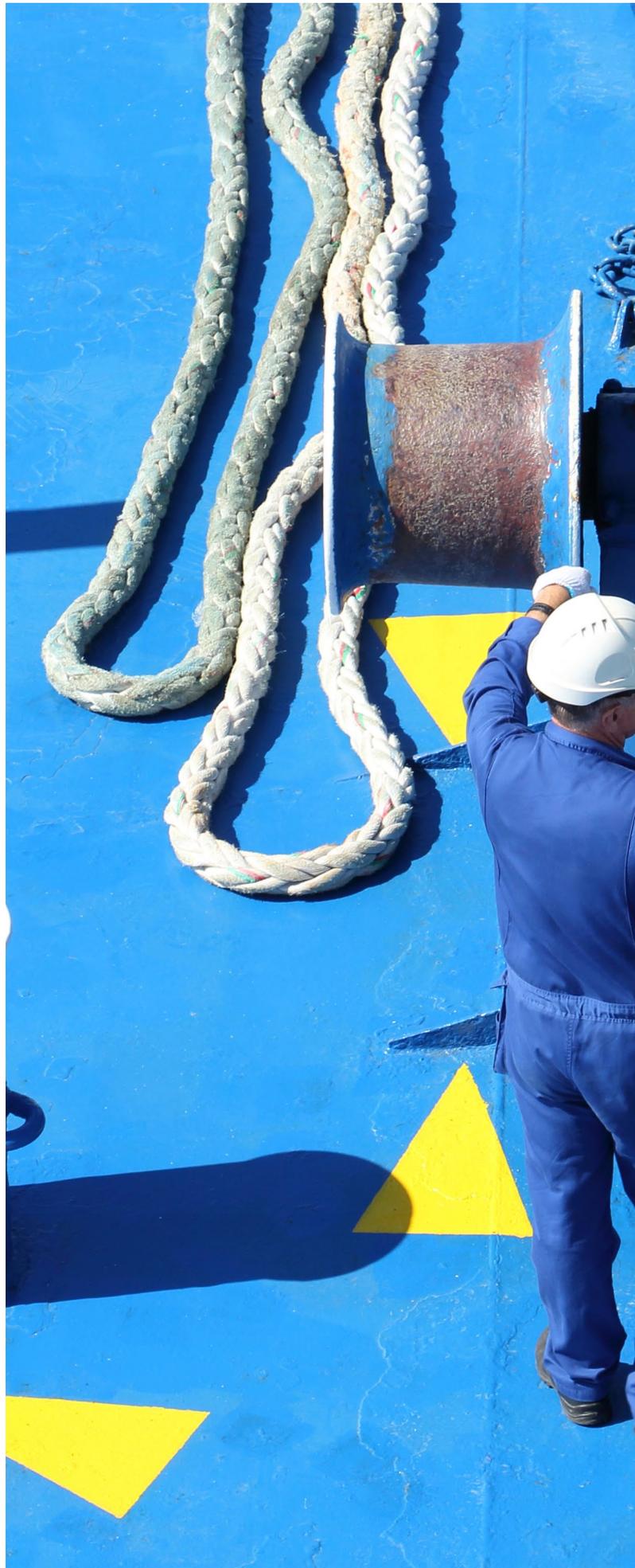
Presentation 8: Mr Grant Judson and Mr Rob Maher - AMSA

Mr Judson and Mr Maher shared the stage to deliver a presentation around emerging autonomous vessel technologies and the impacts and risks involved in remotely operated vessels.

They discussed current and future developments from the international community and how they are handling these situations.

They explored the challenges to the understanding and application of new real world requirements within current regulatory frameworks and how these may need to change to meet new technologies.

They showed what business owners can do if they are creating new innovations, what AMSA are looking for, how testing occurs and what is needed as well as the information required to gain commercial approval in Australian waters.





The merchant navy memorial fund will be the AIMS charity for 2020 and the Red Ensign will be raised at official functions to raise awareness of the great deeds that all merchant mariners selflessly undertake and the dangers they face in times of war and international incidents.

This Biennial AIMS Conference carried the theme Securing the Future of Marine Surveyors. Through the diversity of presentations across a broad spread of topics, all attendees were provided insights and overview of future industry needs, policy and best practice. Thanks to sponsors for their generous support.

The opening address by Alan Schwarz of AMSA highlighted how future challenges can be overcome by close cooperation between government and industry and demonstrates that the AIMS has matured to become the preeminent Marine Surveyor representative body in the Asia-Pacific Region.

Thanks also go to the wonderful presenters who have given up their time and knowledge to make the day a great success.

Membership Report

Starting 2020 in the most uncertain times the recent survey has highlighted how our members have been affected professionally by the current challenges from a small impact in their daily operations to others seeing a massive decline and in some cases cessation of operation for the foreseeable future.

Despite the challenges being faced by so many, our membership has remained steady and we as an institute continue to assess our strategy of how the needs of our members have changed in the current market compared to twelve months ago.

While we continue to pursue our purpose and goals, woven through our strategy is a stronger focus on community and unity within our membership. Communication, professional support and listening and responding to our members needs through challenging times will assist us in coming out the other side of this current pandemic as a stronger more vibrant association.

We closed the 2020 financial year with a strong membership base and a focus on the retention of our students after their initial 12 month free membership period has expired. With the support of our new membership guide, we are able to provide graduating students with a greater insight into probationary membership and how it can assist in their future professional development.

Through contact and engagement we are working to capture the market of our up and coming surveyors who will, over time, take and lead our institute into the future.

Our Commercial Certified Marine Surveyors have continued to grow with 79 current individual CCMS member and 15 organisations with 5 or more surveyors.

As we continue to promote our Certification program, consumers are recognising more and more the value of engaging a Certified Surveyor where available. All going well in the coming year, our presence at maritime events and boat shows will be another opportunity to promote our members and our Certification initiative to consumers.

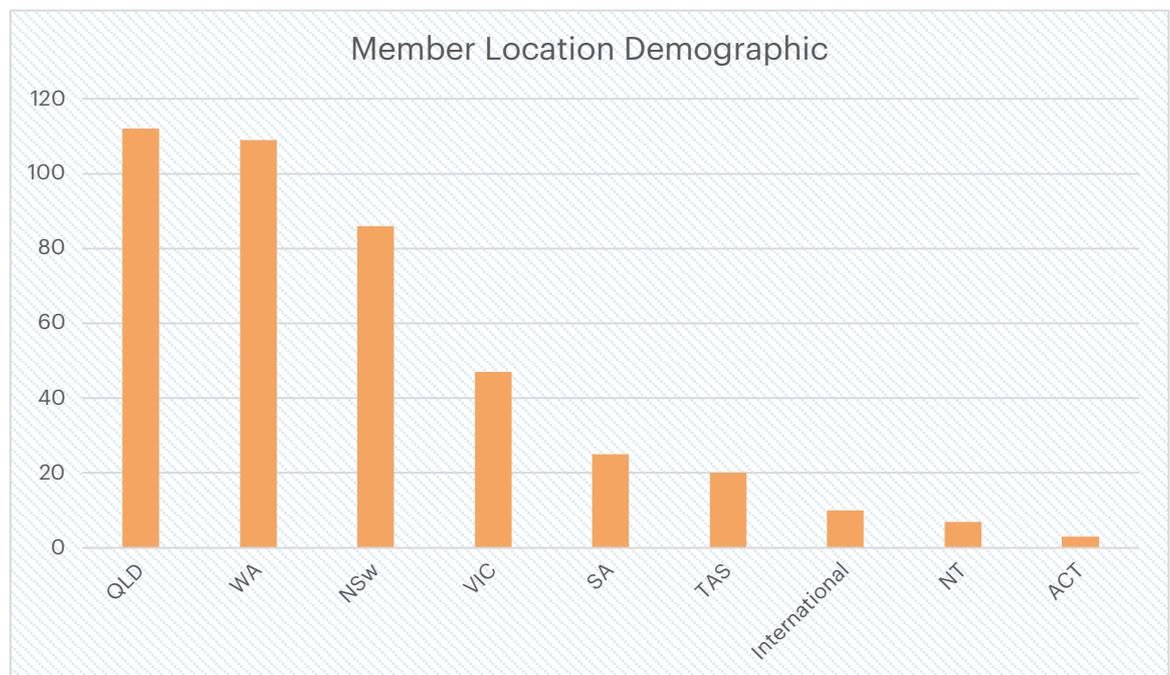
On the other side of this, there is an ongoing focus of supporting our members to progress through our membership levels and our full members to work towards professional certification as recognition and acknowledgement of their experience and contribution to their profession.

The split of our members area of specialisation remains largely unchanged from 2019 with 38% of our members identified as domestic commercial vessel and small craft surveyors, making over 60% of our members specialising in cargo, condition and insurance and on/off hire condition surveyors.

With the hopeful positive outcome of the initiative in progress by the recreational vessel subcommittee, we may see upward movement in our recreational sector over the coming 12 months.

The following graphs shows the location demographic breakdown of our financial membership base, with the majority of members based in either WA or QLD.

Of our new financial members for 2020 though, almost 60% came from either WA or NSW, each sharing 29% of new member growth.



Education and Training

The 2019/20 financial year was steady in terms of training revenue and students have responded positively to the new payment plans which were critical to operations during the start of the COVID 19 pandemic.

The payment plans put in place last year have allowed students to pay on a unit by unit basis or other agreed terms and this has been widely seen as more viable option than Government loans as there is no interest charged. While that has impacted on cash flow the overall revenue was in line with our expectations.

Both the Diploma and Adv Diploma have shown steady uptake and members have used single units from both qualifications to maintain their CPD points and or to simply gain more knowledge on a specific sector of the industry.

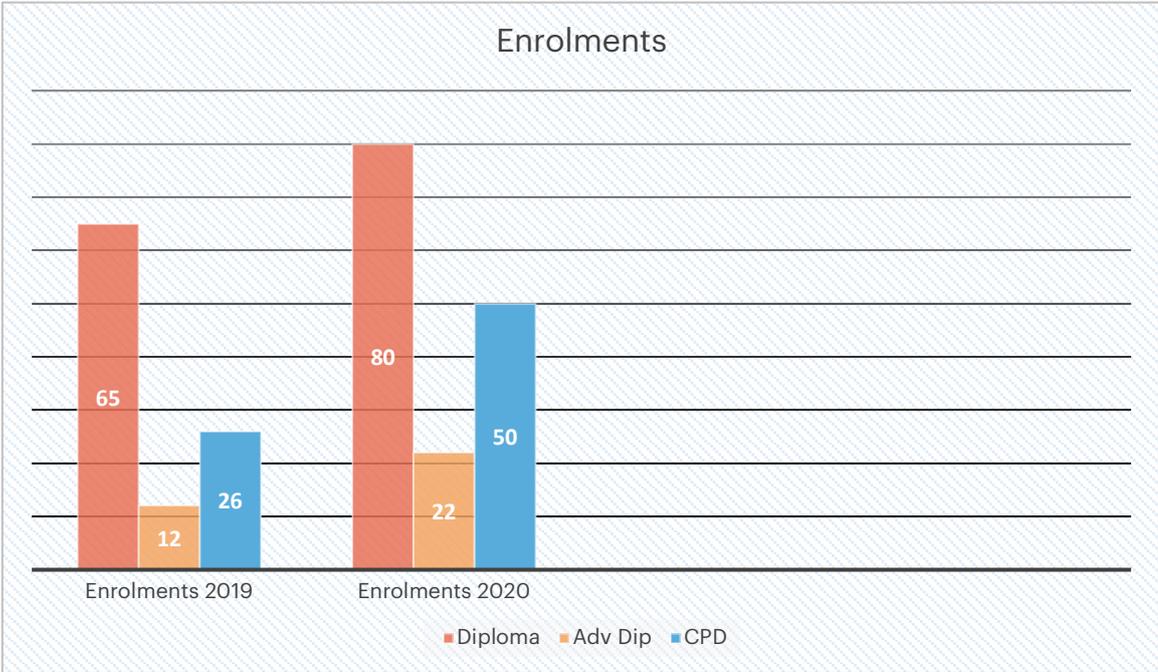
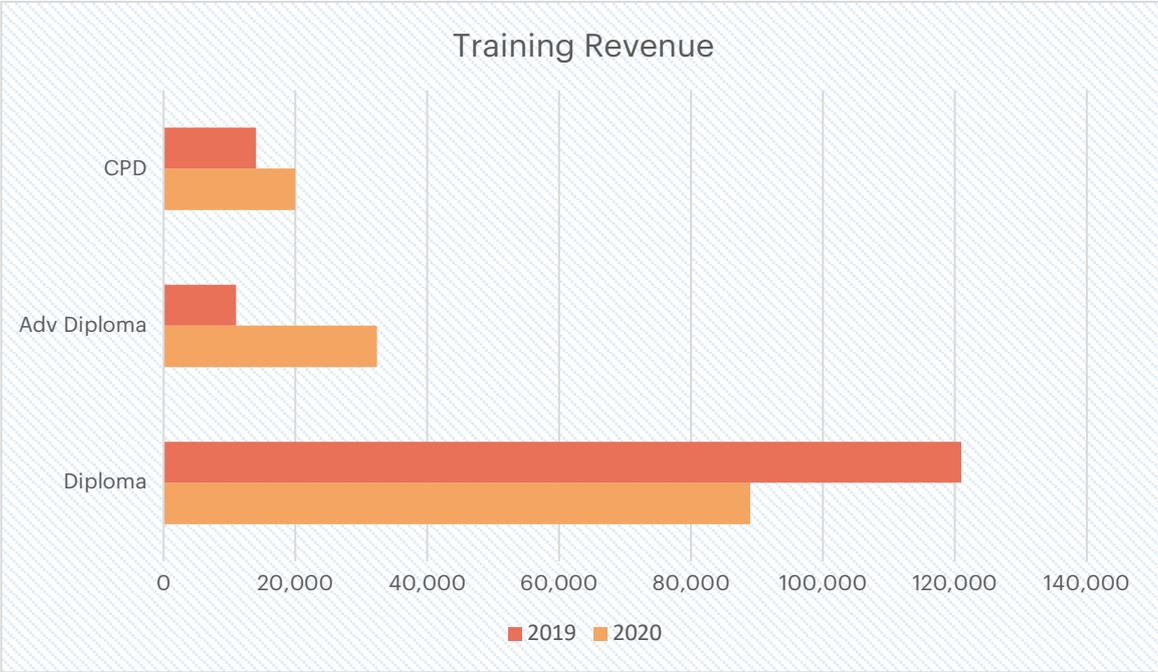
There have also been several instances where students have elected to progress to the Advanced Diploma after completing their International Diploma.

It was hoped that we would have additional offerings for hold clean and LNG surveys but these are still to be developed. Our expectations are that they will be available towards the end of 2020.

Training Revenue and Enrolments

Training revenue remained in line with budgeted expectations however the spread of revenue was more diverse and included solid enrolments in the Advanced Diploma and additional enrolments in CPD.

New payment options for the International Diploma result in lower revenue as students have the option of paying up front or on a unit by unit basis. Enrolments however were strong and revenue is now evenly balanced across the financial year.



CPD

In 2017 the AIMS introduced compulsory Continuing Professional Development.

Being an organisation committed to not only maintaining and enhancing the talent of our surveyors, but also supporting them through their career, we continue to provide further opportunities for our members to achieve CPD points through connections to the institute.

The graph below shows how our members are currently achieving their CPD requirements.

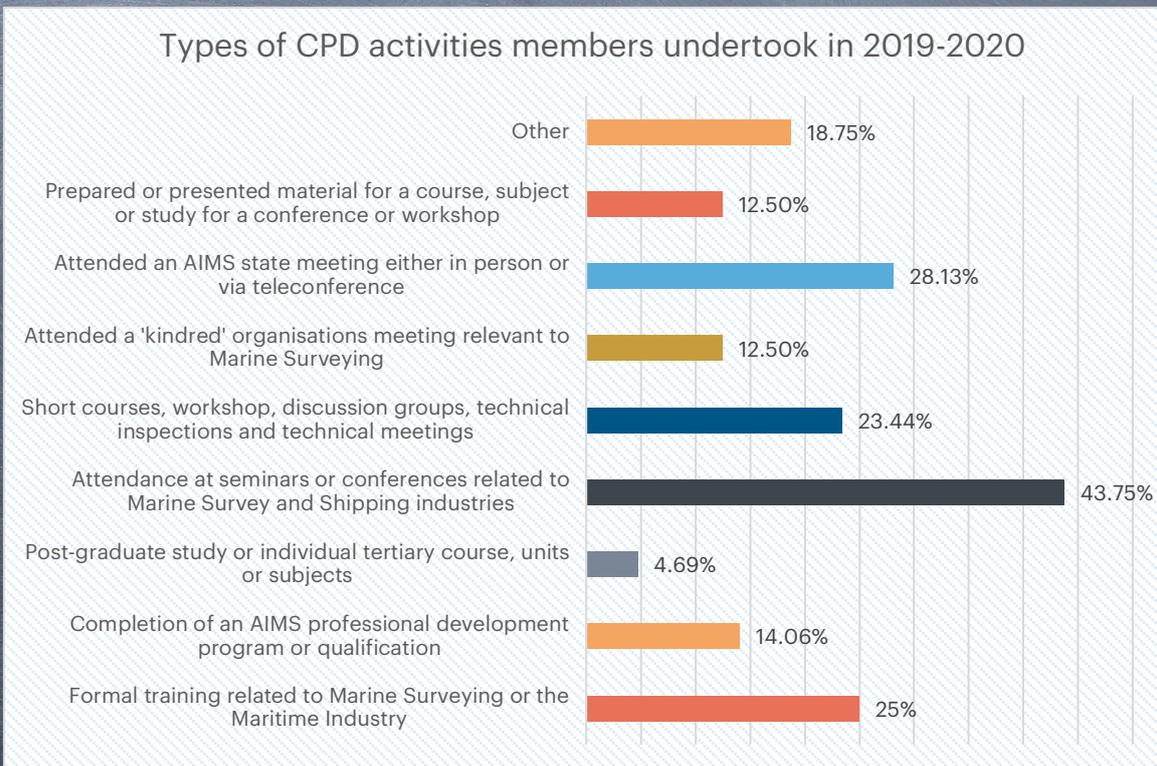
Our recent survey results show that only 28% of members gain some of their required CPD points through attendance at AIMS state meetings. These meetings are not only a great opportunity to network with other members but also gain insight into latest industry and institute developments. We do understand the juggle and logistics of being available to attend meetings in a 24 hour 7 day industry, and the travel time and distance required by some members.

That is why we have now increased the CPD points for attending an AIMS state meeting from 2 to 5 points each year. By attending a state meeting, a member can achieve half their yearly points value. We also offer members who cannot attend in person to attend via a ZOOM hook up.

Engaging with members at these meetings helps us to communicate our actions and progress towards set goals as well as understand the current and changing needs within the organisation.

Feedback from the recent survey indicated members are looking for more opportunities for CPD from within the institute. Our portfolio of surveying specific training courses are continuing to grow, but as we know, to perform our jobs effectively takes more than just technical knowledge.

We have been working towards offering a suite of short CPD courses to our members which cover many aspects of work and business skills from software training such as Beginner to Advanced Microsoft Excel and Word courses, Business fundamentals including Interpersonal Communication, Assertiveness and Effective business writing to English Grammar Refresher courses.



The new business courses will be offered as either an instructor led 6 week course or self-paced 3 month study and will count towards 5 points of CPD. The expected release date on these courses will be the second half of 2020 and our hope through these offerings is that members will have more opportunity to easily complete their CPD for the year while further developing valuable business skills.



Maintaining Financial Stability

The 2020 financial year has reflected much of what all business sectors in Australia are going through. We have seen fluctuations in most areas of income and expenditure but the resultant outcome is that our financial position is holding steady with sufficient revenue generated throughout the year to cover all necessary expenses.

The revenue growth in membership and training has not been as strong as that seen in the 2019 financial year due to the implementation of payment plans for students which allow for the cost of training to be spread over a 12 month period. We expect that this will correct over time and provide a true revenue figure for each financial year.

It was pleasing to see that the overall revenue has been largely maintained due to a wider diversity of income streams which included conference income and an increase in advertising and sponsorship.

Revenue Story

Year on year overall revenue was down 4% but a breakdown of income shows the full picture. Our two main revenue streams membership and training showed a decrease of 31% and 16% respectively but additional income from the biennial conference and advertising and sponsorship helped bridge the gap.

As the government this year granted stimulus payments (as PAYGW credits) to assist small business through the current changing climate, the AIMS used these additional funds to enrich our marketing and advertising assets and expect these activities to assist in generating additional income through both membership and training in the coming year as well as better promotion for our members and institute.

Expenses Story

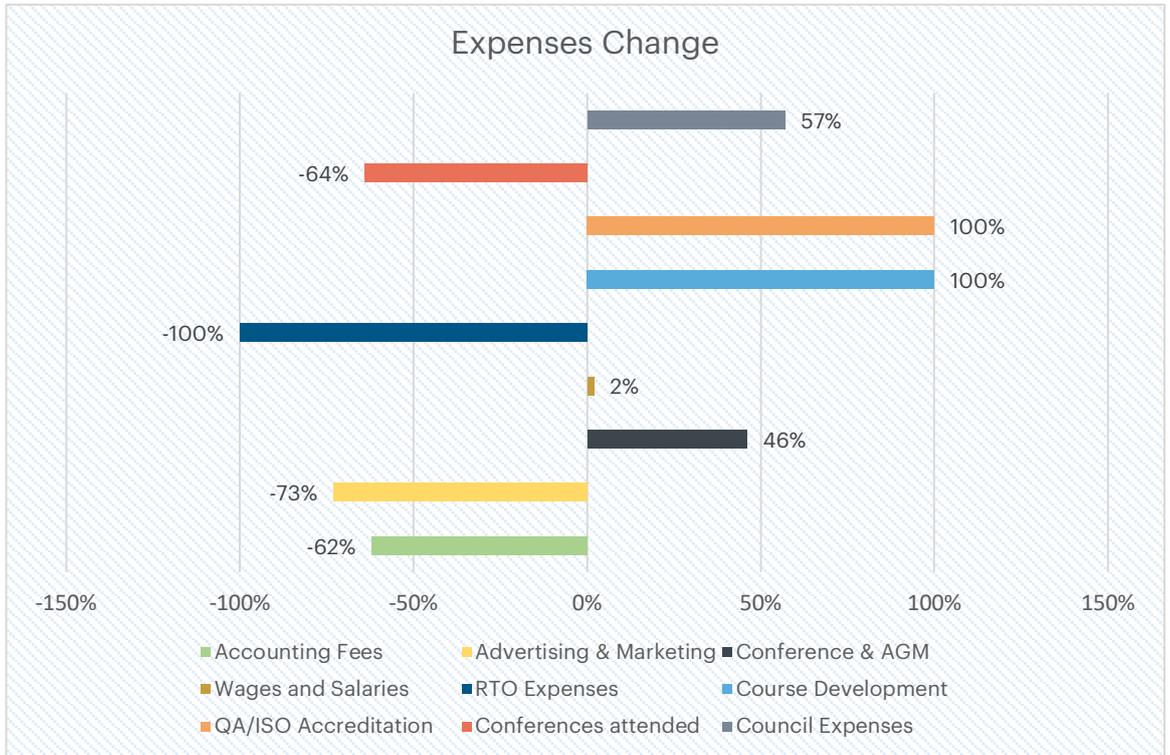
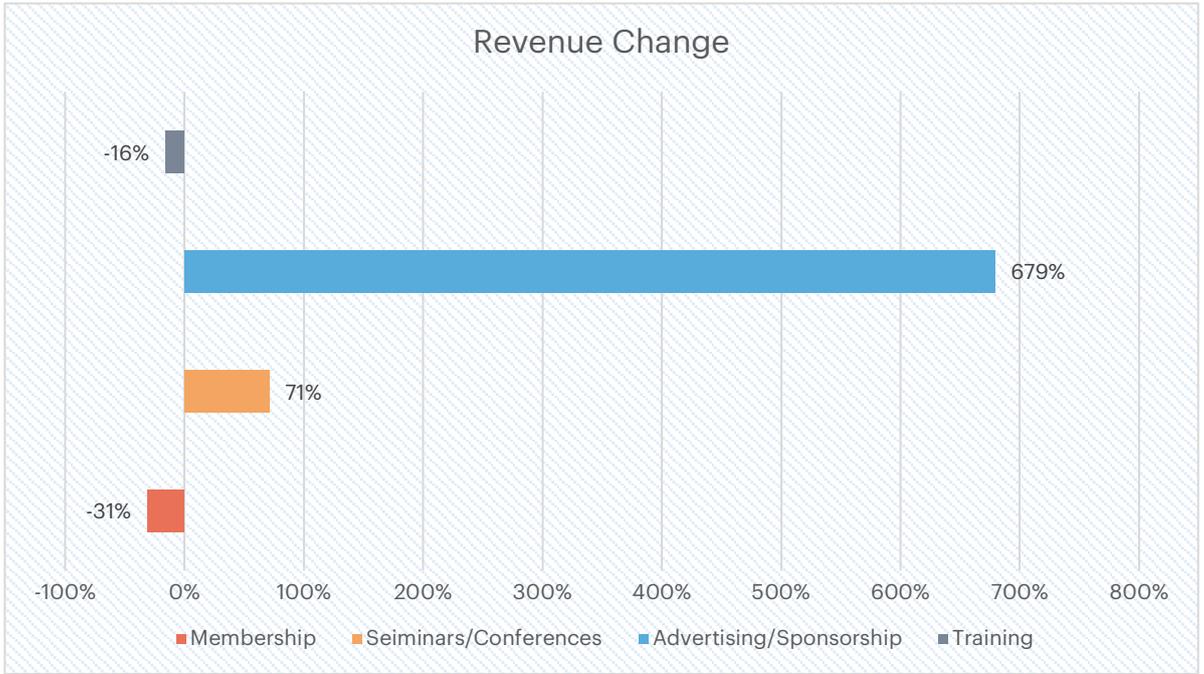
Significant reduction in expenses year on year have been in Accounting Fees which are down 62% and should now remain fairly steady at this lower rate moving forward and Advertising and Marketing costs which have reduced by 73%. Majority of our marketing costs are now being accounted for in Wages with the hire of our part time Marketing Coordinator to manage these activities in house rather than outsourcing.

With the increase in activity and staffing levels within the administration team, the wages for the year are still in line with last year expense with only a 2% increase.

Reduced auditing and compliance costs for the AIMS in the 2020 financial year have resulted in a saving of over \$7,800 in this area compared to previous year, freeing up additional funds to assist with course development costs of just over \$2,000, an expense not incurred in previous years but incredibly helping in further developing our Advanced Diploma content.

The initiative to supply masks throughout the maritime industry and particularly our surveyors was undertaken as a non profit exercise and masks have been sold at cost price with all expenses on these to date being covered by the sales made.

Overall financial position has held steady from last year with Total Assets down by 5% to \$116,608 but also a decrease in Total Liabilities of 27% to \$20,774 resulting in a 2% increase in overall position of members funds at \$95,835.



Strategic Plan 2020-2021

2020 Member Feedback

In looking at the summary of the feedback provided by members in the 2020 survey the data suggests the following actions that assisted to form aspects of the strategic plan.

1. Data suggests that the ratio of full members to probationary and associates is approximately 70% full membership and 30% associate or probationary. No further action is required to encourage members to upgrade at this stage.
2. Marketing of the AIMS is working with now 72% of all members having held membership for less than 10 years – an almost 360 degree turn in 5 years
3. CPD has been widely accepted (80% of members have complied) however feedback suggests that more generic business courses need to be offered to members and that only 23% of membership are employees with the majority of members being sole traders or owner operators with less than 5 employees
4. Succession planning ranked highly on the member feedback for priority areas however this has largely been taken care of now. The other highly ranked areas are:
 - Professional Standards Application,
 - Consumer awareness campaigns for recreational vessels owners,
 - General awareness campaigns for CCMS members,
 - Establishing codes of common practice and mandatory qualifications and experience for all survey categories and
 - Government lobbying

Progress Report for Strategic Plan Objectives and Key Performance Areas

FOCUS AREA	OBJECTIVES	WHAT SUCCESS LOOKS LIKE
Management, Administration and Governance	CEO continues mentoring of GM till July 2021	GM is ready and capable of taking on the senior role
	Update QA risk management plan	Plan includes contingencies for any unexpected financial downturn due to COVID and lack of member support to move forward to a more appropriate corporate structure
	Develop and distribute QA Induction manual to Executive and Council	All decision makers are aware of and implement the AIMS objectives consistently and in accordance with policy and procedures and are able to support CEO and GM effectively
	A member survey is distributed seeking feedback from members as to best corporate structure for the next generation of AIMS members	A clearly defined pathway forward is identified, processes are set in motion to move forward with a new corporate structure proposal being put to the members
	Office premises and office / staff structures are discussed, and most appropriate financial decision is identified	Expenditure on office space is reduced in line with budget and staff requirements
	Professional Standards application is submitted by March 2021	Marine surveying is seen by the Government as a 'profession' and AIMS reputation and standing as the peak industry body is cemented – liability for surveyors is lowered and regulatory bodies seek AIMS advice and participation in regulatory reforms
	Ethics and standards committee is established	Standards committee has appropriate powers to enforce disciplinary action and amended codes of practice for each category are developed by end of 2021 calendar year
	Develop a consumer watch list of consumers who have not paid or acted unethically with AIMS Surveyors	List in operation and updated as part of administration procedures and provided to regulators and authorities on request
	Generic and Survey specific standards templates available for members to utilise	Set of documents including General Workplace Standards including relevant forms as well as Survey specific standards available for members use

FOCUS AREA	OBJECTIVES	WHAT SUCCESS LOOKS LIKE
Membership Operations	<p>Public campaign for recreational vessels surveys is launched by October 2020</p> <p>State Maritime Agencies agree to regulate recreational vessel surveys</p> <p>Review evidence requirements for Certification and for membership applications</p> <p>Guidelines developed around use of AIMS generic logo on reports and marketing materials by member levels</p>	<p>An increase in recreational vessel surveyors joining the AIMS and committing to ethical and professional practice</p> <p>Consumers see an AIMS surveyor as the first choice for a surveyor, AMSA support the objectives and complaints mechanism is effective</p> <p>Streamlined application encourages more surveyors to become Certified</p> <p>Written policy on use of logos available for members on website with initial release for awareness to members. Also included in new member pack.</p>
FOCUS AREA	OBJECTIVES	WHAT SUCCESS LOOKS LIKE
Marketing and Lobbying Activities	<p>Encourage Department of Agriculture to recognise Grain List and implement legislation for marine surveys</p> <p>Consumer campaign is launched to increase consumer awareness of the AIMS</p> <p>To cement our reputation as the peak industry body</p> <p>Insurance partner assists to create better PI options for members</p> <p>Templates for tenders and contracts are developed to assist members</p> <p>GM to develop professional network contacts within industry and government</p> <p>GM to undertake Public Speaking Course</p>	<p>AIMS oversees the accredited grain list which is used by Department of Agriculture and shippers, AO's are required to implement legislation declaring that surveyors are suitably qualified</p> <p>AIMS is seen by consumers as the safe option for selecting a surveyor – increased consumer safety and use of Terms of Engagement by consumers and surveyors</p> <p>Weekly social media and advertising is carried out, followers and website visitors maintain steady increase</p> <p>AIMS has a presence at all boat shows and prominent shipping trade shows, awards etc</p> <p>Insurance partnership is embraced by AIMS members – at least 60% take up and renewal of insurance</p> <p>Members gain more value for membership and membership retention remains high</p> <p>GM has initiated a professional network with key figures within industry and government organisations</p> <p>More engagement by the GM in public speaking and presentations</p>

FOCUS AREA	OBJECTIVES	WHAT SUCCESS LOOKS LIKE
Training Operations	<p>Advanced Diploma is finalised, new industry courses and business courses are sourced and delivered</p> <p>Code of Conduct presented in an electronic format as an online course</p>	<p>Increased offerings for students and CPD portal set up and operational. Marketing campaign to members including regular featured courses, online tutorials and forums are presented. and member CPD compliance increases</p> <p>Development of electronic presentation of Code of Conduct with Certificate at end as part of membership application</p>
FOCUS AREA	OBJECTIVES	WHAT SUCCESS LOOKS LIKE
Increased productivity by subcommittees	<p>Young Surveyors to develop a marketing campaign for young members.</p> <p>Recreational Vessel subcommittee continues to produce results</p>	<p>Campaign developed for young members to encourage new surveyors to join industry and institute and older members are engaged in providing mentorship and coaching</p> <p>At least 2 states take up regulation of recreational vessel surveys by June 2021 to sign off on vessel condition at time of purchase or change of ownership</p> <p>Builders plates are reviewed by Governments and surveyors holding plan approval are appointed to sign off on builders plates</p>



We know
your boat
better
than you.

You keep our world moving,
we keep you in business.

To become a member of the AIMS, all surveyors must provide evidence of not only qualifications but also proven experience to support their areas of specialisation.

AIMS Surveyors commit and adhere to the AIMS Code of Professional Practice and the AIMS has a complaint mechanism in place for you to turn to if things go wrong.

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

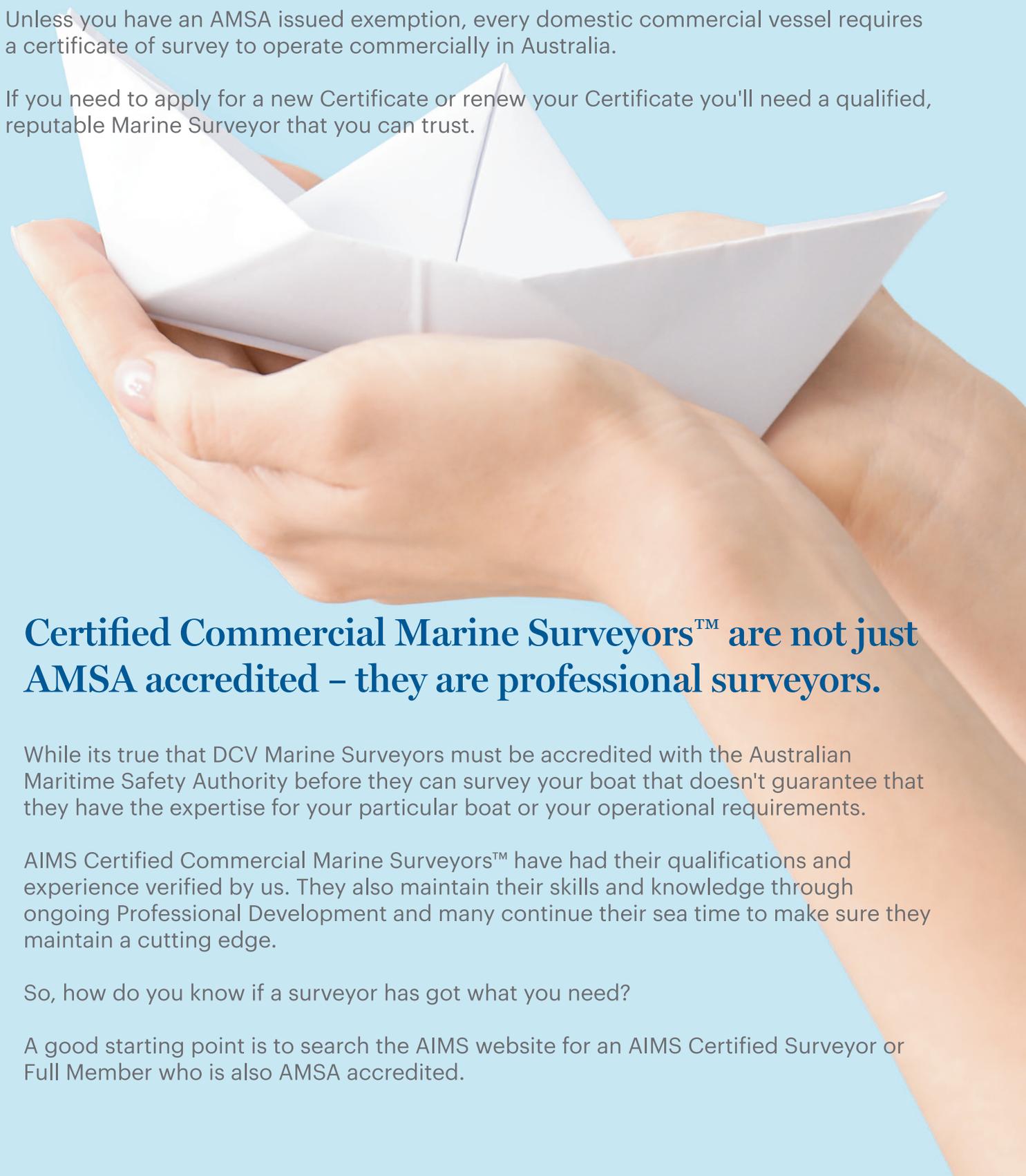


AUSTRALASIAN INSTITUTE
OF MARINE SURVEYORS

Working boats are the lifeblood of our country. It's our job to keep you working, safely and hassle free.

Unless you have an AMSA issued exemption, every domestic commercial vessel requires a certificate of survey to operate commercially in Australia.

If you need to apply for a new Certificate or renew your Certificate you'll need a qualified, reputable Marine Surveyor that you can trust.



Certified Commercial Marine Surveyors™ are not just AMSA accredited – they are professional surveyors.

While its true that DCV Marine Surveyors must be accredited with the Australian Maritime Safety Authority before they can survey your boat that doesn't guarantee that they have the expertise for your particular boat or your operational requirements.

AIMS Certified Commercial Marine Surveyors™ have had their qualifications and experience verified by us. They also maintain their skills and knowledge through ongoing Professional Development and many continue their sea time to make sure they maintain a cutting edge.

So, how do you know if a surveyor has got what you need?

A good starting point is to search the AIMS website for an AIMS Certified Surveyor or Full Member who is also AMSA accredited.

My Boat online system

Enter details about your boat to find out what safety requirements, legislation and standards you have to comply with.

Useful for vessel designers, builders, surveyors, owners and operators.

The image shows a person's hands holding a tablet that displays the 'My Vessel' online system. The interface is a web-based form with the following sections:

- Principal particulars**: Includes fields for Vessel type, Vessel class, Measured length (Metres), Breadth (Metres), Day passengers (excludes berthed passengers), Berthed passengers (excludes day passengers), Crew, Special persons, Power (largest single engine) (kW), and Maximum speed (Knots).
- Additional inputs**: Includes Demihull breadth (Metres), Depth (Metres), Draft (Metres), and Compartment length (Metres).
- Maximum displacement**: Field for Maximum Displacement (Tonnes).
- Voyage length**: Field for Voyage length (Hours).
- Fuel type**: A dropdown menu.
- Is this a high risk vessel?**: A checkbox.
- Your Regulations**: A list of regulations with 'National Standards Vessel' selected. Other options include Leisure Craft, Restricted C, Non Survey Vessel, Unpowered Barge, Bilge System, Equipment, Fast Craft, Navigation Lights, and Propeller Shafting.



Australian Government

Australian Maritime Safety Authority

It's easy to do.

Simply visit amsa.gov.au/myboat



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Enjoy rebates of up to 5% on insurance premiums
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AUSTRALASIAN INSTITUTE
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