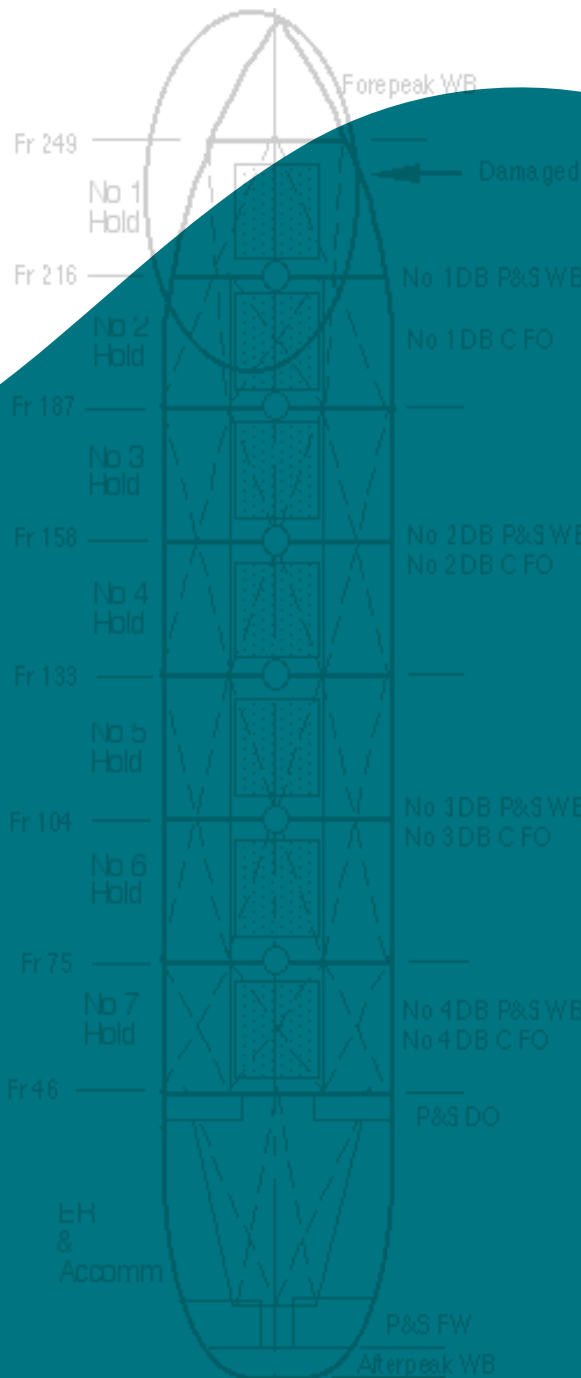


RUNNING A MARINE SURVEY COMPANY



Mike Wall

RUNNING A MARINE SURVEY COMPANY

PETROSPOT

Dedication

This book is dedicated to my friend Paul Thomas.

Paul died peacefully on 13 November 2013 with his family around him after suffering from several health problems for many months. He is survived by his wife Lorna, daughter Cathy and yellow Labrador Sam.

Much can be said about Paul's career in marine engineering and surveying, his CV being available on the Thomas Holdings Group web page. However, I would like to concentrate on his personal attributes, being a close friend and supporter for many years.

Paul was both physically and metaphorically larger than life. He could be quiet at times while he was taking things in and mulling them over. This would be followed by his great Scouse wit and ability to pinpoint a problem with probable solutions. He was very loyal to, and loved by, his family, friends and staff.

He was a great believer in raising the standing of marine surveyors in the community with appropriate training and continuing professional development. He attended many conferences to support those passing on their knowledge to others.

Paul was an innovator and entrepreneur, having taken his company from a one-man survey company to a multiple shipping service provider. Having spent more than 20 years living in the Philippines, he was respected by all in the shipping community as a 'can do' dynamic mover and shaker.

At the time of his death, he was still trying to establish a Filipino P&I Club and a maritime training academy, both of which we hope will come to fruition.

Paul has left a large space which will be difficult to fill. I, like many in our industry, shall miss my friend greatly.

Mike Wall



RUNNING A MARINE SURVEY COMPANY

by

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First Edition

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Foreword

I have had the pleasure of knowing Mike Wall for over 20 years. When he first suggested writing a book on the subject of running a marine survey company, I immediately knew it would be a great idea.

Mike comes from an age where integrity and competence went hand in hand. He served his time at sea, starting as an apprentice and working his way up to chief engineer. From here, he moved to become a superintendent, then a college lecturer, then a government marine surveyor (in New Zealand), before settling down to run his own surveying company in Hong Kong from 1992 until 2011.

With this extensive experience, together with numerous qualifications picked up on the way and an excellent ability to communicate through the written word, Mike's book was always going to be a mixture of knowledge, experience and candid comments that would leave the reader in little doubt of the challenges and rewards of running a marine survey company.

Early in the process, Mike asked me to proof read, from a technical perspective, the various chapters as they were written. For anyone who knows anything about marine surveyors it was a courageous thing to ask another surveyor to critique his work. Nonetheless, Mike was gracious in accepting the feedback and the net result is not disappointing.

For those who really want to know what it is like to start a business from scratch as a marine surveyor, this book is essential reading. For those who are already marine surveyors but who still wonder why the competition is doing better than they are, this is essential reading. For those who are already successfully running a marine surveying business, this book is also essential reading because it provides a reality check for all. Mike tackles all the difficult areas, such as ethics, sales, conduct and time management, head on with indispensable advice collected from his experience of having been there.

For anyone involved in our business this book has been long overdue.

Ian Biles

Master Mariner, BEng (Hons), MA, CEng, CMarEng

January 2015

Preface

The book is intended to give those intending to enter the marine survey market an understanding of the functions of a marine survey company. It is intended for those seeking to establish their own company which may, one day, become a larger and more successful company. For this reason, some of the information may not be appropriate until such time as the survey company goes from a one-man band to a larger entity.

It is also intended for those currently running their own survey company who are looking for different ideas and ways to improve their service. Those working in survey companies will also get a better appreciation of what their company is all about.

NOTES:

When referring to the reader, the author has used the word 'he' on all occasions. This is purely for convenience and is not intended to offend female readers.

The contents of this publication are purely the opinion of the author. The author does not profess to be an authority on the subject matter. Other publications are available on the subject matter dealt with in the text and readers are encouraged to read others to gain a cross-section of opinions.

About the author

Mike Wall is Managing Director of Mike Wall and Associates Ltd.

Mike joined Cunard Line as a marine engineer apprentice at the age of 17, eventually reaching the rank of Chief Engineer with service aboard many types of vessel.

During his career, Mike has obtained his First Class marine engineer's certificate of competency, Class 1 Hong Kong Local Master's Certificate, a Bachelor of Science degree in Nautical Studies and a Master of Science degree in Shipping and Maritime Studies.

Experience has been gained in most areas of shipping with eight years as a lecturer in Maritime Studies, culminating in five years as Senior Lecturer at Warsash College of Maritime Studies in the United Kingdom and time as a Superintendent with a UK coastal company. Since leaving full time education, Mike has continued to be a visiting lecturer at various establishments and regularly carries out training seminars for shipping organisations.

Some 25 years' experience has also been gained in hull, machinery and cargo surveying in the United States, New Zealand, Fiji and South East Asia. Most of this was based in Hong Kong, providing a wide range of marine consultancy and surveying services to P&I Clubs, shipowners, shipmanagers, underwriters, Admiralty lawyers and other principals. Mike is also a qualified mediator, being registered in both the United Kingdom and Hong Kong.

Mike is a regular contributor of shipping technical articles to various maritime publications and is currently editor of *FLASHLIGHT*, a free emailed monthly newsletter distributed to 4,000+ marine surveyors around the world.

More recently, Mike has authored seven training modules for diplomas in marine superintendency, ship surveying, yacht and small craft surveying, and ship building and repair for the Maritime Training Academy, also being Course Director for the Diploma in Ship Surveying. Mike is also author of, and Course Director for, the Certificate in Marine Warranty Surveying offered by Lloyd's Maritime Academy. More recently, he has written five training modules for the Diploma in Marine Surveying offered by the Australasian Institute of Marine Surveyors. Mike also continues to mentor marine surveying trainees.

His book entitled *Hatch Covers – Operation, Maintenance and Testing* was published in 2008 by Witherby Seamanship International. His second book, *Report Writing for Marine Surveyors*, was published by Petrosport in February 2011. His third and fourth books on *Report Writing for Professional Marine Engineers* and *The Role of the Marine Engineering Superintendent* were published in 2013 by The Institute of Marine Engineering, Science and Technology' (IMarEST).

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He is a Fellow of IMarEST, a Chartered Marine Technologist and Associate Fellow of the Nautical Institute. As a qualified dispute resolver (QDR), he has successfully concluded several mediations.

Having run his own survey company for 24 years, Mike sold the business and relocated to Thailand from where he provides training and consultancy services to the maritime industry.

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