



MER Solutions Asia Pacific Pty Ltd

ACN 623 196 994

8 Riverbend Place, Bulimba QLD 4171 Australia

[www.mer-solutions.com](http://www.mer-solutions.com)

[info@mer-solutions.com](mailto:info@mer-solutions.com)

Stephen Ainscough +61 488 774865

Paul Mitchell +61 400 441230

Stuart Scott +61 411 250268

Maritime | Energy | Resources | Shipping

Consultants | Superintendents | Chartered Engineers | Naval Architects

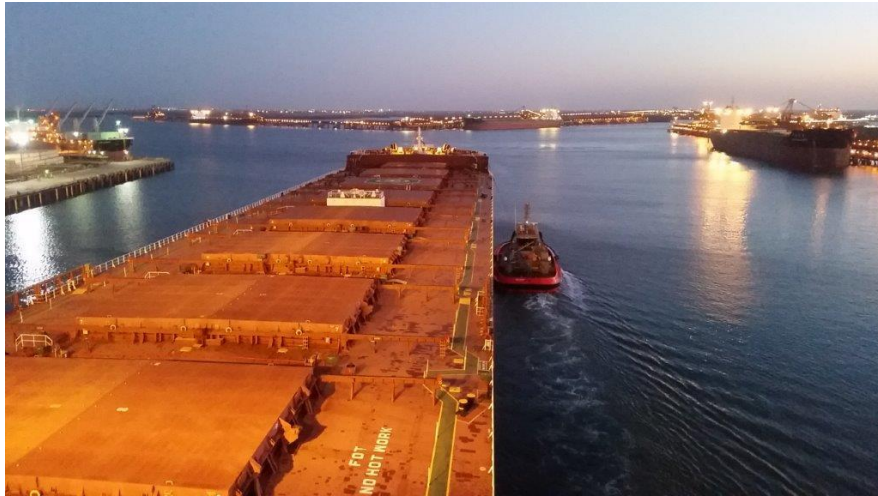
## Capability Statement



**MER Solutions is a multi-disciplinary professional practice offering specialist maritime and shipping industry solutions, risk management and representation.**

- *Maritime, Energy and Resources*
- *The company is an independent partnership that encompasses maritime specialists with representatives in Brisbane, Melbourne, Port Hedland, Perth, Albany, Singapore, Shanghai and Dalian*
- *Our personnel hold senior maritime and tertiary qualifications and are have worked in energy, mineral resources and Classification Societies*
- *We manage risk for Ship Owners, Ship Managers, Financial Institutions, Charterers, Commodity traders and Insurers.*
- *We provide superintendence, project management, engineering design, feasibility studies, and expert witness services*
- *Our Clients include: SeaEnergy, TMS, Classic Maritime, Golden Union, Thome Group, OSM, Golden Ocean, Shell, BP, BHP Petroleum, BHP Freight, BHP Iron Ore, P&O Maritime, Pilbara Ports Authority, Compass Energy, GARD and Liberty Insurance.*

## Who are we?



Since its formation in 2016, MER Solutions has grown organically to become a boutique risk management practice serving the maritime industry.

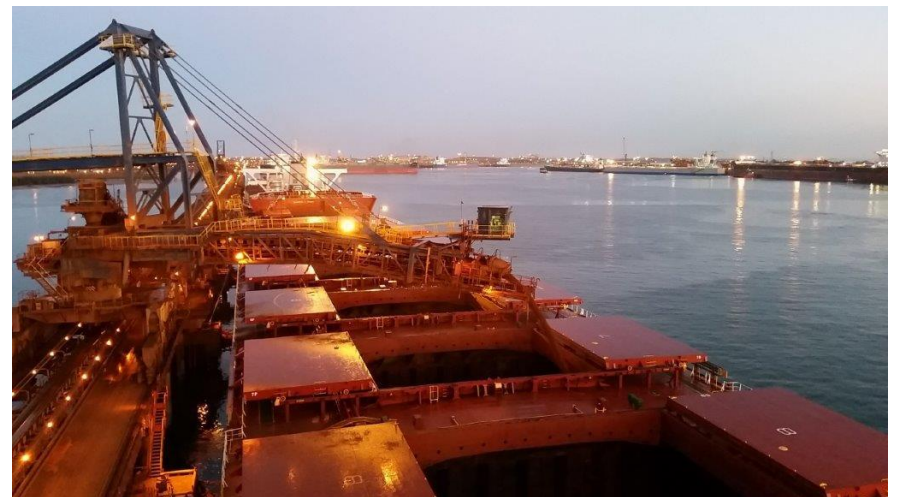
Australia is a global giant in the seaborne transport of mineral resources, energy resources and agricultural products. With its demand for freight, mature infrastructure, commitment to maritime safety and transparent regulatory regime, Australia has a strong presence in the Asia Pacific region and is an important customer of the shipping companies supplying that demand.

As a multi-disciplinary practice, MER Solutions delivers legal, technical and maritime operational solutions to the companies, vessels and crews associated with Australian maritime trade. MER Solutions' diversity of skills and experience give these stakeholders a local presence in Australia, Singapore and China and who fully understand managing risk and protecting their best interests.

MER Solutions is active in bulk mineral and solid energy exports, agricultural, oil and chemicals, LNG and bulk parcelling sectors. MER Solutions provides tailored consultancy, incident investigations, and undertakes feasibility and engineering studies in the maritime supply chain and supporting infrastructure.

MER Solutions' BVIQ (Bulk Vessel Inspection Questionnaire) is a standardised basis for assessing and reporting on the physical condition, operation and safety performance of bulk carriers, and has been adopted by Trans-Mediterranean Shipping, Classic Maritime, Golden Union OSM Ship Management, Thome Ship Management and SeaEnergy.

MER Solutions provides professional advice and consulting services to SeaEnergy, TMS, Classic Maritime, Golden Union, Thome Group, OSM, Golden Ocean, Shell, BP, BHP Petroleum, BHP Freight, BHP Iron Ore, P&O Maritime, Pilbara Ports Authority, Compass Energy, GARD and Liberty Insurance.



## Our solution-based suite of services:

*MER Solutions provides a comprehensive suite of services tailored to keep people and assets working through our maritime expertise, commercial acumen and practical approach to solving problems:*

### Marine Superintendence, Engineering and Technical

At the very beginning MER Solutions started with superintendent visits to vessels on behalf of various mainly overseas based shipowners. Our team of superintendents are attending, inspecting and trouble shooting problems on vessels daily. These attendances take place in Singapore as well as in ports all around Australia and China.

- General representation and inspection visits on board vessels for shipowners and Insurance companies
- Protective attendance during regulatory and other third party inspections,
- Attendance and intervention during incidents and casualties,
- Incident investigation, root cause analysis and intervention with regulators and other stakeholders,
- Management of coordination ship repairs, maintenance and spare parts in Australian ports,
- Commercial attendance on board vessels on behalf of Charterers and other stakeholders in order to represent commercial interests,



## Formalised Ship Inspections and Risk Assurance

MER Solutions technical staff are former Officers who have served on Petroleum, Chemical and Gas Tankers and as such are accredited OCIMF SIRE inspectors. Due to our regular visits to Bulk Carriers in a superintendence capacity a natural progression emerged towards a more uniform checklist tool of items to be reviewed. Together with one of our key shipowner clients we have over recent years developed a web based ship inspection regime via our **BVIQ** product.

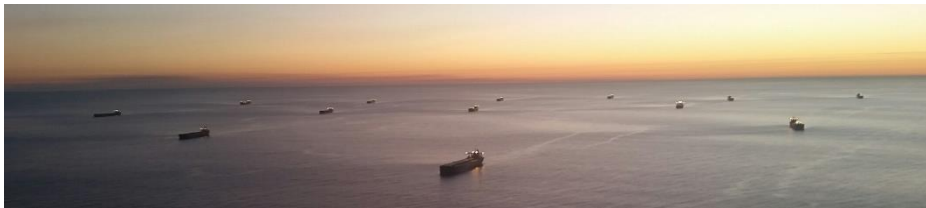
- MER Solutions' **BVIQ (Bulk Vessel Inspection Questionnaire)** is a standardised basis for assessing and reporting on the physical condition, operation and safety performance of bulk carriers, container vessels and car carriers. The system has been adopted by Trans-Mediterranean Shipping, Classic Maritime, Golden Union, OSM Ship Management, Thome Ship Management and SeaEnergy.
- The key aim of the BVIQ is to provide a tool to charterers, shipowners and crews which highlights deficiencies and recommended areas of improvement, to assist them with maintaining and improving their safety on board,
- The system is web based with over 250 inspections being undertaken since the program's inception.
- Ship Owners, Managers and Charterers are able to filter the inspection data that enables the identification and management of risk for specific vessels, fleets of vessels or individual Masters and Chief Engineers.
- The system has been designed as vetting and internal audit tool for Charterers and Ship Owners, to develop safety culture and operational performance.
- The system can be used internally but is conducted by certified 3<sup>rd</sup> party inspectors which ensures impartiality and transparency.
- The BVIQ inspectors are formerly selected and trained. All inspectors hold Class 1 certificates of competency or professional maritime related qualifications. Some BVIQ inspectors are also former classification society surveyors and are often dual OCIMF SIRE accredited.



## Consultancy

Specialist maritime and shipping consultancy, in all areas where our extensive experience profile can be applied.

- Ship inspections for Charterers, Banks, Insurance and Shipping companies. The inspections include pre-purchase, condition, operations/pre oil major vetting inspections and AMSA pre port state of in excess of 200 vessels.
- OCIMF SIRE vetting inspections on more than 40 LNG, LPG, Crude and Product Tankers.
- Statutory dry dock/life extension and specification generation, ship repair specification generation and in water/ship yard repair supervision attendance of bulk carriers, oil tankers, LNG Carriers, aluminium work boats and towage vessels more than 30 vessels.
- Maritime Engineering design and forensic engineering calculations.
- Oil, LNG, Bulk and container terminal damage inspections
- Legal expert witness on wide range of Maritime related cases.
- Concept and Pre-FEED LNG and LPG FSRU projects. This includes LNG and LPG vessel selection studies.
- Maritime incident root cause investigations
- Maritime casualty management
- Problematic vessel improvement and Charterer/Regulator acceptance management.
- General Maritime Consultancy in the areas of Port Risk Assessments/Operations, Pollution, Equipment Failure, Design Failure, Business Failure, Accelerations/Ship Handling of deep drafted vessels in shallow water and the management of risk in dry cargo chartering.



## Cargo, commodities and trade

Providing innovative solutions in order to assure and protect our principals best commercial and operational interests, our cargo division draws on our experience profile to offer stakeholders the following independent representation:

- Superintendence and attendance during cargo loading and discharge operations. The scope and intensity of attendance, inspection and surveying required can be tailored to the specific commodity, cargo operation and principles requirements.
- Attendance, investigation and intervention with regulators and other stakeholders during cargo related incidents and non-conformities,
- Independent commodity sampling and inspection,
- Export compliance services, DAWR accredited Authorised Officer (AO) services,
- Cargo operations management, loading-master attendance and marine surveying for existing or new start up port or transshipment operations,
- Assistance with selection of new or audit or performance monitoring of existing cargo, marine and port service providers,
- Pre-advisory, risk profiling and protective attendance for vessels needing to meet cargo hold cleanliness requirements for grain, coal and other commodities, accredited grain surveyors,
- Assistance with Pre-fixture suitability analysis, pre-vetting and terminal/ vessel compatibility
- Cargo Superintendent/Loading Master for LNG, petroleum and bulk liquid, Bauxite and agricultural products.
- Offshore dry cargo transshipment, loading, commissioning, maintenance and maritime operations.