



22 March 2016

To Whom It May Concern

Hunter Marine Surveyors have worked as a sub-contractor for SGS Australia Pty Ltd for the past 12 years, and prior to that CASCO Australia Pty Ltd (formerly Cargo Superintendents Co Asia) for nearly ten years, carrying out draft surveys on all coal vessels through the port of Newcastle.

Hunter Marine Surveyors have been chosen as the preferred supplier for this service due to the experience and knowledge of their principles Captain Andrew Graver and Captain Louis Koutelas. Their reputation for providing prompt, professional and accurate surveys is second to none.

As a subcontractor of SGS, they are required to maintain adequate insurances and adhere to a certain level of safety protocols. They are also ISO 9001 accredited, which complements our business and meets our client requirements.

I have seen their business grow over the years to where they have trained a team of master mariners to meet expanding client requirements. Their services are not limited only to Draft Surveys for coal vessels, but also include Grain Surveys, Hold Cleanliness Inspections, Tank Soundings, Trim Surveys and Marine Insurance work for a range of customers within the Newcastle Port.

They are active members of the Australasian Institute of Marine Surveyors, where Louis has developed a reporting format for Draft Surveys which is used within the coal industry as the acceptable standard format to be used. Louis has also developed software to automate the reporting processes.

Andy and Louis go out of their way to assist clients understand the survey processes and use their skills and knowledge to maximise their cargo potential or meet minimum and maximum restrictions.

I have no hesitation in recommending Hunter Marine Surveyors to any client wishing to utilise their services.

Yours sincerely

A handwritten signature in cursive script, appearing to read 'Darienne Carraro'.

Darienne Carraro  
Australian Manager  
SGS Australia Pty Ltd