INAUGURAL SYMPOSIUM

OF

AUSTRALIAN MARITIME LOGISTICS

RESEARCH (AMLR) NETWORK

Hosted by: School of Business IT & Logistics, College of Business, RMIT University

Supported by: Global Business Innovation Enabling Capability Platform, RMIT University

Industry partners: Department of Infrastructure, Transport, Cities and Regional Development; Australian Peak Shippers Association (APSA); Australian Competition and Consumer Commission (ACCC); Customs Brokers and Forwarders Council of Australia; Port of Melbourne; DP World Australia; Geelong Port; Patrick Terminals; Australian Amalgamated Terminals (AAT); QUBE Ports; Australian National Line (ANL); Mainfreight; Agility Logistics; Chartered Institute of Logistics and Transport Australia (CILTA); Shipping Australia Limited (SAL)

Academic partners: RMIT University; Australian Maritime College – University of Tasmania; University of Sydney; Griffith University; La Trobe University; University of Newcastle; Swinburne University

Media partner: Daily Cargo News (DCN)

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Inaugural Symposium
of
Australian Maritime Logistics Research (AMLR) Network

AGENDA

Venue:	**RMIT Building 80 (445 Swanston St., Melbourne 3000), Level 9, Room 10**
Time:	**Tuesday, December 10th 2019**
8.30 – 8.45:	Registration
8.45 – 8.50:	Welcome and acknowledgement of GBI ECP – *Assoc Prof Vinh Thai, Founder, AMLR Network*
8.50 – 9.00:	Welcome from Deputy Dean (Research & Innovation) of School of Business IT & Logistics, RMIT University - *Prof Babak Abbasi*
9.00 – 9.15:	Acknowledgement to Country from Pro Vice-Chancellor (Business) & Vice President, RMIT University - *Prof Julie Cogin*
9.15 – 9.30:	Group photo and networking
9.30 – 12.30:	**Presentations – Theme 1 – Shipping and Port Management** **Moderator: Prof Paul Lee, Zhejiang University**
9.30 – 9.50:	Port Development Strategy for Port of Melbourne – *Capt Bilal Khan, Port of Melbourne*
9.50 – 10.10:	Container shipping network design – *Prof Michael Bell, University of Sydney*
10.10 – 10.30:	Cruise shipping network analysis – *Assoc Prof Owen Nguyen, Australian Maritime College, University of Tasmania*
10.30 – 10.50:	**Break – Morning tea and Networking**
10.50 – 11.10:	Port service quality and customer satisfaction: the tale of three countries - *Assoc Prof Vinh Thai, RMIT University*
11.10 – 11.30:	Data-driven Ship Voyage Management – *Dr Yuquan (Bill) Du, Australian Maritime College, University of Tasmania*
11.30 – 11.50:	Analysis of operational risks under the impact of blockchain application in container shipping – *Mr Son Nguyen, Australian Maritime College, University of Tasmania*
11.50 – 12.10:	Long-term Implications of Autonomous Ships for the Maritime Industry: exploring the Opportunities for Australia – *Dr Hadi Ghaderi, Swinburne University*

12.10 – 13.00: **Break – Lunch and Networking**

13.00 – 14.00: **Presentations – Theme 2 – Maritime Policy and Strategy**
Moderator: Prof Prem Chhetri, RMIT University

13.00 – 13.20: The Changing Face of Container Port Work in Australia Post the Waterfront Dispute: The Implications for Future Research - *Assoc Prof Victor Gekara, RMIT University*

13.20 – 13.40: The strategic implications of sea blindness in Australia's LNG trade dynamic – *Capt. Peter Martin, Australian Maritime College, University of Tasmania*

13.40 – 14.00: The impact of container shipping consolidation on service quality and customer satisfaction – *Assoc Prof Vinh Thai, RMIT University*

14.00 – 15.15: **Industry – Academic Panel Discussion**
Facilitator: Prof Shams Rahman

Topics for discussion

- Panel discussion of potentials topics for industry-academic collaborative research and projects: *IMO 2020, port sustainability and competitiveness, 4th industrial revolution in shipping and port management, future of global supply chains, etc*.
- Formulation of research teams

15.15 – 15.35: **Break – Afternoon tea and Networking**

15.35 – 16.20: **AMLR Network General Assembly**
Moderators: Assoc Profs Vinh Thai & Victor Gekara, RMIT University

Topics for discussion

- AMLR Network's proposed structure (will be circulated for review)
- AMLR Network's Capability Statement (will be circulated for review)
- AMLR Network's Workplan 2020

16.20 – 16.30: Concluding remarks from *Associate Prof Vinh Thai, Founder, AMLR Network*

SYMPOSIUM MODERATORS

	**Professor Paul Tae-Woo Lee** *Ocean College, Zhejiang University, China* *Adjunct Professor, School of Business IT & Logistics, RMIT University*
Biography	Dr. Paul Tae-Woo Lee is currently Professor of Maritime Transportation and Logistics and Director of Maritime Logistics and Free Trade Islands Research Center at Ocean College, Zhejiang University in Zhoushan, China. Paul's research interests include maritime transport and logistics, maritime economics, and supply chain management. He has applied game theory, input-output analysis, MCDM, GTAP, OR and SWOT analysis etc. His recent publication is concerned with China's Belt and Road Initiative.
	**Professor Prem Chhetri** *School of Business IT & Logistics, College of Business, RMIT University*
Biography	Dr Prem Chhetri is professor of geo-logistics and Director of the Global Supply Chain and Logistics research priority area. Prem is known internationally for the research in spatially-integrated analytics and urban logistics. His recent research focused on port logistics, climate change, urban modelling, tourism potential mapping, emergency response, skills and training, and the application of GIS and GPS in transport, infrastructure and logistics planning.
	**Professor Shams Rahman** *School of Business IT & Logistics, College of Business, RMIT University*
Biography	Professor Rahman, a former British Commonwealth scholar, has worked with several universities in Australia, United Kingdom, and Thailand. He is an expert in the in the field of supply chain logistics and he is frequently called upon to make presentations for various professional bodies and senior executives on issues such as supply chain sustainability, talent management in logistics, lean six-sigma and quality management, reverse logistics, and theory of constraints. Professor Shams Rahman has published over 165 research papers which include articles in international journals, book chapters, and papers in international conference proceedings.

	**Associate Professor Victor Gekara** *School of Business IT & Logistics, College of Business, RMIT University*
Biography	Dr Gekara is an Associate Professor of Logistics and Supply Management in the School of Business IT and Logistics at RMIT University. His research focuses on at changing technologies, industrial transformations and the implications for the future of work and workforce skills needs across different industries. Some of his looks at container terminal automation and the changes to work and employment, the use of new technologies in seafarer training and assessment, the global regulation of seafarer certification and Australia's digital transformation and the implications for industry skills needs.
	**Associate Professor Vinh Thai** *Founder, AMLR Network* *School of Business IT & Logistics, College of Business, RMIT University*
Biography	Dr Vinh Thai is currently an associate professor at the School of Business IT & Logistics (BITL) of RMIT University. He is currently an Associate Editor of the *Asian Journal of Shipping and Logistics* and have published widely in leading academic journals e.g. *Transportation Research Part E*, *Transportation Research Part A*, *International Journal of Logistics Management*, *International Journal of Shipping & Transport Logistics*, *Maritime Policy & Management*, *Maritime Economics & Logistics*, etc. He was also involved in consultancy projects for ASEAN Secretariat, Japan International Cooperation Agency (JICA), World Bank in Vietnam, World Bank in Indonesia, etc. Prior to joining academia, he worked for various companies in the maritime logistics industry including Asian Pacific Shipping, P&O Nedlloyd Shipping Line, and Vietnam International Container Terminal (VICT).

SYMPOSIUM PRESENTERS

	**Captain Bilal Ali Khan** *Advisor, Liquid Bulk Strategy* *Port of Melbourne*
Biography	With a career spanning over 20 years in the maritime industry, Bilal is currently working at the Port of Melbourne. Starting as a young nautical enthusiast on oil & gas carriers, Bilal worked his way through the ranks to obtain his Master Mariner's license in 2007 before migrating to a land lubber role for one of the largest liner shipping conglomerates in the world, CMA CGM. Exposure to complexities of liner shipping network design, in particular, strengthened Bilal's understanding of key business drivers for liner operators. Career progression saw Bilal take the lead on commercial strategy for yet another global heavyweight in container stevedoring – DP World, where Bilal led the landside commercial strategy. In his current role at port of Melbourne, Bilal is overseeing strategic projects for bulk liquids strategy and Origin & Destination study currently underway. Bilal has an Executive MBA from RMIT University and is currently pursuing Master's in Applied Finance from Macquarie Business School.
Abstract of Presentation: *Port Development Strategy for Port of Melbourne*	The Port of Melbourne has released its 30-year Port Development Strategy 2050 (2050 PDS); a roadmap for the future development of the Port. The 2050 PDS outlines ten key projects that will improve capacity at the Port and respond to the needs of a growing Victoria. The strategy provides a framework for the next thirty years, yet it is also flexible to respond to evolution in the industry and changing community requirements. The Port Development Strategy 2050 has been developed in consultation with industry, key stakeholders and the community, with 190 stakeholders participating in the development of the Strategy. The Port of Melbourne is committed to working closely with our industry, governments and the community to develop the Port in an environmentally, socially and commercially sustainable manner.

Professor Michael Bell

Chair of Ports and Maritime Logistics
Institute of Transport and Logistics Studies (ITLS) | University of Sydney Business School

Biography

Michael Bell is the Professor of Ports and Maritime Logistics in the Institute of Transport and Logistics, at the University of Sydney Business School. Prior to this, he was for 10 years the Professor of Transport Operations at Imperial College London and for the final 5 years at Imperial the Founding Director of the Port Operations Research and Technology Centre (PORTeC). He graduated from Cambridge University with a BA in Economics and obtained an MSc in Transportation and a PhD on Freight Distribution from Leeds University. His research and teaching interests span ports and maritime logistics, transport network modelling, traffic engineering, and intelligent transport systems. He is the author of many papers, a number of books (including Transportation Network Analysis, published in 1997), was for 17 years an Associate Editor and is now an Editorial Board Editor of *Transportation Research B*, the leading transport theory journal, was an Associate Editor of *Maritime Policy & Management* and is currently an Associate Editor of *Transportmetrica A*.

Abstract of Presentation: *Container shipping network design*

Although the Liner Shipping Network Design Problem (LSNDP) is a notoriously difficult problem to solve, many researchers have attempted to do so because of its importance in practice. A two-phase approach is usually adopted whereby a network design problem is solved in the first phase and a container assignment model is solved in the second phase. In a recent paper, Krogsgaard, Pisinger and Thorsen (2018) characterise this as a 'design-first flow-next' approach, then go on to propose an alternative flow-first approach leading to a 'backbone' network to constrain the design of port rotations. This presentation will describe the problem and then present a formulation which combines the flow and design problems into a single profit maximisation problem. A 'greedy heuristic' is proposed, which involves connecting all ports directly to each other, then successively establishing the least profitable arc, removing this and reassigning the container flows to the remaining arcs, until a sufficiently profitable network remains. The assignment of containers is performed according to profit maximisation. The output is a profitable network, which can form the basis for designing port rotations. It is shown that there is at least one set of port rotations that can execute the freight task without leaving any containers behind.

	**Associate Professor Owen Nguyen** *Maritime & Logistics Management, National Centre for Ports and Shipping, Australian Maritime College - University of Tasmania*
Biography	Dr. Hong-Oanh (Owen) Nguyen is an associate professor in maritime economics at the Australian Maritime College, University of Tasmania. His research interests include network analysis, port service pricing, efficiency evaluation, and national shipping competitiveness. He has publications in *International Journal of Production Economics*, *Transportation Research Part A: Policy and Practice*, *Transport Policy*, *Transport Reviews*, *Maritime Economics and Logistics*, *Maritime Policy and Management*, *International Journal of Logistics*, *Journal of International Logistics and Trade*, *International Journal of Shipping and Transport Logistics*, and *Asian Journal of Shipping and Logistics*.
Abstract of Presentation: *Cruise Shipping Network Analysis*	This presentation provides an overview of global shipping as a network and explains two approaches to gain some understanding of the network, the economic approach and the statistical approach. The economic approach focuses on competition, and output and pricing decisions. The statistical approach seeks to gain generalised view of network using various network measures and models. Two empirical studies are presented as illustrations of network pricing and connectivity respectively. Regarding former, strategic interaction between ports in a network can be more complex than horizontal and vertical interaction and needs to be considered simultaneously. Ports in the same network take different strategies as opposed to unified strategies, and their interaction can be asymmetric rather than always symmetric or mutual. Regarding latter, it has been found that the cruise shipping network is a scale-free network and the degree distribution follows the power law. A few ports play a central role in connecting ports in the network. However, their roles are different as indicated by the degree, betweenness, closeness, and eigenvector centrality measures. The establishment of a link between a pair of ports is influenced of their connections with another port or triangle relationship. The probability that a new link is established increases with the number of triangles. Implications for future research are also discussed.

Associate Professor Vinh Thai

Founder, AMLR Network
School of Business IT & Logistics, RMIT University

Abstract of Presentation: *Port service quality and customer satisfaction: the tale of three countries*

Ports play a critical role in the economy of many countries and regions. Failure or unreliability of port services can significantly influence port customers—shipping lines and cargo owners—and result in their dissatisfaction. However, what constitutes port service quality (PSQ) and its influence on the satisfaction of port customers has not been well investigated in the literature.

This presentation provides a summary of recent research which investigates the concept of Port Service Quality (PSQ) and examines its influence on customer satisfaction in the container port sector in three countries i.e. Singapore, South Korea and Vietnam. Following a comprehensive literature review, a conceptual model of PSQ and its influence on customer satisfaction was proposed. A survey was then developed and administered with various shipping lines and logistics companies in Singapore, South Korea and Vietnam.

In all three studies, confirmatory factor analysis, followed by multiple regression or partial least squares structural equation modeling is conducted to confirm the PSQ construct and examine the relationship between PSQ and customer satisfaction. It is found that PSQ is a four-dimensional construct, which includes *Outcomes*-, *Process*-, *Management*- and *Image and Social Responsibility*-related dimensions, and that there is a positive relationship between PSQ and customer satisfaction. However, the PSQ dimensions which have more significant influence on customer satisfaction vary between countries, despite some similarities. This study contributes to management practice as port managers can use the PSQ scale to measure their customers' satisfaction, and justify investments in port service quality as a relational marketing instrument.

Abstract of Presentation: *The impact of container shipping consolidation on service quality and customer satisfaction*

The aim of this study is to examine how various aspects of operational and service consolidation in terms of Mergers and Acquisitions (M&A) and strategic alliance in container shipping lines affects their service quality and eventually customer satisfaction, upon which operational and management improvements are proposed accordingly. This study employs the triangulation of methods, combining qualitative and quantitative methods as the research strategy. In the first phase, which is reported in this presentation, based on the proposed conceptual model developed from the literature review, seven face-to-face in-depth interviews were conducted with five logistics service providers and two peak associations representing shippers as well as customs brokers and forwarders in Australia in which they were asked to elaborate on aspects of service quality of container shipping and how it is affected by shipping consolidation and its resulting impacts on customer satisfaction. In the second phase, a survey shall be conducted with

	different groups of participants who are customers of container shipping lines, including freight forwarders/logistics service providers and shippers in Australia. Findings from the in-depth interviews reveal that the operational and service consolidation in container shipping may affect container shipping lines' service quality and customer satisfaction in several ways. Some aspects of their service quality relating to the service outcomes such as on-time delivery, cost, etc. may be enhanced while others regarding the service process experience may be negatively affected. These in turn create a mixed impact on customer satisfaction.

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<tr><td>  </td><td>Dr Yuquan (Bill) Du

Maritime & Logistics Management, National Centre for Ports and Shipping, Australian Maritime College - University of Tasmania</td></tr>
<tr><td>Biography</td><td>Dr Yuquan (Bill) Du obtained his doctoral degree from Nankai University in 2012. After one year working at Inner Mongolia University, he joined the National University of Singapore (NUS) in 2013 and worked in the Centre for Maritime Studies as a research fellow for three years. Dr Du joined Australian Maritime College (AMC), University of Tasmania in 2016, and his research focuses on applying data analytics and optimisation models and algorithms to research questions in ports and shipping operations. He is the CI of a research project funded by International Association of Maritime Universities (IAMU) that develops machine learning models for ship energy efficiency.
He has a strong publication track record in top transportation journals, including Transportation Science (paper earned “INFORMS President’s Pick”), Transportation Research Part B/E, and Maritime Policy and Management. He is the main developer of a data-driven trim optimisation software package for container ships. The head of marine operations at APL commented that the proposed model is “one of the best models, perhaps first-ever achievement”.</td></tr>
<tr><td>Abstract of Presentation: Data-driven Ship Voyage Management</td><td>This study proposes an important ship voyage management problem (SVMP) arising from the daily operations of shipping lines. The SVMP aims to minimize the bunker fuel consumption of a ship over a voyage comprising a series of waypoints by adjusting its sailing speeds and trim settings. To address the SVMP, we first develop a tailored method to build two robust artificial neural network (ANN) models using ship voyage report data to quantify the synergetic influence of sailing speed, displacement, trim, and weather/sea conditions on ship fuel efficiency. We proceed to put forward three viable solution countermeasures for the SVMP by means of dynamic programming and simulation-based optimization techniques. Numerical experiments over two 9000-TEU (twenty-foot equivalent unit) containerships show that (a) Countermeasure 1 saves 4.96% and 5.83% of bunker fuel for the two ships, respectively, compared to the real situation; (b) Countermeasure 2 increases bunker fuel savings to 7.63% and 7.57%, respectively; (c) the bunker fuel savings with Countermeasure 3 attain 8.25% on average. These remarkable bunker fuel savings could also translate to significant CO2 emission mitigation. From the methodological perspective, this study provides a pioneering data-driven optimization solution for the SVMP, which well integrates a highly accurate data analysis model and a combination of dynamic programming models and the state-of-the-art simulation-based optimization approach. Numerical experiments also reveal its superiority to existing alternative approaches.</td></tr>
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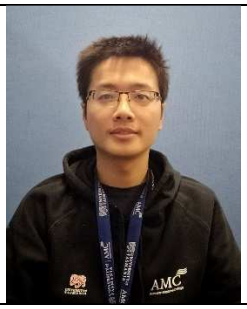
<tr><td>  </td><td>Mr Son Nguyen

PhD Candidate, Maritime & Logistics Management, National Centre for Ports and Shipping, Australian Maritime College - University of Tasmania</td></tr>
<tr><td>Biography</td><td>Son Nguyen obtained his Master of Transportation Planning and Management at the Wuhan University of Technology in 2017, with the project of building a framework for managing container shipping operational risks. He also engaged in the development of multi-criteria decision-making models for low carbon shipping measures. He worked as a fulltime lecturer at Vietnam Maritime University. He had half a year industrial working experiment as the on-site transshipment manager for the export of clinker and cement from multiple shippers in Vietnam. His research is now primarily about the changes in container shipping operational risks with the trend of digitalization.</td></tr>
<tr><td>Abstract of Presentation:
Analysis of operational risks under the impact of blockchain application in container shipping</td><td>Container shipping operational risks (CSORs) is the existence of potential hazardous events (HEs) that might lead to actual negative consequences to the ability of the container services providers to maintain their services at a certain level of quality, quantity, or profitability. Risk analysis is using the combination of risk identification and risk assessment to investigate and interpret the current and upcoming situations of risk.
Blockchain or Distributed Ledger is a promising and disruptive technology that can revolutionise not only the way parties exchange information but also other aspects of the business, such as information sharing, contract preparing, and payment execution. However, the uncertainty in the process of planning and implementation, as well as the immaturity of the technology, create a fruitful environment for potential HEs to develop. Investigating the potential CSORs in the operation of blockchain applications in container shipping is, therefore, an intriguing and essential topic.
This research investigates the CSOR situation upon the application of blockchain technology by conducting a risk analysis study. The risk identification → risk assessment processes of risk analysis are mapped into a sequential qualitative-dominant → quantitative-dominant research design with additional data analyses to increase the reliability of the derived result. This research also develops a novel quantitative risk assessment model using multiple methods for CSOR analysis with solid risk theoretical foundation and pragmatic validations at a national scale.
At this stage of the research, the network analysis applied on the initial directed acyclic graph (DAG) derived from a systematic literature review indicates a highly connected model of multiple-event risk scenarios if blockchain is to be deeply integrated into the container shipping system. The results also suggest that multiple CSORs in the information flow can still exist due to technology immaturity, sector’s fragmentation, and inadequacy support of cybersecurity of the connected systems.</td></tr>
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	**Dr Hadi Ghaderi** *Swinburne Business School* *Swinburne University*
Biography	Dr Hadi Ghaderi has led a number of industry-engaged research projects in the area of Supply Chain Digitalisation and Transformation. His research interest is focused around supply chain digitalisation, supply chain optimisation, operations management, business logistics, intelligent transport systems, ports and maritime economics. He is also a member of Chartered Institute of Logistics and Transport (CILT) and Supply Chain and Logistics Association of Australia (SCLAA). Currently he is a Lecturer in Logistics and Supply Chain Management at Swinburne Business School. Hadi is also the Program Leader for Supply Chain Analytics at Swinburne Data Science Research Institute. The focus of this program is on building supply chain capability by sensing various data sources and providing advanced analytics for smarter decision making.
Abstract of Presentation: *Long-term Implications of Autonomous Ships for the Maritime Industry: exploring the Opportunities for Australia*	Autonomous and unmanned vessels have become a serious topic of interest for both academia and industry. Early investigations have showed promising economic, social and environmental benefits as the results of better safety performance, lower operational costs, enhanced working conditions and the need for a new generation of workforce. However, the introduction of autonomous ships into the global maritime supply chains, will not only change the way ships are currently operated and managed, but also it will disrupt the entire eco-system. This presentation summarises the recent technological developments in the space of autonomous shipping technologies and briefly discusses some of the long-term impacts that such technologies will have on the maritime industry. Finally, we will explore the position of Australia in the global picture and identify the opportunities and challenges for the nation.

Associate Professor Victor Oyaro Gekara

School of Business IT & Logistics, College of Business, RMIT University

Abstract of Presentation: *The Changing Face of Container Port Work in Australia Post the Waterfront Dispute: The Implications for Future Research*

Over the past two decades the Australian container terminal industry has made significant advancements in the area of automation and digitalization of work. In its present form, it can confidently boast of some of the world's most advanced and sophisticated terminal operations and management technologies. These advancements have transformed the industry in many respects, including increasing efficiencies and productivity as well as reducing injuries at work. At the same time, ports have undergone a contraction in size and overall physical visibility from the public eye. It is however, rather, the disappearance of the port as an important context for socio-economic commentary that concerns the present presentation. Seemingly, from being one of the most important lenses into the country's economic progress and social synthesis, the more it automates, the further away it has moved from academic debate and social discourse. This perhaps has to do with the reduction in the population of the port workforce and the transformation of the nature of work. This presentation reflects on the research activity and agenda over the past two decades, alongside the technology developments and suggests a reinvigoration of research and social discourse on the very basic questions of work: who are port workers? What work do they do? What skills do they possess? And under what conditions are they employed and work?

Captain Peter Martin

PhD Candidate, Maritime & Logistics Management, National Centre for Ports and Shipping, Australian Maritime College - University of Tasmania

Biography

Peter has extensive experience in both the military and commercial maritime domain as a seafarer, and ashore in executive marine related roles. He has had command in both sectors and enjoys engagement in the maritime cruise industry as a Master, Pilot, Group Host and Guest Lecturer. He is building on his Master of Defence Studies to complete a PhD at UTAS' Australian Maritime College, where his aspirations are to once again serve the country in a new way by roaming the Pacific to bring salient experience to the development of Australian maritime strategic policy. His thesis explores the notion of sea blindness in Australia's maritime outlook by focussing on Australia's LNG industry and the level of maritime interest in that trade. Underpinning that interest is an avid interest in maritime history and blue water sailing experience in the Rolex Sydney to Hobart Yacht Race, and the Clipper Round the World Race where he sailed from Cape Town, South Africa, to Albany, Western Australia. Peter has recently returned from a cruise in command in the Kimberley and host duties at sea on a cruise on the Greenland seaboard; a fascinating adventure in the polar region.

Abstract of Presentation: *The strategic implications of 'sea blindness' in the Australian LNG trade dynamic*

This paper outlines a research initiative into the possible level of 'sea blindness' in the Australian maritime circumstance and the strategic implications of this phenomena in the Australian LNG sector. It seeks to explore the gamut of open source knowledge relating to the maritime domain and the possibility that 'sea blindness', be it perception or reality, may impede the development of a more nuanced appreciation of the trade dynamic in the maritime domain. Sovereign shipping interest melded in ownership / flag / charterer / crew nationality / freight carriage arrangement would serve to illuminate soft power engagement and potential hard power profiles in the maritime domain. Understanding that interest would provide a structured sovereign architecture for a broader strategic appreciation of the maritime domain based on a particular trade dynamic.

Flag of Convenience shipping has been used effectively to move cargo on the Australian station. However, the paucity of Australian flagged shipping assets has led the Maritime Industry Australia Ltd to call for a strategic fleet, one where Australian interests are melded in a particular trade dynamic. This call for the melded Australian shipping circumstance suggests indigenous importance that would likewise be viewed through that same lense to identify the strategic interests of others.

Does 'sea blindness' exist in the contemporary Australian maritime circumstance? In terms of the commercial trade dynamic and its significant impact on Australia's economic well-being, an intimate appreciation of the LNG trade could provide a more publicly visible appreciation of Australia's strategic maritime circumstance in relation to the sovereign interests of others. The strategic implications of possible 'sea blindness' in the Australian LNG trade dynamic may ultimately require a new appreciation of whose 'good order at sea' best serves Australia's national interest.

INDUSTRY - ACADEMIC PANELLISTS

	**Mr Dave Coughlin** *Branch Manager, Mainfreight Air & Ocean, Melbourne*
Biography	I have been involved in International Trade since the early 1990s. Starting in International Banking with Westpac in Adelaide and then moving into International Logistics in mis 90's. From there I worked my way through each Product area of International Freight Forwarding/Customs Brokerage and Container Transport, including Container Freight Station and Warehousing. I initially started with Mainfreight when it was ISS Express Lines here in Australia in the early 2000s, as part of a joint venture in Adelaide and began with Mainfreight itself in 2012, where was Branch Manager of the Adelaide Air & Ocean Team, winning the coveted Mainfreight Branch of The Year Australia award in 2016. In 2017 I moved to Melbourne (with Mainfreight) to run the Air & Ocean Branch here in Tullamarine.
	**Dr E. John Blunt** *Procurement and Contract Management Consultant*
Biography	Dr E. John Blunt is a practical, experienced, culturally aware and successful advisor, consultant, executive and leader with over 30 years of commercial and government experiences in Australia and in countries in Africa, Asia and the Pacific. He has skills in business development, business improvement, financial and risk management, people and change management, together with superior technical skills in supply chain, logistics, transport and procurement and holds several tertiary qualifications and is a Fellow of both the Chartered Institute of Logistics and Transport and the Royal Geographical Society.
	**Mr Vincent Macheda** *General Manager, IT & Strategy* *Australian Amalgamated Terminals*
Biography	Vincent Macheda is General Manager for Australian Amalgamated Terminals. AAT operates facilities in all major ports on the eastern seaboard of Australia. AATs systems and strategies have focussed on enhancing the entire logistics supply chain by improving the efficiency of cargo movements through its terminals. Vincent studied Business Information Systems at university and holds an MBA specialising in Leadership and Communication and has worked in the logistics industry for 20 years.