



SAMS® NEWS

Society of Accredited Marine Surveyors®, Inc.

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SAMS® NEWS

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George Gallup,
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Do you have an interesting topic that you would like to appear in your newsletter? Send it in! If your article is published in SAMS® NEWS, you not only contribute news and information to your peers, you may be eligible to receive one (1) CE Credit for your article.

Refer to the SAMS® Continuing Education Requirements Policy for more information. Please send original written articles, photos, etc. to me at GallupYachtSurveying@gmail.com. and copy to International Office. Kindly send a copy of the original content - high resolution images and scans by the set deadline for the next issue.



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President's Message Summer 2013 Newsletter



**Joseph Lobley, AMS®
President**

This is my last newsletter entry as President. It has been two years since being elected in Halifax and the time has flown by. I appreciate the opportunity to serve you all and will continue on the board as Immediate Past President when the new President takes over in San Diego. There is nothing in our By-Laws or Policies that limits a President to two years in office, but there is an unwritten agreement, within the current board and past board members, that two years is the limit. This allows for a slow turnover of board members to maintain good leadership with a deep respect of the past. Knowing what I know now, I cringe to think about a board with too many “newbies” trying to manage the affairs of this Society. I spent six years on the board preparing to be President and it was still a surprise to how much work it involves. It takes a nice mix of experience and new ideas to succeed which has been the formula since I have been a member and hope it will continue.

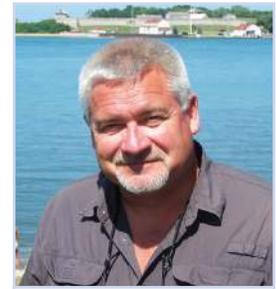
One of the important parts of being President is to have a good working relationship with Rhea Shea and the rest of our staff in Jacksonville. Rhea's 10th Anniversary with SAMS® is August of this year. At the last board meeting, Rhea was given the title of Executive Director which is well deserved. Please congratulate her the next time you call the office or when you see her in San Diego.

The new website has been an ongoing project for the last few years. There are constant small adjustments and additions being made to improve and modernize the site. Prior to this year's upcoming meeting, we will launch the Pay Pal system so you can pay on line for the San Diego Symposium. This will be expanded to regional meetings as well. Annual dues payment will also be an option and available on the site from January 1 to January 31 each year. The one month time frame is set because early payment creates accounting problems since it is recorded as income in the previous year which is tricky with our not-for-profit status. You can still pay for meetings and dues with a check or calling the office with a credit card but please know that paying on-line does reduce the work load in the office.

I thank you all for the opportunity to serve as President of this great organization and will be proud to have my name in the prestigious list of Past Presidents. Hope to see you in San Diego.



Focus on Ethics



Stuart J. McLea AMS®
Executive Vice-President
Ethics Chair

Good day to you all and I hope that everyone is busy.....

Ethics is a big part of my job and I hate to say it that I am busy with complaints. I have noticed a trend that is different than what I have seen before. We are starting to receive complaints about our members that are not following the SAMS® Recommended Report Standards. From whom do you say, well Insurance Companies? Surprising but true, insurance companies are reviewing survey reports, and if they are not to the SAMS® Standard we are receiving call on them and in some cases companies are not accepting the member's reports. This goes for all members not just SA but also AMS® members. If you state that you are inspecting to ABYC, NFPA or CFR's, you should have some familiarity with these documents and how to apply them in a practical manner. If you advertise this on your website or printed material and you are not a member then is that not misleading to the prospective client? If you state it then you should be able to prove it.

The other item that I want to bring to your attention to is; if a Client pays for a survey and you don't deliver it that is THEFT. Take the time to follow-up with your customers. Did they receive the report and do they have any questions? This follow-up is good for business, and at the end, ask them for a referral. You will be surprised how you can grow your business by spending some time following up with your client.

The San Diego Educational Symposium is being to take shape and Kenny Weinbrecht, AMS® is lining up some great speakers. I hope to see you all in San Diego.....

Cheers!!

We have just completed the summer BOD meeting at a hotel not far from O'Hare Airport in Chicago. Chicago was chosen due to being in the center of the country for the access to the many flights in and out of Chicago; therefore, making it easy for everyone to get in and out without waiting for a flight. The hotel was the Holiday Inn and they sure worked with us on costs. My financial report to the board was that SAMS® is in sound condition and we are watching closely, where the dollars are being spent. One of the largest line items in the budget is advertising and this falls under the responsibility of Bill Trenkle, AMS®. Bill has studied where our dollars are spent and has changed several areas to electronic for a "better bang for our buck." I am pleased with the new thinking in this area. If you have an idea along this line, I am sure Bill would be open to hearing about it.

We also have, what I consider great news, the Cardinal property has been sold. With the soft market, this has not been an easy task. We had very few showings and the expense of owning the property just kept rolling; however, that is now a thing of the past. The new property has been working out very well and the important thing is our staff is safe. If you get to the Jacksonville

area, make it one of your stops. The staff always enjoys greeting everyone.

With the help of Rhea and my wife Darlene, CPA, we have tried to "tweak" the accounting to make it more user friendly and get some of our procedures and polices up to today's standard. We need to keep running this as a sound and workable business.



Lloyd Kittredge AMS®
Secretary / Treasurer

My bank of business here in the mid-west is strong and I hope yours is also. If you are new and need help or advice on building your business, call some of the "seasoned" surveyors in your area. That is one of the main reasons this organization was founded.

Please try to plan on attending the Educational Symposium in San Diego, October 16th-19th. I know Paul Logue, AMS®, Meetings/Conventions VP, is trying to line up some fun things to do that we have never tried. Also, since Bill Trenkle, AMS® and Todd Schwede, AMS® live there, I think it would be nice for them to have everyone over for a cookout---what say you all? Now there's a thought! Hope to see you all in California.



Bill Trenkle, AMS®
Public Relations
Vice President

Greetings from Sunny (and not humid) San Diego. I am looking forward to seeing lots of you here in my adopted hometown in October for our Annual Meeting and Educational Symposium. It seems like a long way off but it is a good time to book airline tickets and lock in your reservations at the Bahia Resort.

The Bahia is a great facility right on the beaches of Mission Bay.

For those of you who have not been there before, it is unique and it will be distracting for you to try to get some education while you are right on the beach. This is definitely a good one to bring your significant other to; there is tons to do right in walking distance from the Resort. My wife and I are working with Rhea to set up a memorable spouse tour to add to the So Cal experience. If you need any local knowledge in making your plans please do not hesitate to drop me an email.

A good turnout is expected and we will be putting out a press release to try to attract some good national attention to what SAMS® and its members are all about. I think it makes us all proud when we read positive stories about our organization and realize that our clients are reading these stories as well.

I have been working with Ken Weinbrecht, AMS® to help him with some locals who will join his lineup of great speakers. This should really be a great Annual meeting based on the speakers I know are coming and I for one am looking forward to it, especially since it will be my first as a sitting board member. It has been an honor to serve you all since my election at the last annual meeting.

Well I am off to another carbon fiber mast, dismasting claim, lots of that on the west coast this time of year, as the racing season is in full swing. I look forward to seeing many of you in October and again if you need any input please do not hesitate to reach out to me at billtrenkle@gmail.com or cell 619-987-0162.

“A Day in the Life of a SAMS® Surveyor”

Greetings from the chilly rain forest of SE Alaska:

Two days ago, in the early morning hour, I was minding my own business trying to work through the usual pile of “paper stuff” when one of my insurance company clients called. They needed me to drop everything and scramble to get to Tolstoi Bay. Having lived here for the past 33 years, I had never heard of it. Well, it is about 35 miles west of Ketchikan on Prince of Wales Island. It is one of the few logging areas still operating here.



Jim Sepel, AMS®
Membership
Vice President

A stevedore had been severely injured on a fall while lashing a cargo of logs that was being loaded onto a 600' new cargo ship. So, with my TWIC card in hand, in the middle of summer's heavy tourist season, I was able to grab the last seat on the puddle jumper AK Air jet. I arranged floatplane transport to Tolstoi Bay for early the next morning. Flying the local afternoon run means take offs and landings in a 737 “combi” (cargo/passenger) jet stopping in Petersburg, Wrangell, and finally Ketchikan. Of course, the weather was our famous rain, wind, and low visibility, so the packed flight enjoyed an exciting hard landing in Wrangell. I just love those “two bounce landings” when the aircraft wants to resume flying after the first impact with the runway.



This was a “P & I” case, where my role was to investigate what happened. As it turns out, in this case, the cause of the fall was “speed bark.” The huge spruce logs are floated out to the ships using log boom boats. Since the logs spend a lot of time in the ocean, the bark tends to slide off (especially when stepped on by the logger's cleated boots). Loading logs is inherently dangerous because of this phenomenon. They all wear the cleated boots, hard hats, and life jackets; but the use of safety harnesses is impractical (to them) because these men and women loading the cargo are literally scrambling all over the logs. So, “speed bark,” crane operations, heavy loads, and lousy weather makes this a dangerous occupation. The weather improved for the floatplane trip.

Fortunately, the injured person was medevaced to Seattle where he is expected to fully recover from a punctured lung, broken ribs, and a broken arm after falling onto the steel deck about 15 feet.

Policy “Tip of the Quarter”

Jim Sepel, AMS®
Membership Vice President

Our latest statistics show that too many SA's are not complying with the annual survey report review requirement. This should not be a burden to email HQ one of your best surveys for the year.

While there is no sanction or “penalty” for not complying, remember why this program was started. And, that was so there would be NO surprises to the “seasoned” Surveyor Associate when it came time to upgrade. Well, there have been a couple of SA's surprised that their reports do NOT meet the Recommended Report Content. We recently denied an upgrade to AMS® Candidate because not only were the reports inadequate, this member attended NO SAMS® functions, and did not perform the minimum number of required surveys per year.

So, send in that annual review report, it can help avoid an embarrassing situation.

“Questions & Answers”

The International Office recently referred an email to me for my response. The following is something many new boat owners do not realize. This could be a great way to expand your clientele by passing the word.

QUESTION:

I live in Circle Bay Yacht Club and I am purchasing a NEW boat. They are requiring a Marine Inspection. Could you please tell me why an inspection on a NEW boat is necessary?

Thank you. Frank

RESPONSE:

Dear Frank,

That is a very good question. However, in our [marine] world we hold a bevy of secrets. Boats unlike cars are commercially much less regulated when it comes to safety and or quality control. If I mentioned the word Edsel [in the car world], would that generate some thought about why even new boats require a survey from some underwriters. Actually the Edsel in all fairness was ahead of its time and its real downfall was a lack of sales. But if you were to ask any professional surveyor this same question, I am sure that there would be almost complete agreement that it is just as necessary to survey a new boat versus one say 15-20 years old. I would also point out that the last time I checked, the purchase of a new boat was a relatively large investment. A professional survey is like an insurance policy that you are getting what you are paying for. I do not perform pre purchase or condition and value surveys, so I am completely unbiased in my comments. While we have many quality boat manufacturers in the United States, the consumer [in the marine world] is basically a party to much trial and error when it comes to boat building. I am sure that you did your homework, but I submit that the underwriter is questioning what you might think is your dream boat is actually a lemon in disguise. The underwriters out there have seen it all. The marine insurance business is very competitive and demanding surveys without merit is the kiss of death to any program. The fact of the matter is, a new boat can be flawed as much as any boat out on the market. Good luck in your purchase. In closing, I hope we do not meet because I specialize in marine claims.

Very truly yours,

Bob Heekin, AMS®
Florida Regional Director



**Alison Mazon, AMS®
Testing
Vice President**

It's July 5th in Portland as I Write This – Our Official Start of Summer!

I hope that all SA's are having a productive summer. But, don't let time slip away to prepare for your AMS® exam! I have mentioned this several times a year. Yet, for reasons I don't understand, we have a few AMS® candidates fail to qualify in the first one or two test attempts and then run out of time before they can retest again. This results in the SA being separated from SAMS®. These surveyors have to sit out for a year before they can reapply for SAMS® membership and again sit for the exam.

I am sorry to sound negative; but, if only one SA takes heed and avoids this fate, it is worth it.

The Steps 2 Success haven't changed:

1. Apply for upgrade at the first opportunity and schedule the exam immediately upon approval.
2. If you do not pass the exam, mark the calendar 6 months out and pay attention to the letter you will receive from the International Office outlining your results and recommending specific areas of study.
3. Prioritize and schedule the recommended study areas.
4. Apply for and schedule the exam immediately after the 6-month wait period has passed.
5. Retake the exam.
6. If you still do not pass, repeat the above steps.

If you follow these Steps, you will have the full three chances to successfully pass the AMS® exam and the very best opportunity to achieve accredited status. If it were easy, the SAMS® and AMS® designations would not convey the respect they do. Complacency does not lead to success.

I will be available the afternoon of Tuesday, October 15th at the Bahia Hotel for any interested SA's to discuss the Steps 2 Success and to answer your questions. Please contact me early in October for the time and place. The AMS® exams will be proctored Wednesday morning, October 16th at the Bahia Hotel in San Diego. If you can, attend the conference, get some incredible training, build your continuing education credits, network and, perhaps, become a SAMS® Accredited Marine Surveyor®!

And, relaxing with friends on the beach in San Diego is well deserved after a busy summer.



San Diego

“It’s Not What You Know, It’s What You Will Learn”

Well.....San Diego’s educational program is complete. Many of you have requested less speakers but more time with the ones that present. We have listened and here’s some of what you can expect.

Our Key Note Speaker will be Jeffery Sinchak, USN Retired, Senior Chief Petty Officer, Navy Diver and Combat Medic with the Wounded Warriors Project. This session will be open to all attendees as well as their spouses and significant others (1 hour). We have never allowed spouses and significant others to attend but the board felt that it was important. Don’t miss this; it’s going to be a very moving session.



Kenneth Weinbrecht,
AMS®
Education Vice President

Forensic Photography - Both digital and thermal imaging - Todd Schwede, AMS®, CMI. Todd will be speaking about some new innovations in thermal imaging, along with how to take really good digital photos.

Americas Cup (the race is the month before our meeting) - results and the vessel construction and design as well as carbon fiber failure testing - Bill Trenkle, AMS®, CMI, Marine Engineer - VP Advertising.

Ethics Test - 5 CE credits extra for attending this session and taking the test! How close is the line that we sometimes get to? Stu McLea, AMS® - Exec. VP & Ken Weinbrecht, AMS® - Education VP will speak about USPAP and some new information about it and report writing.

Metallurgical Failure Analysis - Mark Bell, P.E., Affiliate - You’re in the field, see a failure and come up with an opinion. It then gets sent to a lab.....UGH!

Maritime Attorney - who will speak about disclaimers, liability releases etc. This is very important to our profession and you really don’t want to miss this.

Electrical Shock Hazard - Kevin Ritz, President, Electric Shock Drowning Prevention Association, will speak about the testing for electrical shock hazard and how we can identify problems.

ABYC - What’s New in Standards?

Work Place Safety - Todd Roberts is the Owner of Marine Group Boat Works in San Diego, which is a very large facility and very well respected. Since safety is a major concern we can learn from their experience.

A Marine Electrician - Rick Irvine, ABS Marine Electrician, will speak about what we can do for a proper electrical inspection of a vessel.

Report Writing - Allison Mazon, AMS® - Testing VP. Allison will talk about recommended survey content as well as report writing.

Airfares to San Diego are not that expensive and it’s a wonderful city with a rich maritime history.

Make your reservations today; meetings are a great way to network and meet who will give you referrals!



Why Even Bother?

Perhaps you have paid your dues and your business has taken hold. We at SAMS® applaud you for your success. But we ask you to take a moment to reflect on how you got there. Do you really think that you did this all on your own? Mentoring as it turns out is the heart and soul of SAMS®. It has dawned on me over the years that this is why SAMS® was really created. Back in 1987, a small group decided it was time to offer an alternative marine professional association to the public at large. There were likely many goals that they had in mind. But I am sure that primarily among those goals was to aggressively improve the image of the marine surveyor as a whole and possibly more importantly, to offer a life line to those struggling to become not just one of their kind, but to become a respected member of the marine community. It is no secret that anyone, yes anyone, can print business cards, hang out a shingle and be a marine expert. Add a website and some flowery words and **SHAZAM**, you have what you have. The respect and acceptance of SAMS® within the industry has grown exponentially. This is why underwriters insist on a SAMS® member to be on the signing page of documents being submitted. This is why the public goes to our ever improving web-site to select a company or person to inspect their highly regarded property. This is exactly why mentoring our surveyor associates is so imperative to insure the growth and well being of the membership.

As one of the Regional Directors, I see firsthand the process of mentoring both working and not working. Without naming names, I will outline some examples that will graphically demonstrate how our attempts at mentoring both prosper and fail.

My first example is a young person from the Jacksonville area. He came to us with a wealth of hands on boatyard experience. His background, in fact, was so extensive and diverse that the membership committee had little trouble approving him for the SA designation. I have seen this person grow by seeking out a mentor who caught his/her eye in southwest Florida, many miles from home. This is really not a logistically desirable association to most of us. This desire to achieve his/her goals as a professional showed that there were no boundaries. This union over a short period of time has produced a person and a work product into something that even make the most seasoned SAMS® member proud. What you have here is a per-

son trying to do everything the right way. A thirst for knowledge is also a special ingredient of this person's make up. By the way, the mentor in this case was not a SAMS® member. We expect big things from this candidate.



Robert Heekin, AMS®
Florida Regional
Director

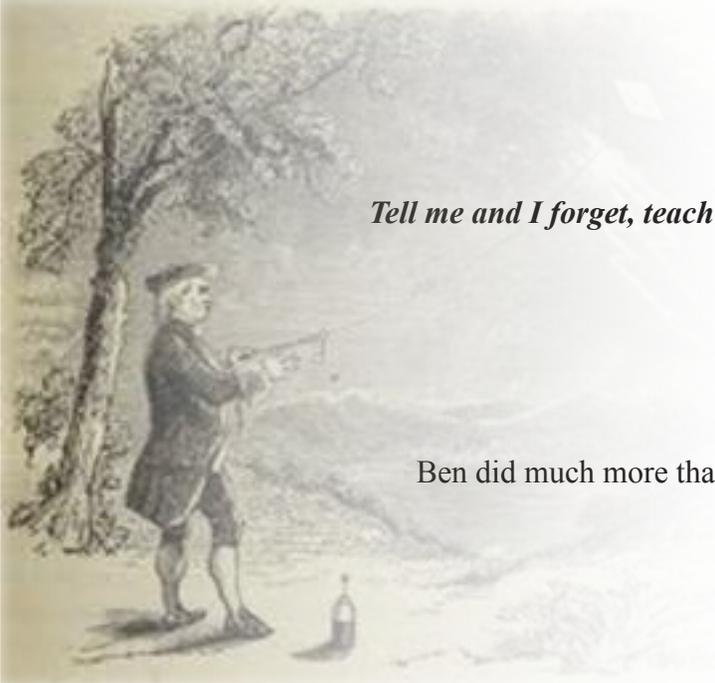
My second example is not as fascinating in terms of mentoring. My second person also had a comprehensive marine background and he/she came to us with roots in the Bahamas. He/she went on to graduate from Chapman's and applied to SAMS® for the SA designation. The fact that he/she went to the time and expense to seek out the time honored curriculum offered by Chapman's showed us that there was much determination. However, when the membership committee reviewed this SA applicant's sample survey report, it was apparent that additional work would be required in order to improve the survey report to a point where it would be an acceptable entry level product. When the suggestion of finding a mentor was approached, the person replied that he/she had tried to make an association in more than one case and failed. This person as it turns out, was from a big metropolitan market. Here we obviously have a person that has the desire but lacks the connection necessary to build on what could be a promising career.

My third example is not so much about mentoring. This young person came to us from the Tampa area as an SA designation applicant. The membership committee had no trouble assigning the SA designation per the resume that accompanied his/her application. But what caught my eye, was that this person had a business plan. This person moved purposely to a part of Florida that met his/her demographic criteria. Yes, I said this person picked up and moved to a more desirable piece of the Sunshine State and above all had a business plan. I see so many SAMS® applicants who could literally run circles around me with their past accomplishments. But not so many have a business plan in place. Can you imagine what I might be thinking when I hear, well I have set up shop here in Miami, but there is so much competition I do not think I can survive? That is like saying you did not know the Florida Keys were surrounded by water. I expect this SA to pass his AMS® test in the near future and will surpass any so called competition. This person knows where he/she is going and distinct business acumen will dictate success.

cont. pg. 11.

Mentoring is NOT a dirty word. I have received an abundance of mentoring in my past and I still seek out others expertise when the need arises. Some might say that they are being asked to train their competition. I suppose there is some risk there. But I will never forget my formative years when I would feverishly explore the classified ads for a job and the job description almost always came with the dreaded inscription; "must have experience." Now how in the hell can you get experience without starting somewhere? We have

the same thing here. One of the reasons that I became a SAMS® member was to tap the never-ending resources that we have in our membership roster. I suppose that we all need to step back for a minute and smell the coffee. I am not sure how many of the membership see the Regional and International meetings as an opportunity to meet what could be their next resource in resolving a pending issue. Or one could alternatively perceive that anyone carrying the SAMS® tag is their enemy.



Tell me and I forget, teach me and I may remember, involve me and I learn...

Benjamin Franklin

Ben did much more than fly kites and wear contemporary eyeglasses.

News from Standards Liaison June 2013



Randy Renn, AMS®
Standards Liaison

Ahoy there and Good Day Yacht Consultants, Surveyors and Hull knockers of any ilk.

Here we go again with the never ever ending morass of regulations that we need to be aware of, yet are not directly informed. ABYC does a great job of doing what they can to keep us up on those areas with which they are involved, but that is not all of what we do. This Spring we have run afoul of some sets and subsets that we may see more and more of. The number of regulations and stipulations to those stipulations that may be enhanced or diminished by regulations are as far down as the county level.

By way of example, having had three instances recently, let's begin.

First, in the Commonwealth of Maryland, and in your state as well there are regulations that speak to sound levels. Those levels were very likely established as part of an effort on the part of the Association of Boating Legislators. According to Dr. Michael Grant of Maryland's DNR, this effort was made so that at least some commonality was in place for noise level standards at idle. The standard Comar 08.18.03.03 says that a vessel must not operate above 90 Db at idle.

I inspected a Belch Fire 35 with twin 1100hp 575 cu in engines with nearly dry exhaust (really loud). The Belch Fire failed and would have failed badly in counties that have lower levels. Point being, the standard is a base line. I informed the client that he would not likely be able to legally use his new boat according to the statutes. He took the news with, shall we say disdain. The broker glared. I measured the DB level with a weighing Radio Shack meter, however the Standard for the meter is according to Standard is ANSI S.1.4 type 2 or ANSI S.1.4 A. The code also mentions SAE J2005 measuring sound from a stationary location.

Next, surveyors inspect vessels from all over, going to all over. Recently we questioned a client as to where the vessel was to be used. It is our practice as a matter of course and conversation. The vessel gear and thru hulls were badly coated with fan coral, barnacles slime, etc. He said it was going to a fresh water lake, so as the bottom paint fell off, so might some of the growth. The National Invasive Species Act was mentioned, but to no avail. The act 104-332, HR 4283 strengthens the Non Indigenous Aquatic Nuisance Prevention and Control Act of 1990, and got more teeth in November of 2012. The Act 101-646 or 33 USC.1251 involves fines, and States/localities can have very strict enforcement. Be certain to point this out to your client before the *"the surveyor shoul'da told me."* The broker will simply take your name off the acceptable list.

For those of us in heavy metal shipping you likely already know that the Maritime Labor Convention of 2006 was ratified in August of 2012, and goes into effect August 20, 2013. This is worth reading as the changes are wide sweeping and encompass some sticky issues.

Okay, something a bit lighter. ABYC A-32-2012, Power Equipment will make a pleasant read as will H-24-Fuel System. The small boat exception is lifted in July of 2013 so those items such as carbon canisters, auto shut off devices, pressure relief valves and lack of hull vents will be something new (spent an hour looking for the vent that was not there).

News on the docks concerns organic fibers in form of "jute" for fiber and organic resins that would greatly reduce the toxic grinding residue situation. As a parting shot, stop by your local NAPA Auto store and get a gas shock brake-a clamp that keeps the shock from falling. A fellow I am mentoring handed me one after I left some skin on a hatch with a "how long you been doing this" look. It has one moving part, is inexpensive and works.

We are all on watch so keep the weather eye tight and no lee rails awash...Randy Renn

Summer Has Finally Arrived in the Great Lakes Region



Robert V. Horvath, AMS®
Great Lakes
Regional Director

We just finished sixteen straight days of rain and it did make it difficult to make any kind of a schedule and adhere to it. Business has been brisk according to all the surveyors I have spoken with. I hope everyone is busy.

I did attend the summer board meeting this past June. The final arrangements for the meals and educational portion of the national meeting are complete. Our Meetings and Conventions VP, Paul Logue, AMS® negotiated great hotel rates. And as usual Ken Weinbrecht, AMS®, Education VP, has excellent educational programs for our meeting.

As I said in my last article there are many interesting things to do and see while in San Diego. You should plan on going early or staying later to enjoy them.

Our Detroit area group is still working on the fall meeting. One of the area yards is going to donate two boats allowing us to perform destructive testing. Everyone, its hole saw time. I will update the details on our Great Lakes members-only email.

I want to remind the few Great Lakes Region members that do not have their five year National meeting requirement fulfilled to do so. Not fulfilling this requirement can result in a suspension.

See everyone in San Diego.

Colleagues;

There have been changes made in the date of the International Workboat show. Traditionally held in December, this year it will be October 9-11, 2013.

This brings up the Gulf Regional annual meeting. It usually is held in conjunction with the WBS, but because the SAMS® Annual Convention is also in October every year, we shall retain the usual first week in December for the Gulf meeting. This year's meeting will be the 5th & 6th of December in the same location, the Hotel Provincial.

Stay hydrated, and tie down your ladders.

See you in San Diego!!



Kristoffer Diel, AMS®
Gulf Regional
Director



Theodore Fred Wright,
AMS@
Mid-Atlantic Regional

Spring is sprung, Fall is fell; Summer is here and it's hot as ...; well not that hot in the presently rain drenched South.

Here's hoping all are well and busy and remaining hydrated.

Steve Knox once impressed me by taking breaks during a long and drawn-out joint inspection; morning and afternoon snacks and lunch, which allowed him to maintain his edge during the day.

How many of us start in the morning and work 'till dark and "forget" to take along a lunch box, cooler, or at least a bottle of water? Remaining in the hot sun, smothering cabin, machinery spaces and bilges or bowels of some sun drenched barge, taking moisture and nourishment only when we begin to feel a little funny/lightheaded, and about to pass out.

Proper nourishment and hydration allow one to maintain the focus necessary to avoid missing the fractured laminates, rotten timbers, dangling wiring, broken hose clamps, rotten hoses, and broken tabbing most of us encounter regularly. Take along an extra pack of Nabs and a bottle of water for your customer; it'll be appreciated.

Personal on the job safety should be on all of our minds whenever we're in the field. Food and water, as well as protective clothing, eye and ear protection can prevent long term damage to our bodies and systems, allowing us to live to fight another day.

I normally wear long pants and long sleeves to protect against sharp objects and abrasive surfaces, even in summer, not too loosely fitted so that I'm not snagged or hung, or caught up in the rotating v-belt. Others may be comfortable in polo shirts and shorts depending upon cli-

matic conditions (I don't have the physique for those!).

Some jobs require safety shoes, ear plugs, safety glasses and/or side shields. Most recently a job at an industrial site required I wear a safety vest in fluorescent yellow trimmed with retro-reflective tape.

Above all; maintain a professional appearance and demeanor. My wife is impressed by the guys who crawl under our home to look for termites annually; they show up in a clean professional uniform, then change into coveralls and use shoe protectors when inside to avoid soiling the carpet, then back to their clean, mostly pressed, uniforms to meet and discuss their findings. Some of us (including the undersigned, unfortunately) could learn a lot from them. Most clients don't appreciate a greasy hobnail booted numbskull tracking mud or bilge slops through the saloon.

The clients will appreciate your attention to your own well-being and your respect for their property.

One more thing; distracted driving is in the news a lot lately (DON'T TEXT/EMAIL/HAVE ANGRY ANIMATED CONVERSATIONS AND DRIVE!).

Distracted surveying can be a similar hazard; best tip I've heard in a long time; take along an extra legal pad so the client can record his questions for later attention and discussion instead of constantly tapping you on the shoulder to ask, for example; have you seen the carpet stain in the forepeak? Or, How do you operate the blender?, while you are intently scanning and recording the numerous exceptions one may normally encounter in a machinery space. Hopefully you haven't lost your place after you've answered his latest inanity: Now where was I again?

Take care of yourselves people. See you in San Diego.





John N. Lowe, AMS®
North East
Regional Director

Last night the local surveyors in my area had our first casual meeting at a local yacht club. We told war stories, compared notes on our work, ate venison burgers and altogether had a very nice time. Most importantly, everyone left learning something that will make us a better surveyor. Networking is extremely important in a business like ours, we do a lot of referring jobs to other surveyors, and it is helpful to know the strengths and weaknesses of your colleagues so when you make a referral you can be confident you are sending the client in the right direction. Also, I learn little bits of information during these meetings that help in my practice.

We're in the heat of our buying season here and everyone reports being very busy, which is good. One thing we need to be mindful of is that it is easy to take on more work than we should. Be careful not to allow your product to slip as a result of being too busy. We all rush in traffic getting out to a job but when you begin, take a deep breath, slow down and try to do the type of job that you would like done for yourself. A bad reputation is a hard thing to overcome. Remember our clients do not rely on us; we rely on them to support our practices and our lifestyles. Be safe and I hope to see you in the yards.



I had a remarkable experience recently while performing a survey on a 1967 Hinckley Pilot 35' sloop named Sea Fever. The classic lines of this vessel speak for itself but this particular boat has a very unique story. The hull and deck were built at Hinckley Yachts in Southwest Harbor, Maine and delivered to Handy Boat in Falmouth, Maine to be completed to the owner's particular specifications. Apparently the project was such a success it has been owned by the same person for 46 years.

While working my way through the main salon, I found a poem framed and securely fastened to the bulkhead. Being the ever so alert surveyor, I realized the poem title was the same as the vessel's name. I went about finishing the survey and returned home to write the report not thinking about the poem but about a custom boat being owned by the same person for such a long time.

The report was delivered and then I decided to research the poem since it spoke of sailing and the call of the sea. I discovered the author was John Edward Masefield who was born in England in 1878 and early in life went to sea on several large merchant ships. He eventually arrived in New York and jumped ship to explore other opportunities and pursue his love of reading and writing and by the ripe old age of 24 he was a published author. Masefield became so well respected he was awarded Poet Laureate of the United Kingdom from 1930 until his death in 1967, beating out Rudyard Kipling for the post. So, being the ever so alert surveyor, I noted that Masefield died the same year the vessel was built. I wondered if this was a coincidence or perhaps a meaningful and direct action by the owner.

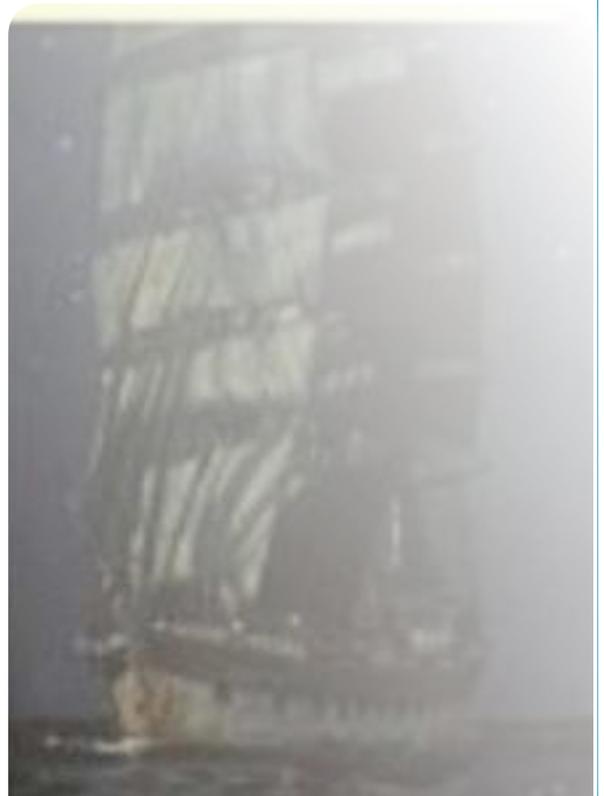
Alas, I have not found out the real story since the seller is elderly with failing health so I will have to hope the poem will remain on board with the new owner and that they understand what Sea Fever means to all of us. Here's the poem...

SEA FEVER by John Edward Masefield (1902)

*I must go down to the seas again, to the lonely sea and the sky,
And all I ask is a tall ship and a star to steer her by,
And the wheel's kick and the wind's song and the white sail's shaking,
And a grey mist on the sea's face, and a grey dawn breaking.*

*I must go down to the seas again, for the call of the running tide
Is a wild call and a clear call that may not be denied;
And all I ask is a windy day with the white clouds flying,
And the flung spray and the brown spume, and the sea-gulls crying.*

*I must go down to the seas again, to the vagrant gypsy life,
To the gull's way and the whale's way where the wind's like a whetted knife;
And all I ask is a merry yarn from a laughing fellow-rover,
And quiet sleep and a sweet dream when the long trick's over.*



SAMS® TUG & BARGE SUMMER 2013

The Commercial Surveying sector remains steady with year round work and repeat business assignments.

New for 2013 is that overnight passenger cruise service returned to the Mississippi, Tennessee and Ohio Rivers. The American Queen is the largest stern wheeler in operation at 418 feet long with accommodations for 436 passengers.

The news is that The American Queen Steamboat Company, based here in Memphis, TN, has just purchased the Empress of the North and renamed her the American Empress. She is a 360 foot, 223 passenger, diesel powered stern wheeler and will begin operation in April 2014 out of Portland, OR. She will be cruising the waters of the Columbia and Snake Rivers.

All shipyards in the Gulf remain very busy with new construction and repair work.

Tank barges are the hot item for 2013-2014.

Barge freight remains steady on the inland rivers. This past year has been challenging for navigation with many low water issues in the St. Louis area delaying towboats. The government remains tardy in Lock Maintenance and dredging the channels.

Container surveying remains slow in this region.

If you are interested in Commercial Surveying, get in touch. I have compiled a suggested study list for the T&B exam. I look forward to working with you in the upcoming year.



**Stan Johnson, AMS®
Tug & Barge Chair**



Surveying a barge load of coiled steel. P/V American Queen upbound on MS River.



MEMBERS' CORNER

SUMMER 2013 - MAY THROUGH JUNE



Rhea Shea
Executive Director
SAMS® International Office

THE FOLLOWING MEMBER IS NOW AN ACCREDITED MARINE SURVEYOR®, WITH THE EARNED DESIGNATOR:

“FISHING VESSEL”

Bill Lee, Rockport, MA



THE FOLLOWING PEOPLE HAVE BEEN ACCEPTED INTO SAMS® AS:

“SURVEYOR ASSOCIATES”

Tom Lokocz Adams, Appleton, ME; Richard K. Avant, Jr., Arroyo Grande, CA; William C. Boone, Stella, NC; Bradley Alan Destache, San Diego, CA; John Gallagher, Jacksonville, FL; Mitchell G. Lattof, III, Orange Beach, AL; Charles Scott Lewis, Knoxville, TN; James Lawrence McKenna, Bedford, TX; Travis Lawrence Palmer, New Smyrna Beach, FL; Gus Richbourg, Bay City, TX; Thomas Koep Rose, Poulsbo, WA; William Lee (Bill) Rottgering, Grand Rivers, KY; Paul D. Winston, Decatur, GA

“NEW AFFILIATE MEMBERS”:

Bruce Bennett, Brookfield, CT

“APPLICANTS SEEKING SAMS® MEMBERSHIP”:

*Michael W. Brown – Dunnellon, Florida
Peter Casini – Flushing, New York
Donald M. Chiodo – Erie, Pennsylvania*

*Bruce DeGraw – Neptune, New Jersey
Wayne Gilham – Tacoma, Washington
Glenn Edward Walker – Marblehead, Massachusetts*



Come Join Your Fellow Surveyors And Several Past And Present Board Members For A Great Day Of Fun Before The Conference Work Begins. Here Is What's Being Planned:



SAMS® PRESIDENT'S CUP GOLF OUTING

TUESDAY OCTOBER 15, 2013 - IN MORNING

For those interested there will be a ***GOLF TOURNAMENT***

- TEE OFF:*** 11:00 a.m. - 18 holes - Mt. Woodson Golf Club.
- COST:*** \$42.00 per player includes 18 holes golf & cart.
- CLUB RENTAL:*** \$22 additional - call course to RSVP golf clubs or contact Kells Christian who has a few extra sets.
- FOURSOMES:*** Form your own foursome or we'll make up prior to tee time.
- SOCIAL HOUR:*** After golf, meet in the snack/bar area for social time and cash awards to event winners.
- PLEASE RSVP:*** Contact Bob Ptak, AMS® no later than October 1st to register:
616-340-1931 or send email at ***bobptak@promarinesurveys.com***.



REGATTA

TUESDAY OCTOBER 15, 2013 - IN AFTERNOON

There will be a ***REGATTA*** on Mission Bay right off the beach of the hotel. Catalina Capri's. Set up for 2 per boat.

Please email Paul Logue, AMS® at ***marinesurvey@comcast.net*** for more information and to let him know if you are interested in participating.

SAMS® 2013

Annual Meeting and Educational Symposium

October 16th - 19th

held at the

Bahia Resort Hotel

998 West Mission Bay Drive

San Diego, California 92109

Room Rates \$139.00 Per Night Plus Tax

Reservations: 800-576-4229

Website: www.bahiahotel.com

Deadline for Reserved Room Rate is September 17, 2013

Please Identify yourself as a member of SAMS®

