



SAMS® NEWS

Society of Accredited Marine Surveyors®, Inc.

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Editor: George Gallup, AMS®

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Photo Compliments of Joseph B. Loble, AMS®, President

We want to express our sincere condolences to the victims of Hurricane Sandy. We hope that everything is getting back to some normalcy. SAMS®

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SAMS NEWS

SOCIETY OF ACCREDITED
MARINE SURVEYORS®, INC.

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jblmarine@roadrunner.com
207-832-5300

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stuart@marinesurveys.com
877-576-3304

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kittsurvey@frontier.com
219-926-5186

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billtrenkle@gmail.com
619-226-1895

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marinesurvey@gci.net
907-790-2628

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amazon43@speakeasy.net
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631-924-4362

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marinesurvey@comcast.net
781-544-1344

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George Gallup, AMS®
gallupyachtsurveying@gmail.com
781-598-5465

Advisor

Downing Nightingale, Jr., AMS®
904-384-5577

OFFICE MANAGER	Rhea P. Shea
STAFF	Irene Carey
.....	Rosemary Patterson
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George Gallup,
AMS®
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This is our first digital Newsletter! The great thing about doing it in this format is that we are not limited to size. The more articles the better our Newsletter will be. So if anyone has a great story that would interest or benefit our organization, please submit it to me.

Also a good aspect of digital form is the reduction of cost for mailing especially with the increase of postal rates. However, if you still wish a hard copy to be mailed, please contact the International Office.

Another issue I would like to discuss is the Frederick W. Lowe Founders' Memorial Scholarship. Each year SAMS® can award an SA to attend the September session of the Yacht and Small Craft Surveying course at the Chapman School of Seamanship in Stuart, Florida. The scholarship covers the full cost of tuition, books and materials. The course runs from September through October.

The recipient will be selected from applicants who are current SAMS® SA members. If you wish to be considered for the scholarship, please submit a letter requesting consideration along with a current resume to SAMS® International Office to arrive no later than June 1st.

Selection will be made by the Board of Directors. The recipient will be notified after the applications are reviewed. To receive an information package concerning the course and school, you may call the Chapman School Registrar at (800) 225-2841.

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North East Region.....	John N. Lowe, AMS®.....	captursa@aol.com.....	631-462-2624
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Florida Region.....	Robert Heekin, AMS®.....	encoretdinc@bellsouth.net.....	954-781-2532
Gulf Region.....	Kristoffer A. Diel, AMS®.....	yachtsurveys@msn.com.....	504-236-8151
Great Lakes Region.....	Robert V. Horvath, AMS®.....	nstarmarinesurveyor@roadrunner.com.....	440-336-2295
Pacific Region.....	Darrell R. Boyes, AMS®.....	dboyes@cnw.com.....	360-391-1526
Canadian Region.....	Eddy J. Assaf, Jr., AMS®.....	info@avtechmarine.com.....	450-430-8362
Asia Pacific Region.....	Joseph (Paul) Slivka, AMS® - Retired.....	mpslivka@bigpond.net.au.....	+617-38901739
European Region.....	John M. Martin, AMS®.....	martin@marinesurveyor.com.....	34-649-437352

COMMITTEE CHAIR

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Ethics Chair.....	Stuart J. McLea, AMS®.....	stuart@marinesurveys.com.....	877-576-3304
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Newsletter Chair.....	George Gallup, AMS®.....	gallupyachtsurveying@gmail.com.....	781-598-5465

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National Fire Protection Association.....	Kenneth Weinbrecht, AMS®.....	oceanbaymarine@yahoo.com.....	631-924-4362

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**Joseph Lobley, AMS®
President**

Greetings to all,

The compliments for the Baltimore Meeting are still coming in from the members and guests that attended. Hat's off to Paul Logue, AMS®, Meetings/Conventions VP, and Ken Weinbrecht, AMS®, Education VP for putting together a very successful meeting, with excellent social events and top notch educational sessions. The President's Reception at the Rusty Scupper is regarded by many of the attendees as one of the best social functions SAMS® has ever hosted. The Gala Dinner was put on very professionally by the hotel staff that provided a sit down dinner for 300 people. At that dinner I had the honor and privilege to sit with Carroll Robertson, Senior VP of Claims for Boat/US, and Bob Adriance, Asst. Vice President and Technical Director for Boat/US who were invited guests. Bob Adriance is retiring at the end of this year after 34 years with Boat/US. Ken Weinbrecht, AMS® presented him with a SAMS® certificate of appreciation for his service to the marine industry, and his nearly 20 years as a SAMS® Affiliate Member which resulted in a standing ovation. Bob sent me a personal note

thanking SAMS® for the very warm reception. Bob, good luck with your retirement and may you have "Fair Winds and Following Seas".

The educational sessions are always enhanced by the awarding of the door prizes that are donated by Affiliate Members, various marine related businesses and our own surveyors. Peggy Feakes, AMS® has been passing out the prizes at every meeting that I have attended but she regrettably did not come to Baltimore. Fortunately Norm LeBlanc, AMS® Past President jumped in and passed nearly 100 door prizes donated. The prizes ranged from cash, two night free hotel room (at the next meeting), sounding hammers by Reinier Van Der Herp, AMS®, a Moisture Meter donated by Jean Raabe of J.R. Overseas, SAMS® Affiliate member just to mention a few. Thanks to all that donated door prizes!

As you know, there is a financial penalty for cell phones going off during the education session and the SAMS® Annual Business Meeting. The money collected goes for charity. For this meeting the BOD agreed to donate money to the Wounded Warrior Project. This fine organization's mission is to raise awareness and enlist the public's aid for the needs of injured service members. This is a worthy charity that does not cross political lines or faiths. It is merely there to help our wounded warriors. A box was passed during the last day of sessions and I am proud to report \$1,500 dollars was raised! This included the cell phone fine money, the money I won for the longest putt at the Annual Golf Outing, and the money that Paul Logue, AMS® and I took off Jim Sepel, AMS® and George Gallup, AMS® during the golf match. One member that did not have cash on hand came to the registration desk and donated \$50.00 with a credit card! The choice of the charity was met with wide spread agreement from the members present. Because of this I presented to the BOD the request that SAMS® name the Wounded Warriors Project our official charity. The Project's headquarters is in Jacksonville, but performs work throughout the country. The BOD is working out the details and you will be kept up to date.

Respectfully Serving SAMS®



2012 Annual Meeting - Baltimore, Maryland



Stuart J. McLea AMS®
Executive
Vice-President

Greetings to you!

First I want to take a moment and reflect on those fellow members and their families who were struck by Hurricane Sandy. My thoughts and prayers are with you and your family.

Now, for those of you who did not make Baltimore; you missed a great time. The educational program was fantastic and the location superb. Kenny Weinbrecht, AMS® and

Paul Logue, AMS® did a fantastic job. Now we are looking forward to San Diego and the Bahia Beach Resort which is starting to line up very well.

Now for “Ethics” a subject very dear to my heart.

The complaints that SAMS® HQ have been receiving are not in the most part ethical in nature, they are in fact work product, and to be specific, lack of detail and lack of client hand holding. Yes, client hand holding. Let’s get one point taken care of. Do a good job and maybe 3 people will hear about you and how great you are as a surveyor. Do a bad job in the eyes of the client and 8 or more possible clients will know how bad you are. This will reflect on the SAMS® name and brand, and with that it affects us all, yes US ALL....

I would ask you to please remember that SAMS® is affected by what we all do, good or bad, right or wrong.. it affects us all. SAMS® is an International organization and we have a reputation of having some of the world’s best marine surveyors in our ranks.

The actions of a few affect us all, and with that our respective businesses.

To avoid these (let’s call them pitfalls) you take time with your client, and follow the rules of client surveyor relationship.

1. Qualify the client by interviewing them to see what their wants are. This is called the “Scope of Work”. You will agree on the deliverances which include the report and any consultation as part of the process.
2. Now set the price based on the “Scope of Work” to show the client that you are the best qualified for the job; there is no argument by the client.
3. Do the assignment like it was your last. Remember you are only as good as the last assignment or survey.
4. Consult with your client. Let me say this again **CONSULT WITH YOUR CLIENT**. A lot of surveyors miss this point.
5. Provide the report within 3-5 business days and follow up with a phone call. This is very important. Make sure they are happy with your work, and answer any questions they might have. Then.....ask them for business...this is very important.

If they are happy with their service, the client will give you a few leads, without question.

Remember the last point....**Never take a job you are not qualified to do.** Call another SAMS® member, and ask them if you can carry their bag. Have a good winter, lots of marketing and we will see you very soon in San Diego.



Lloyd Kittredge AMS®
Secretary / Treasurer

For those of you that were able to attend the meeting in Baltimore, I sure received a lot of information and had a good time doing it. Both Paul Logue, AMS® Meetings/Conventions, Vice President and Ken Weinbrecht, AMS® Education, Vice President really did their jobs well and deserve a “tip of the hat” from all who attended. For those that could not make this one, plan on San Diego next year. Again, as always, it’s the people that make it happen. By the way, we passed the hat-it was really a cardboard box- to help a charity, which was The Wounded Warriors, and collected \$1,496.00, and additional \$4.00 was added in Jacksonville for a grand total of \$1,500.00 to be given in SAMS®’s name. I for one would like to say thanks in behalf of them.

As for the Secretary/Treasurer side of things, our Society remains sound and on budget for this year as it has been in the past. The new Corporate office is working out well for us and it is in a good and safe neighborhood for our staff. Rhea and the gals have been working hard to streamline the office and are working through the “glitches” that pop-up now and then, but we are making progress with a lot of changes, for the better, to come.

The old property has not been sold as of yet; however, we have taken a different marketing position and hope to find it a new home. After we moved out the air conditioner was stolen and we had to purchase another one, which is sitting in the old kitchen and will be installed when the property is sold. Hopefully this will be in the near future.

For now it’s back to work and hunker down for the winter for the Yankees in the group. I would like to wish everyone a very happy and successful New Year.



Paul Logue, AMS®
Meetings/Conventions
Vice President

News

Meeting and Conventions

Hope everyone is enjoying the Holidays. I know I have been straight out with damage work and a good Pre Purchase Season still. You will have to excuse the brevity of my newsletter.

Our next meeting will be in San Diego at the Bahia Resort in the Mission Bay area. Nice facility. A little bit more casual than Baltimore as the rooms are laid out over the whole property. Not too many high rises. Check out the web site at www.thebahiahotel.com. The rate is excellent at \$139.00 per night. Please do not expect this rate everywhere we go. We plan on having another golf tournament and a sail regatta with Catalina Capri's on Mission Bay. Still working out the logistics. I think they even

have drinks with umbrella's in them. The Pacific Ocean beach and shops are within walking distance.



The 2014 meeting will be in New Orleans. I fly down there to inspect the properties in a couple of weeks. The rates down in New Orleans are from 199.00 to 239.00 per night in 2014. After that we are off to Wisconsin 2015.

Back to report writing.



Bill Trenkle, AMS®
Public Relations
Vice President

Since this is the first time I am contributing to the SAMS® newsletter I thought I would introduce myself to those who don't know me. I was elected to the SAMS® Board of Directors at the Baltimore International meeting as the Public Relations VP. I was encouraged to run for the position because of my background in advertising, marketing and public relations.

The summer that I graduated from SUNY Maritime with a degree in Marine Engineering, I joined Dennis Conner in his Americas' Cup campaign in Newport, RI in 1980 as part of the support team. This led to seven more America's cups and two Whitbread Round the World race campaigns, over the course of 23 years, each with more responsibility, until I retired from the America's Cup and joined SAMS® in 2005.

One of the keys to winning the America's Cup was having enough money. We raised our funding principally by creating and selling sponsorship packages to large corporations. I was involved in developing the packages as well as helping fulfill them. This meant working closely with the top advertising, marketing and PR people in the world. It was an ongoing Ivy League education for me. We raised hundreds of millions of dollars from those lessons. I hope that I can use my experience to help SAMS® achieve several key goals, within the allowable budget. First, I want to make sure the advertising that is being done is cost effective and efficient at driving business to our members. Not only from getting your name and contact info into the right hands, but also to ensure that SAMS® reputation as a highly professional organization is expanded.

Second, I want new potential qualified members to perceive SAMS® as the preeminent marine surveyor's organization and apply with SAMS® rather than brand X. We do not need just more members to make up for the natural attrition that is reducing our ranks, we need highly qualified, exemplary candidates to apply, once they apply then our membership team can vet them to ensure that SAMS® maintains a membership that is skilled, professional and is made up of fellow members we are all proud to call SAMS® surveyors. My final goal will be to move SAMS® advertising and public relations activities further into the electronic age. We all know that more and more customers are coming through web site links and we can do a better job of driving traffic to the SAMS® web site where they can find you. Social networking may not sound important, but it expands the site presence on the web substantially, makes the site easier to find and provides a platform for projecting the professionalism of our organization and members. SAMS® can benefit from jumping on board this proven networking and business generating tool. I am not sure we all need to have Twitter accounts, but in my opinion SAMS® and you will definitely benefit from a SAMS® Facebook and Linked-In presence.

I know many of you have suggestions and ideas to help, and I welcome them all. Please feel free to call me at 619-987-0162 or email me at billtrenkle@gmail.com with any thoughts, ideas or suggestions. I look forward to working with you all.





Jim Sepel, AMS®
Membership
Vice President



On Saturday, 3 November, the USCGC WILLIAM FLORES was commissioned into service at a very emotional ceremony attended by several members of the Flores family (sisters, brothers, nephews, and nieces). Also, 5 survivors of the BLACKTHORN and wives were able to attend. It was truly an honor to witness this ceremony. Billy Flores' legacy and his heroic actions will now live on. We were invited to attend this ceremony by the 7th Coast Guard District Commander, RADM Baumgartner and Captain Robert Grant (tasked with finding survivors), and were honored to do so. William Flores was a new Seaman Apprentice on the USCGC BLACKTHORN, reporting for duty in 1979. On January 28, 1980, the BLACKTHORN was involved in a collision with the tanker CAPRICORN. That collision resulted in the loss of 23 BLACKTHORN crewmen. "Billy" Flores saved several of his shipmates, after the ship capsized and just prior to sinking. He was instrumental in getting life jackets to shipmates and also helping them to get out of the capsized hull. He was last seen running on top of the capsized hull after helping several to safety. He died in this heroic action and received the Coast Guard Medal several years after the accident.

Many of my closest friends in SAMS® know that I was the Commanding Officer on that terrible night.

Attending this ceremony after 32 long years was indescribable and at times, overwhelming. However, we felt truly welcome. Many, many people thanked us for coming all the way from Alaska. After the ceremony, I was honored to speak to the new officers and crew on board this beautiful ship. I was so impressed by their dedication, their loyalty to each other, and their professionalism. I know that this incredible ship will be a magnificent and valuable addition to the Coast Guard fleet. And it will provide distinguished service for the Coast Guard and the people in the 7th Coast Guard District.

Thanks to those of you SAMS® members (especially Kit and Todd) who knew I would be going, and to my family and Juneau friends, for your thoughts and prayers.



Four of the five survivors, present after the reception (regrettably, not pictured is Steve Coleman). From left, Retired-Quartermaster Roger Shine; myself; ex-Bos'un Charlie Bartell; and former Chief Petty Officer Ron Litterell, who retired as LCDR:



Alison Mazon, AMS®
Testing
Vice President

Winter - Super Storms - Down-time. For most of us, this equates to at least some down time. And, while it may seem distant, spring and the press of everyday business will make us forget we ever had a break. So, take advantage now of the many training opportunities including regional meetings, ABYC training, ProBoat Radio

seminars, and a multitude of other on-line offerings. Grab a calendar and go online to the ABYC, Westlawn, Suny Maritime websites and pencil in some training. Offerings in IR and UTT certification can increase your competitive edge. Community college offerings in diesel or gas engine repair and technology can add depth to your knowledge. Study T-Boat and Fishing Vessel 3rd party inspection requirements and get yourself up to date. If the opportunity exists, consider qualifying yourself to conduct these examinations. The tow boat inspection program is very slowly becoming reality. Be ready if you have the background and there is opportunity in your area.

This preparedness in education is crucial for a Surveyor Associate to work through the necessary and critical apprenticeship to finally become accredited. But, this preparedness must extend beyond knowledge of the surveyor's chosen discipline. It must also encompass the professional ethics displayed in daily personal and business affairs. Each member likely chose to join SAMS® because of the professional status associated with this organization. For SAMS® membership to continue to be meaningful and set

us apart from others, we must maintain extremely high standards regarding each member's knowledge, conduct, and integrity. Every board action is measured by how it contributes to the overall image of each member and that of SAMS®. A continual commitment to excellence and integrity is not easy nor is it inexpensive. However, the "value added" benefit of being an integral part of SAMS® can pay each member back in a multitude of ways. For those S.A.'s preparing to sit for the Yacht and Small Craft AMS® exam, there are some actions you can take to help guarantee success. First, get your ABYC certifications in Standards, Electrical, and Corrosion. Second, get the small spiral bound Rules and Regulations for Recreational Boats from the ABYC bookstore. Read it cover to cover, mark it up, stick on index tabs, and bring it with you to the exam. This is the only reference item allowed during the Yacht and Small Craft exam. You can use this for the open book portion of the exam and that is good for 25 points. Third, begin to study, study, study in the month or two leading up to your exam. The test is broad based and may include questions related to electrical, fuel, insurance terms, mechanical, sailboat, powerboat, wood, fiberglass, metal, structural, CFR's, and ABYC standards at the least. Lastly, sequester yourself for two to three days before the exam, turn off the phone and computer, tell family members you were kidnapped by gypsies and cram. Get a good night's sleep the night before the exam, and come in rested and ready! Don't forget to bring the small ABYC spiral bound book with you -- you will need it! Passing requires a minimum 80 points out of 100. You can't afford to give away any of the 25 open book questions.

Ken has been extremely busy with the aftermath of Hurricane Sandy. He will have a full report on the educational content of the up coming San Diego 2013 Annual Meeting in the next Newsletter.



Kenneth Weinbrecht,
AMS®
Education

MEMBERS' CORNER



FALL 2012 - JUNE THROUGH DECEMBER

THE FOLLOWING MEMBERS ARE NOW ACCREDITED MARINE SURVEYORS, WITH THE EARNED DESIGNATOR:

“YACHTS & SMALL CRAFT”

Raymond N. Bracken, Aberdeen, MD; Sean F. Carton, Wall, NJ; Robert W. Dresser, Jr., Hingham, MA; Chris Kiefer, Louisville, KY; Glenn Reagan, Ocala, FL; John L. Schnoering, Deltaville, VA; Carl Ellis Spencer, III, Darien, GA; John P. Roche, Green Cove Springs, FL; Peter Stevenson, Easley, SC;

THE FOLLOWING PEOPLE HAVE BEEN ACCEPTED INTO SAMS® AS:

Douglas Alling, Mt. Pleasant, SC; Dan Brown, Bowling Green, KY; F. Brent Chomyszak, Punta Gorda, FL; Marshall Farnham, Boothbay Harbor, ME; Thomas Kirsch, Oakland, CA; Alain Pascal Routhier, Vancouver, BC, Canada; Franciscus M. VanDelft, Davie, FL; Terry Wright, Green Cove Springs, FL

NEW AFFILIATE MEMBERS:

Ronald Milardo, Old Saybrook, CT

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Richard Eric Dickerson, Marietta, Georgia
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Patrick Todd Frizzelle, Isle of Palms, South Carolina
Michael Grame, Edgewater, Maryland
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Wade Alexander Humphrey, Holden Beach, North Carolina
John M. Malool, Ridgefield Park, New Jersey
Raymond William Pettengell, Trade Centre, QLD, Australia
Michael L. Previti, Solomons, Maryland
Ronald C. Rybicki, Toms River, New Jersey
Paul Darin Snider, Superior, Wisconsin
James Michael Ward, Port St. Lucie, Florida



NEWSLETTER MATERIAL: 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 George Gallup, Editor (GallupYachtSurveying@gmail.com). Kindly send a copy of the original content - high resolution images and scans by the set deadline for the next issue.



John N. Lowe, AMS®
North East
Regional Director

FROM THE NORTH EAST REGION

Sandy really kicked us in the teeth here on Long Island with a level of damage I've never seen after living here all my life but people here in the northeast are a hardy group and will come back stronger than ever! I am writing this from a cold office with no phone or internet (have to go to the fish store around the corner for WI-FI and have never eaten so much chowder). But my home has heat, electric and plenty of food so we're way ahead of many and counting our blessings every day.

Recently I had the opportunity to review one of my reports with a local surveyor who is involved in a large claim with the subject vessel. After reviewing the report with him I realized that in the year and a half since I wrote the report I have not changed my survey content, also several typos were noted despite my efforts to proof read all my work before sending them out. This led me to a thought, SA members are required to submit reports for review and critique every year, this helps them avoid problems if they are new in the business and when time comes for upgrade there are no big surprises. Perhaps during the cold winter months ahead it would be wise to review your reports with a critical eye and possibly have another trusted surveyor do the same, this could be done over a few adult beverages so we all remain friends. If we fail to evolve even after reaching AMS® status, business has a way of passing us by and this may be a good way to make your work better and more readable.

Sorry this is so abbreviated, but I have a very full plate here and no time to pontificate.

Hope you all get to the regional meeting scheduled for early January in Newport, RI and I will look for you in the yards.

BE SAFE



Kristoffer Diel, AMS®
Gulf Regional
Director

Colleagues:

While the nation was occupied with the results of Hurricane Sandy and the Presidential election, the Gulf Region is still recovering from Hurricane Isaac. Even though only a Category I storm, its lingering path caused more damage than reasonably expected. I hope everyone got some business, and the new SA's had the opportunity to gain experience damage surveying.

The Gulf Region had it's 2012 Annual Regional meeting in New Orleans on 4 & 5 December, in conjunction with the International WorkBoat Show. We had a fine lineup of speakers, and on the 5th December David Rifkin, AMS® gave his seminar on "Electrical Inspection for Surveyors". The meeting is usually held at the same location as last year, the Hotel Provincial on 1024 Chartres St., New Orleans.

The Workboat show runs annually, and is not to be missed. Come on down to New Orleans, enjoy the Boat Show, learn something at the Gulf Regional meeting, and don't forget to enjoy the food and the City. Details are on the SAMS® website.

Work safe, and tie down your ladders.

Legal Liability by: J. Lobley and R. Shea

One of the important benefits we all receive from Membership with SAMS® is the Legal Liability insurance. I touched on this subject several Newsletter editions ago but I feel it is important to explain what this insurance covers and more importantly, what it does not cover. The following, simplified description comes from a more detailed explanation provided by our insurance agent Roanoke Brokerage Services, Inc. This policy covers your legal liability for physical damage to property or bodily injury to persons, as a direct result of your actions while you are actually in the act of performing a survey. Examples of such incidents might be: the vessel catches on fire or sinks during or immediately after your survey which is a direct result of something you damaged; you accidentally spill something on to the deck or in the bilge that results in an expensive repair or clean-up; you break an engine part while climbing around the engine room; or your client trips over your tool bag resulting in serious injury. These are only a few examples, and the policy is not limited to these types of incidents. Now, the policy does not cover incident's which are considered "Errors and Omissions" in nature or in other words, incidents where you are held responsible for overlooking, misjudging, or mistaking something during your survey.

Several examples would be: a client sues you because he or she purchases a boat on your advice and later discovers the vessel needs significant repair or a vessel sinks because you missed a bad sea water hose. If you would like a copy of the detailed letter provided to us by our agent, please contact the Jacksonville Office.

Now, there is another component of the Legal Liability Insurance issue that has become an ever increasing burden on the Jacksonville Office and the underwriters of the policy, and that is the "Named Certificate Holder". This is not to be confused with "Additional Insured" certificates which are rarely requested by clients. The "Certificate Holder" is for informational purposes only and has no rights bestowed upon the holder by our underwriter. If a Business requires to be named on the actual policy certificate, all you need to do is request from the International Office the specifically named Certificate Holder and the underwriter will provide them. However, recently there have been requests for 40, 50, even 60 named Certificate Holders from individual members. On the surface it appears that these individuals are using the named

Certificate Holder as a marketing tool since not every surveyor in that area requests the same named certificates or these individual's don't understand that every marina or boat yard might not require this certificate. I have been surveying for 17 years and carry copies of my policy certificate in my truck and provide them when needed, but I have never been asked by a boat yard or marina to be a named Certificate Holder. But, it is not uncommon for 4 or 5 requests per member. I do know that Hinckley Marine Services, American Custom Yacht, and several other large businesses do require being a named Certificate Holder. The issue is the expense of the additional certificates. Our underwriter has warned that they will start charging for this service. This will make our insurance costs go up for everyone plus it becomes a time consuming operation for the Jacksonville Office.

This topic was discussed during the last BOD meeting and the decision was to allow for a maximum of named Certificate Holders per member then charge a fee for each additional certificate. The consensus of the BOD was to allow 10 named certificates per member and then charge \$5 for each additional certificate. This will make it fair for the majority of members that never request named Certificate Holders and hopefully prevent a premium increase from the underwriters. If the situation arises that more and more business will require to be named on the policy the number of the free certificates will be revisited. This change will be effective starting **July 26, 2013**, which begins the new Policy period.





Robert Heekin, AMS®
Florida Regional
Director

A Tale of Two Cities

Call me Ishmael

If you answered that this was the first line in the time honored classic *Moby Dick* by Herman Melville, you are correct. *Moby Dick* of course was a novel about the obsessed Captain Ahab who directed his crew into an ill fated journey on a whaling vessel out of Nantucket named *Pequod*. A frantic search and capture ensued as it pertains to a giant white whale named *Moby Dick*. The book and later movie version of the novel has a sad ending, but was full of symbolism and Biblical references. The foregoing piece was inspired while I was attending the gala dinner in Baltimore during the SAMS® Annual Meeting.

The theme of this essay was admittedly formulated over food and drinks with Captain Reef Perkins, AMS®. Reef is a well reputed surveyor from the small fishing town affectionately known as the Conch Republic of Key West. I am not sure that the historically defiant Key West is a part of my Florida region, but I have been assured otherwise. Both Reef and Captain Ahab lived in small fishing villages. That is where the similarities end. Reef contrasts with Captain Ahab because I do not think that Reef obsesses over anything. I am also not sure if Reef is a fisherman and I know that he's not a whaler. And again contrasting with the *Moby Dick* tradition, this writing will not be intended to be dark and will not have a negative ending. I admit that I am having trouble connecting *Moby Dick* to anything survey related, but it is good reading in which everyone should consider adding to their literary cache sometime in a lifetime. It was Reef Perkins that brought to my attention the fact that surveyors are in a league of their own and that complaints about this profession should be few and far between. Come with me as I discuss some of our mutual perceived views of this occupational heaven.

A Day in the Life of a Marine Surveyor

Reef and I agreed that being a marine surveyor has many advantages and very few pitfalls. We should probably keep this a secret otherwise persons undecided about their futures will inevitably invade our space. Surveyors after all possess many freedoms that are not easily attainable in the current work place. I hope that I do not offend anyone when I say that we are commonly not chained to a desk or even worse the dreaded cubicle. A typical day might start by getting up whenever one desires. As the day progresses, the first task after breakfast might be making a soulful journey down the Overseas Highway as in the case of Reef with his destination being a Picturesque Marina. The marina is full of shiny plastic vessels and the vessels are intended for the sole purpose of seeking pleasure. And while we might know better, this vessel of pleasure is how we as surveyors derive our livelihoods. My dad [Joe] used to liken my profession to being a life guard with a higher wage potential. We as surveyors have the audacity of calling this work. Can you imagine when your significant other asks where you are going in the morning and you respond with all sincerity, "boating". Even though this might be a stretch, how many doctors or lawyers that you know would likely give up their respective stethoscopes or brief cases just to trade one day with us. Many of our clients are these very people. And maybe just for that one moment when we are relentlessly pounding our hammers on their treasured piece of plastic pleasure, they actually look up at us with genuine respect and admiration. And not the other way around. These professionals see us as if **WE** were wearing that white smock or tailored suit that they are forced to don everyday. All the while we are actually dressed very comfortably in our uniforms that consists of shorts, jeans or khakis. These same white collared professionals many of which treat their boats with more respect than their spouses, are in awe of our task at hand of tearing their prospective boat apart and then just like them we demand an undiscounted cash payment. Imagine even after condemning their dream boat, they are eager to take you to lunch to hear the details. It may come as no surprise, but how many surveyors have you ever heard of that perished from a work related injury. Not all surveyors are going to agree with mine and Reef's assessment about this surveyor heaven concept. Surveyors by definition inherently do not agree with anything someone else has said. I do know that if given the chance to do it over, Captain Ahab would have changed his captain status to that of surveyor. There I tied it together!

Florida Regional News

Our regional meeting is slated for [Saturday] 3/16/13 at the Pelican Yacht Club in Ft. Pierce. More details will follow. Please consider attending the educational fun event. The dress code will be shorts / jeans / khakis.



Robert V. Horvath, AMS®
Great Lakes
Regional Director

Sandy's winds affect the Great Lakes Region

Greetings from the very wet and windy Great Lakes Region. I don't think it will ever stop raining. Fortunately, even though we have a lot of outages, Sandy has caused nowhere near the damage as the east coast.

A few marinas that reside right on the lakeshore had some damage and of course some boats were banged up or sunk. Most were declared CTL's as they were older and repair costs exceeded value.

I am sure that on the east coast a lot of CAT teams are busy trying to sort things out. Hopefully no one gets hurt as it is always dangerous trying to climb around these wrecks to get HIN numbers for owner verification. Working and living conditions are never good at these disaster sites. Trying to coordinate cranes and other needed equipment just adds to the difficulty. There is never enough to go around as everyone needs them now.

Do not forget to keep an eye out for these boats because someone will patch them up and ship them all over the country for sale.

It's a good thing that our National Meeting in Baltimore wasn't any later. It looks as if their beautiful harbor got more than its share of damage. I was glad to see that we had a good turnout from the Great Lakes it was a great place to have a meeting.

I hope to have had a successful fall Regional meeting later this month.

Sam Colt, AMS® #427, has announced his retirement.

I am happy for him and his knees (one of the triggering factors in his decision), but sad to lose him as a colleague. He joined SAMS® in 1993 and he blames his bad knees on those many years of bilge crawling. He seems to forget his years aboard submarines!

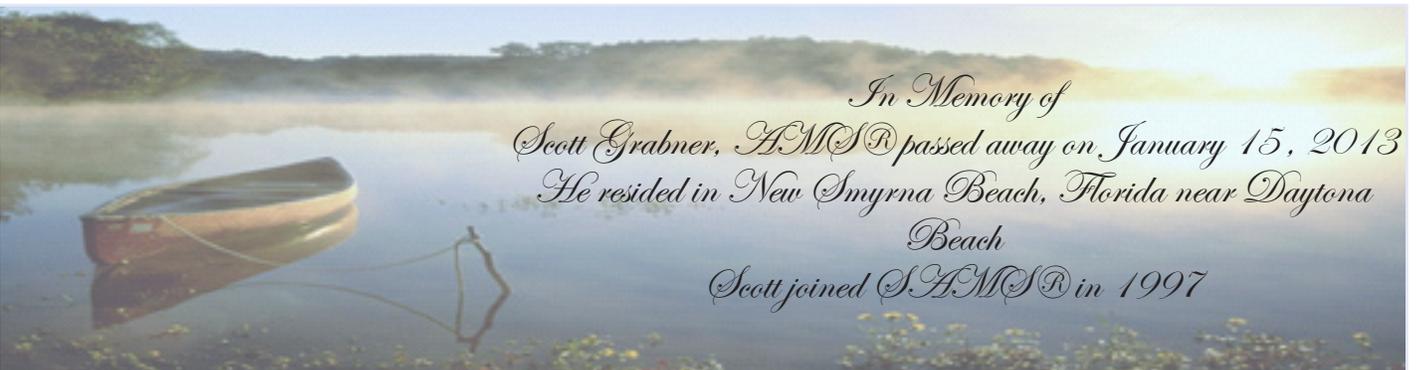
I met Sam before I began surveying. I had been approached by a surveyor who offered me a chance to become his associate. I was intrigued but I declined as I was enjoying my own boat repair business. However, I spotted the SAMS® booth at the Seattle Boat Show shortly thereafter and introduced myself to Sam. Sam was cordial, encouraging, and welcoming. He assured me there was room in the business for more women surveyors. I suspect it was Sam's encouragement that made me agree to become a surveyor when I was again approached by the same surveyor about half a year later.

Sam became the Pacific Sub-Regional Director in 1999 and moved up to Pacific Regional Director in 2003. He served in this position for over 5 years. He worked closely with the Pacific Region's members in many capacities and put on many excellent training seminars. He knew how to enlist the membership to participate in training and he communicated well and often. He was a proponent of a "Member Only Services" for the SAMS® website -- a goal we are just now nearing! Sometimes great ideas need a nagging mentor!

While we will miss Sam's counsel, energy, and insight, I know you will join us in wishing him well in his retirement. Sam will remain listed in our roster in the "Retired" Section; he has graciously offered to remain available. Drop him a line from time to time or when you need help determining the TVG of a battery bank!



Sam Colt





Darrell Boyes, AMS®
Pacific
Regional Director

I love my Job!!!

Early in 2011 I received a call from a prospective client inquiring about a survey of a retired military vessel. Quickly my mind went to an old vessel that has been sitting on a mooring buoy for years and someone now has an idea for a specific use for it.

Early in our conversation the name of the vessel was mentioned and I quickly googled it as we spoke. What came up was a real surprise that got my attention. With the help of the internet I was able to get some quick information and discuss the vessel in greater detail including some of its history.

I evidently impressed this individual with some of the information I had been able to quickly receive and I was able to secure the job. The vessel was temporarily moored in Seattle (Lake Union) and we set up the date and time of the survey.

As I researched this vessel further, I was made aware that this vessel had been in service up to very recently and a quick decision to retire her (March 2011) had been made. The individual I spoke with had some connections and secured a successful bid on this vessel.

The vessels name was the USCG Acushnet (WMEC-167). She had a great history starting out as a Naval vessel (USS Shackle ARS-9). She was built in 1942, and served as a diver-class rescue and salvage ship for service during World War II. She was responsible for coming to the aid of stricken vessels and had received two battle stars during her service in World War II.

The Shackle remained in service with the Navy until 1946 when she was commissioned into the United States Coast Guard (Acushnet-167) and became a

search and rescue vessel homeported in Portland, Maine. She had an extremely colorful past that I would encourage anyone interested to read.

If we fast forward, the Acushnet became a West Coast patrol boat that eventually made its way to Alaskan waters. She became well known in the period of 1990-1998 and from 1999 to present worked out of Ketchikan, AK.

The history of this vessel was only one part of this great experience. When I boarded her it was reported that all machinery and equipment was operational. Throughout the inspection we were able to operate all of her machinery and energized systems. The only equipment that had been removed was her armament which had consisted of two 40 mm AA gun mounts and four 50 caliber machine guns (Darn it).

All in all this was a great experience for me. We spent several memorable days aboard her. She had been kept in very good condition that allowed one to eat lunch in any bilge area or machinery space aboard. I have a brand new respect for Commander Sepel and others who served in the Coast Guard.

Opportunities such as this may only come once in our career and I most likely have had mine. It makes me realize what great opportunities we have as SAMS® surveyors. When you answer the phone remember you never know who may be on the other end.

Unfortunately the Owners plans for use may have been dashed as I pointed out what would be needed. This vessel by design was engineered to operate with a 24/7 crew. All machinery required engineers (no pilothouse controls). This was a real disadvantage for his intended use. She remains at Lovric's shipyard in Anacortes, WA and what her future holds is unknown at this time.





**Bob Gallagher, AMS®
Engines Chair**

Hopefully you all are having a good summer. It's great to be busy again. I realize a lot of you have not spent a lot of time in engine rooms in your pasts but for power boats it is probably the most important part of the vessel. Without engines it's only a tub to hold a lot of stuff. If you're not comfortable in there you probably work with a few engine mechanics. I know it's tuff to sacrifice time but you would be doing yourself and your clients a favor to spend some time down there & hand him some wrenches and get some of their experience. Just like surveying the boat the little things you see can sometimes tell you volumes on what the condition of the engines are. I know when I get a call to do a boat with larger diesels, I work with a friend of mine who usually won't even come to the boat until I have given it at least a quick inspection. Spending time with him has given me pointers on what to look for and that allows me to give the buyer & him a heads up

to possible problems. Just like everything we do as surveyors the more time you spend on doing something, the quicker and more likely you will find anomalies.

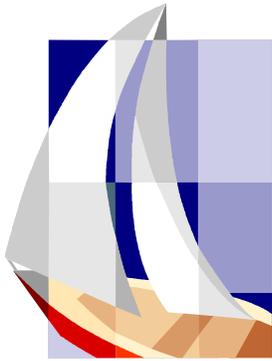
If you want to look at some serious eye candy check out the August issue of Wooden Boat # 227. There is an article on John's Bay Boat Co. in So. Bristol, ME and the 44' lobster/yacht they built for someone in Australia. My best friend Andy Angelico works there & I was lucky enough to be there for the launching & bum a ride. It's a shame there were no pictures of the engine room. Andy did the work & I couldn't help but laugh when I first went in. He has finally found his home. It was better than perfect.

Be careful & stay busy. Bob Gallagher, AMS® #491 E,Y,SC

You know you're in for a long day when it starts like this.....



Joe Loble, Rockland, ME



SAMS®
2013 Annual Meeting
October 16 - 19, 2013
Bahia Resort Hotel
San Diego, California



Bahia Resort Hotel



San Diego, CA

SAMS® NEWS

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7855 Argyle Forest Blvd

#203

Jacksonville, Florida 32244-5730

