

SOCIETY OF ACCREDITED MARINE SURVEYORS® INC.



SAMS® NEWS

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Editor: Joseph Loble, AMS®

Summer 2015



DOWNTOWN MILWAUKEE

**2015
International
Meeting &
Educational
Conference
Milwaukee, WI
Oct. 14th-17th**

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From the Editor's Corner

Joseph Lobley, AMS® , Editor/Immediate Past President

Greeting's from "Down East" Maine. By all accounts most surveyors I speak with are busy. For me, it is the pre-purchase surveys that have increased the most over the past few years. The majority of my business is C&Vs and Damage Surveys for pleasure and smaller commercial craft but I do not turn away from pre-purchase work. I am careful to select the boats I am most comfortable with. The clients that hire me to do a survey usually get my name from a referral or the SAMS® website. How do I know this? I interview every client before accepting any assignment. This is a great chance to get to know who you are going to work for or more importantly, not going to work for. I like to qualify my clients just as they are qualifying me as a surveyor. Nearly twenty years of surveying gives me a little insight to the type of person on the other end of the phone. One important aspect of the interview is my detailed explanation of what a non-destructive survey entails and what it does not. Down the road, it is not what you did that gets you in hot water it's what you did not do. Being upfront and honest is the only way to navigate through the tricky waters of pre-purchase work.

Now I will get off the soapbox and get behind the editor's deck. This edition has good articles in a wide range of subjects. The article by Dan McDonald, AMS® on container shipping and the article on common OHSA deficiencies on uninspected commercial vessels by Joe Derie, AMS® are both good reads whether you do commercial work or not. Bob Heekin, AMS® has an excellent article about finding "that niche". We welcome Gary Frankovich AMS®, the new Florida Region RD, who has submitted his first article.

It is with great sadness that I report the passing of Ed Gibson, AMS®, from Elizabeth, PA. Ed was always present at the IMEC gatherings and every year I always looked forward to seeking him out to say hello. Ed was an entertaining piano player and if the hotel bar had a piano, you were in for treat. He will be missed.

By the way, have you ever wondered where the phrase "Down East" came from? It is a term from the days of sailing ships where the prevailing wind made the sail from Boston to Maine (east of Boston) a downwind run and conversely the phrase "Up to Boston" or "Shipping Up to Boston" described the upwind sail back.

See you in Milwaukee. Just a little advice, do not have your cholesterol checked too soon after coming home from the city of Beer, Brats and Cheese Curds.





President's Message

Stuart J. McLea, AMS® , President

THANK YOU !!!

Good Day to you all and I hope everyone is very busy.

SAMS® will be in Milwaukee in a few months. This is the first time in a long time that I can remember an International Conference in the Great Lakes Region. The Great Lakes is one of the largest areas of boating and boat industries and I am happy that SAMS® is heading to Milwaukee.

Your board was just in Milwaukee for a Board meeting and also to visit with Markel Insurance. We met with a number of Markel's Pleasure Craft Underwriters and Claims staff. Over the course of the day we discussed common interests and issues in the industry. At the end of the meeting we offered Markel an Affiliate Membership in SAMS® in hopes that they will become more involved with our organization and our membership. Markel staff will also be taking part in the IMEC in Milwaukee, and we encourage our members who will be attending to make them welcome.

Our Educational VP Kenny Weinbrecht, AMS® has been working very hard to bring some excellent speakers and subjects to this year's IMEC. The hotel is in a prime downtown location. There are a number of excellent restaurants and bars within a short walk. I know that some of our members, like me, enjoy riding Harley's. One of the stops I will be making is the Harley Davidson Museum, which is not far from the hotel.

I am sure we can find a few of our members interested in spending an afternoon looking at some American Iron.

I would like to thank those of you that took part in completing the E&O Survey. The results of the survey are now with the insurance company and I hope to be able to provide further details on the coverage at the Annual General Membership Meeting on Saturday. The insurance company has been very happy with the efforts of SAMS® and its membership in providing good factual information so that they can provide us with the best coverage possible.

SAMS® has had a number of legal challenges this year, and I have been told by counsel that I am not at liberty to talk about it as it is still before the courts. However, I must say that SAMS® is committed in being a premier surveying organization with the highest in Ethical and Code of Conduct Standards. We continue to stand by our Code of Ethics to preserve and strengthen the reputation of our organization.

This will be my last Newsletter as President of SAMS®. I would like to take this opportunity to thank the SAMS® Board of Directors, the SAMS® Regional Directors; for without them SAMS® would not be SAMS®. Also to thank the International Office for keeping the wheels turning. Last, but not least, my wife Linda who has been a very big supporter of me and the SAMS® organization. A good friend, SAMS® member and mentor once said to me that the sun never sets on SAMS® and you know he was right.

I would ask you to support SAMS® by coming to Milwaukee for some Education, Networking and Just Plain Fun with old and new friends and associates, because membership has its privileges.

Hope to see you there!!!

Lloyd Kittredge, AMS[®], Executive Vice President



Ethical or Unethical

As most of you know, one of my tasks for SAMS[®] is handling and responding to our President (Stu), the Board, and membership regarding any issues that arise from complaints and ethics. I have found that this is a very narrow path in which to follow. What one person may see as unethical, another sees as a business or work product problem. In most cases the real problem, and I have said this before, is communication. If we are talking about pre-purchase or C&V's, your work order (you are using one, right?) should explain exactly what you are going to do for your fee. Now I know that this industry is not an exact science and what you are producing has a large amount of an opinion factor, but one must be consistent and back it up with facts where possible. We are in a detail business and missing small findings can occur. Those are what our clients will harp on. Remember you are not writing a novel, you're writing a report, so use enough information to support the facts. Your client, the insurance company and the loan institution are basing their decision on your words. Words do matter. Overall this year letters from unsatisfied clients to our Corporate Office in Jacksonville have been down, which I commend all of you for, but the reoccurring issue is still there and that is poor communication.

We just had our summer BOD meeting in Milwaukee and I think all of you will enjoy the city. The airport is only about 20 minutes from the hotel and there are many restaurants, bars and points of interest within walking distance. The people are friendly and believe it or not they really don't wear those "cheese hats" all the time like you see on TV during Packer games, but they do talk a little funny. I also think you will like the overall cost of just about everything. The brats and cheese are great. For you southerners, bring a light coat. It can get a little chilly when the sun goes down. It has been a long time since we have had a meeting in the Great Lake Region.

I hope to see you there !!!



***George “Jim” Sepel, AMS®
Membership Vice President***



New Life in the rain forest !!!
Greetings from the warm and dry “rain forest”
of Southeast Alaska.

SA 1-2-3 and what it means:

Often I’m contacted by our members as to what exactly does SA-1 or SA-2, etc., actually mean. Your membership committee (basically myself and the RD’s) attempt to determine where a new applicant “fits” in the organization. Based upon report writing skills, survey experience, and peer review, we “rank” each new member. This is often highly subjective, and remember, if you’re an SA and you think you can qualify for early upgrade, then go for it.

Here’s a breakdown:

Generally: an applicant must have at least 5 years experience, actively surveying in Y&SC and/or small commercial vessels up to 200 tons...and must pass the AMS® test to reach AMS®. (see page 5 of the Directory).

SA-0. We don't usually have these, because we want them surveying on their own or with a SAMS® member for at least a year.

SA-1. One year experience. Chapman's grads get a little slack because if they have successfully attended the course and Jerry Schmidt, AMS® gives a favorable recommendation, then we MAY shorten the "survey for one year" (unwritten rule)...case by case basis. THEY MUST upgrade no later than four years.

SA-2. Two years of experience. Must upgrade no later than 3 years. Reports acceptable, and really good peer review.

SA-3. Three years experience. Must upgrade no later than two years. Generally their reports meet RSRC. Extremely good peer review.

AMS® Candidate. These folks have the 5 years experience (some rare exceptions, they have 4 years of solid experience), reports meet RSRC, flawless peer review, etc.

Note: There is no SA-4...because if we did that, they would have to turn around and make another application for AMS® Candidate no later than one year from acceptance...admin. burden on staff and the membership committee.

From the Ethics Corner:

Disclosure, Disclosure, and Disclosure.

Recently my associate Todd Sharp, SA and I did a survey on a small unique passenger ferry. It is very high tech and was expensive to build, (google MV SUSITNA). And, now a city/borough in Alaska is stuck with trying to maintain it and sell it. We have surveyed this vessel twice for our client (that city/borough). So a few weeks ago, we were contacted by an International organization (affiliated with the Red Cross) who wanted to hire us to survey the vessel for them.

From the Ethics Corner: cont.

They wanted to use this high-tech prototype as a hurricane/flood disaster recovery vessel. I explained to them that I would need to contact our client to get released from our client relationship (that city/borough). The city/borough granted the release. I wrote up a survey proposal/scope of work/etc. and emailed it to the potential new client. I heard nothing back. No contract was agreed to. I kept the city/borough informed of the lack of contact, and after 3 weeks, the city/borough informed us that they wanted us to now remain as their surveyors. Simultaneously I received another inquiry from that Red Cross organization with questions regarding our 3 week old bid. I respectfully declined to work for the Red Cross due to the wishes of our original client. Disclosure works.

Have a great summer and hope to see many of you in Milwaukee this fall!!!



Robert Horvath, AMS® , Meetings/Conventions Vice President

WHAT?— — — IMEC 2015

WHERE?— — — in Milwaukee Wisconsin

WHEN? — — — October 14th - 17th 2015

Our Educational VP, Ken Weinbrecht, AMS® has speakers from Michigan Wheel, Markel Insurance and many others for an excellent program.

ABYC is going to have one of their certification programs on October 13th. Please check with ABYC for details. For those needing CE's and a National meeting requirement this is the place to be.

The Hyatt Regency Milwaukee is a newly remodeled hotel with all of the latest in accommodations, with great room rates at \$169.00 per night and there is some discounted parking. Our hotel is within walking distance of the Harley Davidson Museum, the Milwaukee Bucks Arena, numerous other attractions and many neighborhood restaurants.

We just had our summer Board of Directors meeting at the hotel. The food and service were great. I promise that there will be no problems with the Audio / Visual.

The dates to remember are October 14th – 17th, 2015.

Reserve your room early, we only have a limited number of rooms and cannot obtain more.

<https://resweb.passkey.com/go/socaccmarsur2015> or 1-888-421-1442



Bill Trenkle, AMS[®]
Vice President of Advertising and Public Relations



2015 IMEC will be held in October. It is a great venue, easy to get to and Milwaukee is a very interesting little city with tons of restaurants and bars. Please sign up early and talk it up with your SAMS[®] friends and even your NAMS friends, they can get CE's also. Ken Wienbrecht, AMS[®] has a great line up of educational presentations. Bob Horvath, AMS[®] has really worked hard to make sure this is a great experience for all who attend.

Also during the meeting we discussed the lack of interest in using the SAMS[®] booth at local boat shows. As I mentioned in my winter newsletter, SAMS[®] is now really encouraging members to take advantage of this great opportunity to promote themselves and SAMS[®] at local boat shows. Personal interaction with the boating public is the most effective advertising you can do. I know it is time consuming but if you team up with some other surveyors in your area it should be worth the effort.

We now have our own Google group forum that we are hoping to get more of you involved with so all of you can share your questions and knowledge. Give it a try and hopefully we can really get it rolling. We have so many experienced experts in so many areas of our industry that sharing or tapping into this expertise is a great part of being a SAMS[®] surveyor.

Finally, as I mentioned in the last newsletter, please get your website up on the online roster including the required link to the SAMS[®] site. It is so much easier for a customer to just click the link under your name to get a hold of you then trying to write down a web address or phone number, especially if they are using their smart phone. So again please check you listing and if your company website is not on it contact headquarters and get it setup.

As always please do not hesitate to contact me if i can be of any assistance:

billtrenkle@gmail.com

Cell# 619-987-0162

Kristoffer Diel, AMS[®]
Testing Vice President



First I want to congratulate the 15 SA's who made the effort and passed their AMS[®] exams this year. In general, electrical and corrosion issues are where examinees need knowledge. Also, the names of wooden boat parts and components need to be in a surveyors' knowledge base. Vessels made of other materials often utilize the same nomenclature that has been in use for centuries. At the recent SAMS[®] summer Board meeting in Milwaukee we finalized the description for the new Commercial Workboat (ex- Tug & Barge) designation.

CW - Commercial Workboat: *An AMS[®] member who has actively engaged in performing surveys of inspected or uninspected commercial workboats, generally below 1600 GT, for five of the last ten years, and has obtained a passing grade on the SAMS[®] Commercial Workboats examination. Commercial Workboats include, but are not limited to, vessels such as tugs, barges, offshore supply vessels, lift boats, dredges, utility boats, commercial dive boats, and inspected passenger vessels.*

The other item of note is the final draft of the new Fishing Vessel exam has been completed. This joins the renewed French Y&SC exam, as well as a new Y&SC test. With the advent of the exam overhaul, all future AMS[®] exams will have a passing grade of 80%.

The other major change is the new wait period to re-take an exam. In the past it was necessary to wait 6 months until another attempt might be made. Under the new rule, an exam may be retaken after one month. Again, I put out the call for exam questions, or photos. If you can, please cite an authority (CFR's, texts, etc.) from where the question is taken.

Have a safe and prosperous summer and see you in Milwaukee !!!

Kenneth Weinbrecht, AMS[®]
Education Vice President



IMEC – International Meeting & Educational Conference

MILWAUKEE – 2015

“Education & Intelligence Aren’t The Same Thing”

The board of directors had their summer meeting at the hotel in Milwaukee and it is an excellent venue for our meeting. Large hotel, clean, downtown and a lot to see.

Here is what we have on the agenda so far:

1. Gougeon Bros.
2. Peter Harken – Harken equipment
3. “Survey Heads Up” - a compilation of some obvious and not so obvious look out for’s. Bill Trenkle, AMS[®]
4. So you have E&O – What’s it like to be sued with E&O. Jim Sepel, AMS[®]
5. ABYC – Standards gone wild and an actual overcurrent demonstration.
6. Twin Disc – New innovations in the industry
7. Mastervolt – What’s new on the horizon
8. Michigan Wheel – How propellers are made and Michigan Wheel is the first manufacturer to develop and produce a carbon fiber wheel.
9. Awlgrip – How to tell Awlgrip from Imron and methods of painting.
10. Hagerty Insurance – Underwriting classic boats, what surveyors need to know.
11. Bergersen Boat Builders – Lars Bergersen, Wood boat restoration, challenges for the marine surveyor.

We will also have on Wednesday a written “Ethics” quiz & Recommended Survey Content quiz for an additional CE’s.

The final agenda will be in your meeting packet....plan now; don’t miss out on the education, friendship and the credits.

CE CREDITS REMINDER: Each request should include;

- * Your AMS[®] or SA CE Credits Reporting Form,
 - * Your certificate of attendance or certification, etc.,
 - * An agenda for the Seminar/Training Class/Event attended,
 - * If the training was “Distance or Online Learning” was the test distance or online as well as the training or was it a proctored test?
- The more details you submit the better

You can now obtain 50% of your CE requirement from on-line learning courses and if there is a proctored final exam; FULL CREDIT will be given with proof of passing the exam. If there isn’t a proctored exam, 50% (30 CE’s maximum) will be awarded with proof of attendance.

T. Fred Wright, AMS®
Mid-Atlantic Regional Director



“Never put off until tomorrow what you can put off until the day after.”

Hopefully all are busy; 'tis the season to make hay while the sun shines; working dawn to dusk until exhaustion. Getting up the next morning to start all over again. Monday through Friday (if one is lucky) and Saturday and Sunday for some. My beloved Bride says “eat the frog first thing”. Do that thing first which you most detest to do. That way it's out of the way and you can do whatever else you must the rest of the day without that most hated task hanging over your head; awaiting tomorrow..., or the next day. Maybe by writing these words they'll resonate and I'll take them to heart. I put off submitting this and, when it was due, forgot about it; something about failing to make a written note about the deadline; as a wise someone once told me; “if you did not write it down, it did not happen”. Most of my insurance clients require contact within 24 hours of receipt of the assignment (sometimes difficult, sometimes more immediate contact is required, depending upon the severity of the matter. Inspection is normally requested within 48 hours of the assignment; followed by (at least) preliminary advices or an initial report with supporting photographs. These milestones are difficult sometimes when one has competing assignments in opposite ends of the region; priorities must then be set, appointments made (and kept). None of us likes to be kept waiting, but set an appointment and most are appreciative of your efforts at keeping them apprised, particularly of any delays. This includes clients, underwriters, boatyards, etc.... Communication is key (still working on that one after nearly 30 years of marriage!).

Back to my additional point; do it today; make the call, crawl in the truck, drive to see it, write the initial (or final) report. Putting it off until tomorrow (or the next day) guarantees that the cross-state assignment requiring immediate attention will arrive, and you'll have unhappy clients. Happy Clients are repeat customers. Unhappy clients call your (more responsive) competitors.

Finally; Milwaukee is so cool; I don't ride, but I'm looking forward to touring the Harley Museum (I like to see how things are made!) and walking the Riverfront. Make your arrangements to attend IMEC 2015 today; don't procrastinate.

See you there!!!



Dan McDonald, AMS[®]
SAMS[®] Cargo Chair



IMO to Implement Container Weight Verification Requirements for Sea Containers

I have written in the past about the need for sea containers to list contents accurately for a variety of safety reasons. The International Maritime Organization (IMO) has now amended the Safety of Life at Sea Convention (SOLAS) to require, as a condition for loading a packed container onto a ship for export, that the container has a verified weight. This requirement will become legally effective on July 1, 2016. After that date, it will be a violation of SOLAS to load a packed container onto a vessel if the vessel operator and marine terminal operator do not have a verified container weight. Under the new regulations, the shipper will be responsible for the verification of the packed container's weight.

The SOLAS amendments provide that there are two methods that shippers may use to determine the container weight once the container packing process has taken place. This requirement will apply globally. Shippers, freight forwarders, vessel operators, and terminal operators will all need to establish policies and procedures to ensure the implementation of this regulatory change. The World Shipping Council has provided the following basic synopsis of the SOLAS requirement:

1. Before a packed container can be loaded onto a ship, its weight must be determined through weighing.
2. Under the SOLAS amendments, there are two permissible methods for weighing:

Method 1 requires weighing the container after it has been packed.

Method 2 requires weighing all the cargo and contents of the container and adding those weights to the container's tare weight as indicated on the door end of the container.

3. The shipper (or by arrangement of the shipper, a third party) has a responsibility to weigh the packed container or to weigh its contents. Under either Method, the weighing equipment used must meet national certification and calibration requirements. Further, the party packing the container cannot use the weight somebody else has provided, except in one specific set of defined circumstances. Estimating weight is not permitted.

4. A carrier may rely on a shipper's signed weight verification to be accurate. The carrier does not need to be a "verifier" of the shipper's weight verification. Nor do the SOLAS amendments require a carrier to verify that a shipper providing a verified weight according to Method 2 has used a method which has been certified and approved by the competent authority of the jurisdiction in which the packing and sealing of the container was completed. However, it is important to note that, for the shipper's weight verification to be compliant with the SOLAS requirement, it must be "signed"; meaning a specific person representing the skipper is named and identified as having verified the accuracy of the weight calculation on behalf of the shipper.

5. The lack of a signed shipper weight verification can be remedied by weighing the packed container at the port. If the marine terminal does not have equipment to weigh the container and provide a verified weight, alternative means must be found to obtain a verified container weight; otherwise, the packed container may not be loaded on to the ship.
6. When a marine terminal receives a packed export container that does not have a signed shipper weight verification, there will need to be processes in place at the terminal for obtaining the weight of such containers and using such weights in the vessel stow plan. Terminals and carriers will need to agree on how these situations will be handled.
7. If a packed container is weighed at the load port, that weight is to be used for vessel stow planning.
8. Vessel stow plans should use verified weights for all packed containers loaded on board.

These new requirements will undoubtedly make carriage of containers safer for everyone. Marine Surveyors could still have a role in documenting the verification of container weights.



Overweight sea containers have the potential to lead to many complications in transit.

*Eddy J. Assaf, Jr., AMS[®]
Canada Regional Director*



Well summer is finally here and the C&V surveys have seemed to pick up a little more this year, with vendors and buyers a bit more active. There are lots of boats for sale but this year there seems to be more buyers to take them.

I did the ABYC Corrosion Certification course in Mississauga last May, which was given by Kevin Ritz. I was quite happy to see some SAMS[®] members there. The course was very informative, not that I plan to do corrosion surveys, but it did give me some direction on detecting corrosion issues that we do see every day. All in all, I loved the course.

I have been getting quite a few emails from our members about the new tactics that some of the insurance companies have taken to solicit new clients, basically NO SURVEY REQUIRED on vessels under \$30,000.00 and some companies on vessels under 30 feet. Don't let it get to you guys. Yes, you may lose a few clients but the cut rate policy usually undervalues the vessel. So the owners will likely hire a surveyor to properly value their boat. Keep in touch with your local insurance agents. Here in Quebec insurance companies offer the same service but they usually try to convince the owner/buyer to have one done anyway, which is what usually happens.

Our numbers have started to build up here in Canada, and now that SAMS[®] has the Y&SC exam in the French language, we have many new members that can now join without the language issue. Great work by HQ getting all this done, I know it was complicated and costly to do, but we have crossed that bridge now. Ian Campbell, AMS[®] has been keeping me posted on what has been going on with CMAC with the last meeting in April of 2015 and has forwarded me several documents on new proposals for the construction and equipment regulations along with modifications to the SOLAS convention. For those who are interested in these documents just send me an email and I will forward them to you. Thanks Ian.

The Canadian Regional Meeting was in Vancouver this year, but I am working on a sub-regional for the east coast which should happen at the end of October or the beginning of November and I will keep you posted.

Hope to see you all in Milwaukee in October, the venue is going to be great and for most of us not too far to travel. We also have a few members this year that are due for an AMS[®] upgrade, let's not waste time gentleman. Milwaukee would be a great place to take your AMS[®] test, so let's get your paper work in order and take that exam (of course now offered in both languages).

Hope you all have a great and prosperous summer, let's be careful, and always work with a professional and ethical practice.

Cheers !!!

**Gary Frankovich, AMS®
Florida Regional Director**



Ready to Serve!!!

For those of you who don't know, I've been honored (some may say cursed?) to be appointed the new Regional Director for Florida and the Caribbean. First, I want to thank Bob Heekin, AMS® for the work he did as RD and for leaving the region in such good shape. I have the impression that a lot of SAMS® members don't really know what the responsibilities of a Regional Director are. In addition to organizing the Regional Meetings, each RD also personally interviews each and every new applicant to SAMS® in their respective region. The RD then calls each reference listed by the applicant (and sometimes another surveyor, broker, or repair yard in that area) and also reads the survey reports submitted by each applicant, deciding if they meet SAMS® Recommended Survey Content. Then the RD takes into consideration the applicants background and if the applicant would be a positive or negative for our organization. A written review and recommendation is then sent to the VP of Membership. Each RD also reads the annual survey reports required to be submitted by every SA and again sends the written review with comments to the VP of Membership, and also reviews each SAs request for upgrade to test to become an AMS®. Still not done, it's the RD's responsibility to keep the BOD informed of any small problems that might turn into big problems. Each RD also may attend the BOD meetings to keep up with what's going on with the organization as a whole, and to represent their respective region. So now you know. When a position opens up, please consider serving. The organization that does so much for each of us cannot function without RD's and Board Members.

Within the first few days as an RD I had several people call me and say "let's have the Regional Meeting in My Town". Everyone would like to have the meeting 15 minutes from where they live, however, when I explained I'm willing to consider anywhere, but you need to do some ground work. Find a venue that can accommodate up to 120 people, prepare or cater us a lunch, and do it at a reasonable price. I haven't had a single call back. I'm still open to suggestions but be willing to help.

That being said, the next Florida Regional Meeting will again be held at the Ft. Pierce Yacht Club on March 4th & 5th, 2016. The Yacht Club has been really good to us, it's a reasonable drive for almost everyone, the room is one of the best I've seen, and they feed us well, all for a decent price. Friday the 4th will be a full day with Capt. David Rifkin, AMS® speaking on electrical. The speakers for Saturday have not been arranged so if you have a topic that you would like to hear about, or better yet if you know someone in a related topic that you think would be a good presenter and is willing, or if anyone feels they can give a presentation, please send me an email or give me a call any evening, I'll be glad to discuss it and try to make it work. Each day will be separate with a its' own fee, you can attend either one or both. When registration opens up I urge you to sign up early so we can make arrangements.

I just returned from the Summer B.O.D. meeting in Milwaukee at the Hyatt Regency. The price of \$169/day is outstanding for the hotel, and let me tell you, the conference rooms are superb. There won't be any of the problems hearing or being heard that we had in New Orleans. Kenny Weinbrecht, AMS® has done another great job of gathering a group of presenters on topics that should be of interest to us all. I know it costs a bit of money, but I always renew old acquaintances and meet and get to know someone new at each IMEC, and without fail get at least one referral from one of those people from afar. In return when someone asks, I can refer them to someone I know personally. That's called networking and it really works. Don't wait until your 5th year or until you really need the CE's, you should attend as many of these meetings as you can. It will not only make you a better surveyor, but will increase your business and your stature. When you can, tell a client how many meetings you attended and how many CE credits you accumulated.

See ya'll in Milwaukee !!!

*Scott Schoeler, AMS®
Great Lakes Regional Director*



Mid-summer on the Great Lakes and the boating season is at full-throttle.

The surveyors I've spoken with have all said they've had a very busy year so far and it is looking like the rest of the season will continue to be just as busy. This is good news after a slower year in 2014.

Congratulations to Geoffery Grainger, AMS® who passed the Y&SC exam recently. Well done Geoff and welcome! Also, congratulations to James Dale, SA who's been approved to become a candidate for AMS®. Also, welcome to Andrew Yandt who is the Great Lakes' newest SA. As a reminder to all; be sure you know where you are with your continuing education credits and make plans well in advance so you don't get caught short. Since the SAMS® IMEC will be in Milwaukee, this is a great time to attend and get-in on some great education.

In conversations with surveyors, I often ask: "What do you hear in terms of complaints after your survey?" So far this year there's been a recurring theme in the complaints heard. It can be summed up like this: Why are you surveying this old 1980's boat to 2015 standards? Isn't there a "grandfather clause" for these old boats? This is not a new issue and it's certainly not going away anytime soon. The quick answer to the question (complaint) is that there are no "grandfather clauses" that apply to old boats, or as I often reply: Safety has no grandfather. The old 1980's boat does not have to look like a 2015 boat, it should just be as safe and compliant as you might expect from a 2015 boat. It is understandable that a surveyor can become discouraged after several verbal dressing-downs in such cases. It makes one question their "findings and recommendations" and want to explore a route with less objections. But take heart and give no quarter. When it comes to safety onboard a boat, the 2015 standards are "the rule" you can live by.

Have a great rest of the summer and I'll see you in Milwaukee!





OSHA REQUIREMENTS AND INDUSTRY

Common OSHA Deficiencies on Uninspected Commercial Vessels

CAPT Joseph A. Derie, NAMS-CMS; AMS, SAMS; CMI
 Chair, SAMS Commercial Workboats Committee
 Southwest Passage Marine Surveys

The U.S. Coast Guard and Occupational Safety and Health Administration (OSHA) standards establish a standard of reasonable care and reasonable fitness for uninspected commercial vessels. OSHA has regulatory responsibility regarding safety aboard uninspected commercial vessels while they are in US waters.

The latest OSHA Instruction on these matters is Directive Number: CPL 02-01-04, effective date: 02/22/2010, Subject: OSHA Authority Over Vessels and Facilities on or Adjacent to U.S. Navigable Waters and the Outer Continental Shelf (OCS). Appendix A of that Instruction lists “Specific Conditions on Commercial Uninspected Fishing Industry Vessels Subject to OSHA Enforcement.”

Marine surveyors conducting surveys on uninspected commercial vessels should therefore survey them to OSHA as well as USCG standards. This article describes common OSHA deficiencies found on these vessels.

The left-hand column below shows the relevant regulations while the right-hand column shows my comments. These are based on my experience surveying uninspected commercial vessels and acting as an expert witness in personal injury cases on these type vessels.

29 CFR 1910 Subpart D, Walking – Working Surfaces

<p>29 CFR 1910.22 (a) Housekeeping.</p> <p>29 CFR 1910.22(a)(1) “All places of employment, passageways, storerooms, and service rooms shall be kept clean and orderly and in a sanitary condition.”</p>	<p>This applies to machinery spaces and heads.</p>
<p>29 CFR 1910.22(a)(2): “The floor of every workroom shall be maintained in a clean and, so far as possible, a dry condition. Where wet processes are used, drainage shall be maintained, and false floors, platforms, mats, or other dry standing places should be provided where practicable.”</p>	<p>Is there non-skid on the deck or is it bare metal that becomes slippery when wet?</p> <p>Are there low spaces in the deck that tend to hold water? This is a common deficiency on deck barges.</p>

29 CFR 1910.22(a)(3): “To facilitate cleaning, every floor, working place, and passageway shall be kept free from protruding nails, splinters, holes, or loose boards.”

This also relates to tripping hazards that might be found on a deck. Old barges are notorious for protrusions where equipment or tie downs have been poorly cut off just above the deck level.

29 CFR 1910.22(b) Aisles and passageways: “... Aisles and passageways shall be kept clear and in good repairs, with no obstruction across or in aisles that could create a hazard.”

Is there a 55-gallon drum “temporarily” at the bottom of the ladder, partially blocking egress or ingress?



29 CFR 1910.24 Fixed Industrial Stairs.

29 CFR 1910.24(f) Stair treads:

“All treads shall be reasonably slip-resistant and the nosings* shall be of nonslip finish. Welded bar grating treads without nosings are acceptable providing the leading edge can be readily identified by personnel descending the stairway and provided the tread is serrated or is of definite nonslip design. Rise height and tread width shall be uniform throughout any flight of stairs including any foundation structure used as one or more treads of the stairs.”

*29 CFR 1910.(b)(2) defines nosing as: “that portion of a tread projecting beyond the face of the riser immediately below.”

Are the treads slip resistant or worn?

Are the riser heights uniform or do they differ?

Are the treads damaged or bent?

29 CFR 1910.24(h) Railings and handrails:

“Standard railings shall be provided on the open sides of all exposed stairways and stair platforms. Handrails shall be provided on at least one side of closed stairways preferably on the right side descending. Stair railings and handrails shall be installed in accordance with the provisions of 1910.23.*

Stairs to lazarettes and other non-working spaces frequently do not have railings.

*29 CFR 1910.23(e)(2): “A stair railing shall be of construction similar to a standard railing but the vertical height shall be not more than 34 inches nor less than 30 inches from upper surface of top rail to surface of tread in line with face of riser at forward edge of tread.”

While it is not advocated that a surveyor should measure railings on stairs as a matter of course, railings that appear too short or too high should be measured. Furthermore, the condition of the railing is always of interest.

29 CFR 1910.23(e)(3) (ii):

“For pipe railings, posts and top and intermediate railings shall be at least 1 ½ inches nominal diameter....”

A railing too small in diameter is difficult to grasp and could be a hazard in a storm or seaway.

Railings that are not round can be difficult to grasp properly.

29 CFR 1910.27 Fixed Ladders.

29 CFR 1910.27(b)(1) Rungs and cleats: “The distance between rungs, cleats, and steps shall not exceed 12 inches and shall be uniform throughout the length of the ladder.”

29 CFR 1910.27(b)(1)(iii): “The minimum clear length of rungs or cleats shall be 16 inches.”

29 CFR 1910.27(b)(1)(iv): “Rungs, cleats, and steps shall be free of splinters, sharp edges, burrs, or projections which may be a hazard.”

The concerns in this section are of an unsafe design of a ladder or poor maintenance.

Are the rungs too far apart?

Is the distance from the bottom rung of the ladder to the deck the same as the distance between rungs?

Does the shape, size or material change from rung to rung? Does the rung bulge or curve?



<p>29 CFR 1910.27(b)(1)(v): “The rungs of an individual-rung ladder shall be so designed that the foot cannot slide off the end.”</p>	<p>This refers to ladders constructed by welding rungs directly onto a bulkhead or mast, with no railings on the sides.</p>
<p>29 CFR 1910.27(b)(2) Side rails: “Side rails which might be used as a climbing aid shall be of such cross sections as to afford adequate gripping surface without sharp edges, splinters, or burrs.”</p>	<p>Look for any protrusions that could damage hands in routine use.</p>
<p>29 CFR 1910.27(b)(7)(i): “Metal ladders and appurtenances shall be painted or otherwise treated to resist corrosion and rusting when location demands. Ladders formed by individual metal rungs imbedded in concrete, which serve as access to pits and to other areas under floors, are frequently located in an atmosphere that causes corrosion and rusting. To increase rung life in such atmosphere, individual metal rungs shall have a minimum diameter of 1 inch or shall be painted or otherwise treated to resist corrosion and rusting.”</p>	<p>Although this standard specifically mentions ladders imbedded in concrete, its application to ladders on vessels is obvious.</p>

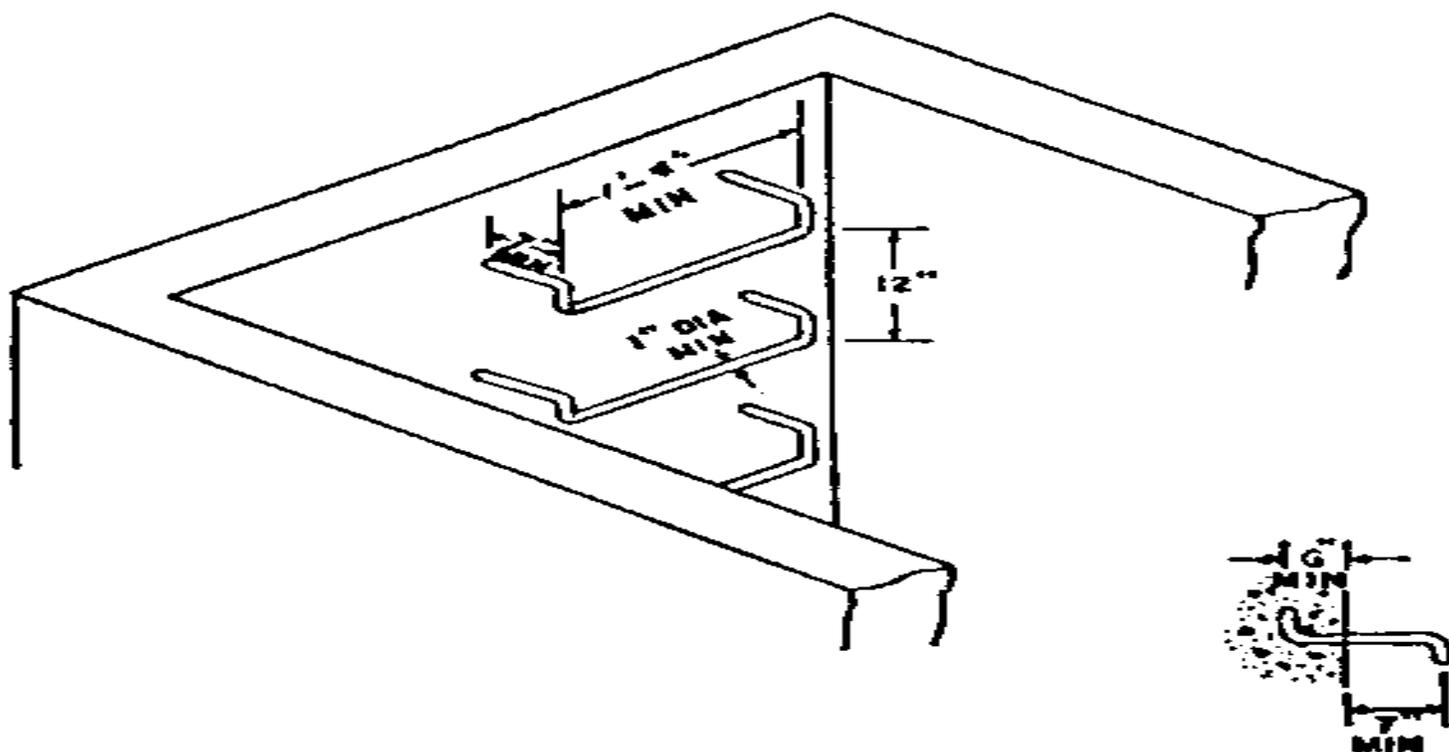


FIGURE D—1.—Suggested design for rungs on individual-rung ladders.

It should be noted that when 46 CFR Subchapter M becomes effective (now programmed for 15 October 2015), tugboats will have a Certificate of Inspection and will no longer be uninspected commercial vessels and therefore OSHA will no longer apply. Although the above common deficiencies will no longer be OSHA violations, they are safety defects and should be noted as such in a survey.

In conclusion, marine surveyors should be aware of the OSHA requirements when surveying uninspected commercial vessels. Since underwriters often send the list of recommendations to the assured, with a demand that recommendations be complied with in a specified time frame, survey reports should identify each deficiency citing the appropriate OSHA section and paragraph and make an appropriate recommendation in an easily understood manner.

It is also recommended that marine surveyors surveying uninspected commercial vessels take the OSHA 30-hour General Industry Training Course to familiarize themselves with OSHA requirements. This course is designed for managers and gives a good general overview of OSHA requirements. The course will also prepare surveyors to discuss these requirements with their clients and defend their findings in court. This course can be taken on-line from a variety of sources and can be used to meet SAMS[®] surveyor CEU requirements.





IMPORTANT MEMBER INFORMATION



Attention All AMS[®] Members

SAMS[®] Google Group - We have developed a Google Group for the use of all SAMS[®] Members for a professional exchange of information.

It can be located at <https://groups.google.com/forum/?hl=en#!forum/marinesurveyors> .

All you need to access it is a Gmail account. Upon logging in, an approval will be given via SAMS[®] HQ to enter the site. Please remember this is for members in good standing, and if you are not in good standing your access will be denied. The cost of this is covered as part of your annual dues. All we ask is that you abide by the group Policy, and show respect to your fellow surveyor.

BOATU.S. Surveyors Referral List

BoatU.S. has reached out to SAMS[®] Board of Directors and have requested that all of our AMS[®] members be listed on their surveyors referral list (no charge). The Board felt that this is a really good opportunity for our members and should bring some increased business to all.

If you wish not to be on their list, there will be an “Opt out” option so you won’t receive phone calls.

Congratulations to SAMS[®] New AMS[®] - Retirees!!

**Wishing you lots of enjoyment and relaxation in whatever you
decide to spend your time doing!!!**

David C. Robertson

Ft. Piece, Florida

June 2015

Bob Ptak

Newaygo, Michigan

July 2015



Robert Heekin, AMS[®]



YOU NEED TO HAVE A NICHE TO GET *relatively* RICH



I am often concerned that when I submit a column to the SAMS[®] newsletter that it will not be relevant by the time it goes to press typically many weeks later. However in this case the subject matter is universal and has no expiration date. During my final Florida Regional meeting in March 2015, I tried an experiment that I hoped would not backfire or otherwise translate into mediocrity. With the help of my side kick Bill Casey AMS[®], we divided the room into four segments and asked all the attendees to identify themselves, give a short narrative about their company and to comment on their likes and dislikes about SAMS[®]. I will admit that some of the members were rewarded with rigged raffle prizes which resulted in many favorable comments about their outgoing Florida Regional Director. Truthfully though, what came out of this exercise was nothing short of amazing.

While we had many inspirational comments, one member in my opinion stole the show. I am referring to John Lobbezoo, AMS[®] a valued 1987 charter member whose company name is Great Lakes Marine Surveyors. I have to regretfully admit that I did not know John prior to his attendance at the meeting. But this was exactly why I tried this meet and greet experiment. John did not get up and extol the virtues of his company or try to rub it in on how his company has prospered. What John did do was to share his very apparent acute wisdom with all that would listen. What John had to say was not lost on me. The premise of John's discussion was that everyone in the surveying community should have a niche. Boy do I agree with that! To take this niche thing a little further, I hope that John does not mind that I expound on this a little from my own perspective. I am sure that many of our thoughts in this article would parallel. During my tenure as Regional Director, I interviewed a number of surveyor associate candidates. Quite frankly while we do have a fertile pool of potential SAMS[®] members here in Florida, I observed many Surveyor Associates [SA] candidates who came in wide eyed and not prepared for the career that awaited them. If I would have any advice for someone making marine surveying their career or second career which is many times the case, it would be to develop a niche. Select a niche that you are suited for, train yourself to the hilt and become an expert in your field. Success will almost certainly then follow.

What is a marine surveying niche you ask? It is much like the profession of jurisprudence. Attorneys almost all cut their teeth, study and become an expert and a focus in one particular specialty. With the growing interest in CSI on television, one such surveying specialty could be derived by delving into the infrared technology. Or one could even opt for a more open field such as specializing in sailboats, wooden boats, metal boats and the like. Over the years I have seen surveyors make a comfortable living specializing in some of the many designations proffered by SAMS[®]. Including yacht and small craft there are [6] designations all listed in your membership roster.

With a little imagination I have seen such sub categories as diesel engine forensics become a field that might be exploited. Niches exist such as damage, boat theft and personal injury investigations which are all examples of insurance related skills. It is not uncommon for someone to have a comprehensive surveying practice and still have a focus in one particular field. The underworld of corrosion offers yet another field of dreams for someone that wants to be dedicated to this complicated and more technical endeavor. Consulting and mediation are usually fields to explore once your practice has matured. I once knew someone who was going to dedicate his practice to smaller watercraft condition and value surveys. It seems that this is an area overlooked by the marine surveying populace likely due to the obvious adverse travel and billing implications. But I always say that widgets come in all shapes and sizes and with proper marketing and skill, one can still prosper providing there are enough widgets in your book of business.

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I am sure that John Lobizzo AMS[®] would agree on the last thing that I have to say about this subject. No matter what you decide to make your career path, you should be the expert that you are planning to endeavor. The world is not very kind sometimes. Persons who are taking someone's money for a service should be able to walk the talk. Getting mentored in any of these niche businesses is almost mandatory. A person masquerading and purporting to have certain skills will undoubtedly not last. Even worse, he/she will inevitably meet that person I mentioned earlier wearing a tailored suit, driving a BMW and carrying a briefcase.

In closing, I again want to say that I am a better person for meeting John Lobizzo AMS[®]. The organization should be proud to list his name in our roster. John also has some luck on his side because he is from the Midwest where a handshake is still your bond.

Robert Heekin AMS[®] #230



While we fondly remember the departed.....

Ed Gibson-AMS[®]
Elizabeth, Pennsylvania
Passed away May, 2015





MEMBER'S CORNER MARCH THROUGH JUNE - 2015

The following members are now an Accredited Marine Surveyor with the earned designator:

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