



SAMS[®] NEWS

SOCIETY OF ACCREDITED MARINE SURVEYORS[®] INC.

Volume 24, Issue 2

Editor: Joseph Lobley, AMS[®]

Summer 2014



**President's
Message
Page 3**

**Financial
Stability
Page 7**

**International Meeting
&
Educational Conference
Page 5 & 8**

**Change You
Can Believe In
Page 11**

**Experience
Skills
Knowledge
Pages 14—16**



Society of Accredited of Marine Surveyors®

BOARD OF DIRECTORS

President
Stuart J. McLea, AMS®
 mclea@mrmsolutions.ca
 902-789-1619

Public Relations Vice President
 Bill Trenkle, AMS®
 bill@boatman.com
 619-226-1895

Executive Vice President
 Lloyd E. Kittredge, AMS®
 kittsurvey@frontier.com
 219-926-5186

Testing Vice President
 Kristoffer A. Diel, AMS®
 yachtsurveys@msn.com
 504-236-8151

Secretary/Treasurer
 Paul F. Logue, AMS®
 marinesurvey@comcast.net
 781-544-1344

Immediate Past President
 Joseph B. Lobley, AMS®
 jblmarine@roadrunner.com
 207-557-5300

Education Vice President
 Kenneth Weinbrecht, AMS®
 oceanbaymarine@yahoo.com
 631-924-4362

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

Meeting/Conventions Vice President
 Robert V. Horvath, AMS®
 nstar2295@gmail.com
 440-336-2295

Membership Vice President
 George J. (Jim) Sepel, AMS®
 marinesurvey@gci.net
 907-321-2628

| International Office | |
|-------------------------|---------------------|
| Executive Director..... | Rhea P. Shea |
| Staff..... | Irene Carey |
| |Cheryl Merritt |
| |Sheila Pratt |
| LAYOUT/DESIGN..... | Cheryl Merritt |

REGIONAL DIRECTORS

| | | | |
|----------------------------|------------------------------------|----------------------------------|--------------|
| North East Region..... | John N. Lowe, AMS®..... | captursa@aol.com..... | 631-462-2624 |
| Mid - Atlantic Region..... | Theodore Fred Wright, AMS®..... | Tfredwright@aol.com..... | 704-708-5709 |
| Florida Region..... | Robert Heekin, AMS® | encoreltdinc@bellsouth.net | 954-781-2532 |
| Gulf Region..... | Donald J. (D. J.) Smith, AMS®..... | Masurveyor@aol.com..... | 251-661-5426 |
| Great Lakes Region | Scott Schoeler, AMS®..... | scott@c3marine.com..... | 218-343-6794 |
| 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 |

COMMITTEE CHAIR

| | | | |
|-----------------------------|-------------------------------|------------------------------------|--------------|
| Cargo Chair..... | Dan McDonald, AMS®..... | mcdonaldsurveys@sympatico.ca..... | 416-670-1160 |
| Engine Chair..... | Robert Gallagher, AMS®..... | captbgallagher@comcast.net..... | 978-807-2163 |
| Ethics Chair..... | Lloyd Kittredge, AMS®..... | kittsurvey@frontier.com..... | 219-926-5186 |
| Fishing Vessel Chair..... | Troy Tirrell, AMS®..... | tms@gci.net..... | 907-424-5235 |
| Hull & Machinery Chair..... | Rolando R. Santos, AMS®..... | Roland_Santos@alphamarine.com..... | 305-324-1555 |
| Insurance Chair..... | Jane Christen, AMS®..... | mcms@MarineLossSurveyors.com..... | 800-794-0089 |
| Newsletter Chair..... | Joseph B. Lobley, AMS®..... | jblmarine@roadrunner.com..... | 207-557-5300 |
| Tug & Barge Chair..... | C. Stanley Johnson, AMS®..... | riverportms@aol.com..... | 901-278-2161 |

LIAISON

| | | | |
|--|-------------------------------|-------------------------------------|--------------|
| American Boat & Yacht Council | Kenneth Weinbrecht, AMS®..... | oceanbaymarine@yahoo.com..... | 631-924-4362 |
| Boat Owner's Association of the United States..... | George Gallup, AMS®..... | GallupYachtSurveying@gmail.com..... | 781-598-5465 |
| National Fire Protection Association..... | Kenneth Weinbrecht, AMS®..... | oceanbaymarine@yahoo.com..... | 631-924-4362 |
| International Standards Organization..... | James R. Renn, AMS®..... | randyrenn@aol.com..... | 410-604-2327 |

The SAMS® INTERNATIONAL NEWSLETTER is a publication of the Society of Accredited Marine Surveyors®, Inc. (SAMS®). Views and opinions expressed in the articles and editorials are those of the writer and do not necessarily reflect the official views and policies of SAMS®. Articles are edited only for grammar, punctuation, spelling and language so they fit in the allocated space.



From the Editor's Corner

Joseph Lobley, AMS® , Editor/Immediate Past President

Greetings and welcome to the Summer Newsletter. We have had many positive remarks about recent editions and I wanted you all to know that the production is done completely in-house by Rhea Shea and Sandi Davis. Sandi has left SAMS® since the last newsletter was released and Cheryl Merritt has taken over her responsibilities.

During the editing for the last Newsletter, Rhea Shea pointed out that our Annual Meeting was called something different by all the contributors. So that prompted an agenda item at the last SAMS® board meeting to settle on one name that can be recognized industry wide and advertised accordingly. So from now on, the meeting will be referred to as the SAMS® International Meeting and Educational Conference and since our industry loves acronyms, we will refer to it as IMEC for short. By the looks of the hotel bookings report from Bob Horvath, AMS®, VP Meetings and Conventions, SAMS® IMEC 2014 is off to a good start. Hurry and sign up if you intend on going.

You will notice a few of the regular contributors did not submit an article for this newsletter since they were too busy to meet the deadline but will be back for the Fall/Winter edition. You should know all contributions to the newsletter are voluntary and sometimes life can get in the way. Meanwhile please read the article regarding Marine Surveyor Skill Sets in Casualty Work written by Tom Hill, AMS® (Page 14). Tom has been involved in handling claims for more than 25 years and has some personal insight into a noticeable trend in the industry.

I am sad to tell you of the passing of James Singer, Charter Member #11. Jim made 17 annual meetings (now called IMEC) in a row, missed one when his wife was injured, then made a few more after that. He was a thoughtful and soft spoken individual with a lot of experience. I hope that those of you that knew him retained some of that knowledge he was willing to share.

Ken Weinbrecht, AMS®, VP Education, has on several occasions requested photos that could be used for the SAMS® Brochure which is undergoing an overhaul. He and I both feel that the photos should be of "happy" scenes not the usual photos of a boat run aground, submerged or burned. So keep that in mind and submit your photos to the Jacksonville office. The winner(s) will be recognized as such. The new brochures will be available for purchase to enhance your own advertising.

Keep thumping those hulls and remember no one trusts a surveyor with clean knees. If you have some free time and feel there is something you would like to share with the membership, we are always looking for informative articles. If you have any suggestions for future newsletters, please let me know.

The following members are hard at work and will not be submitting an article for this newsletter:

George (Jim) Sepel, AMS® Membership Vice President

Donald J. Smith, AMS®, Gulf Regional Director ~ Eddy Assaf, Jr., AMS®, Canadian Regional Director

Bill Trenkle, AMS®, Public Relations Vice President ~ Robert Gallagher, AMS®, Engine Chair

Dan McDonald, AMS®, Cargo Chair



Stuart J. McLea AMS® , President

President's Message

Good Day and I hope everyone is at Full Speed.

SAMS® Board of Directors is working very hard. We have been given a number of challenges this year and most of the challenges revolved around Ethics Violations. It never stops to amaze me how some of our members can get themselves into trouble over Ethics. It is really simple, if it does not sound right, then maybe it is not right, and stay away from it, or contact the Ethics Chair and ask for an opinion.

We (SAMS®) have the highest Ethical Standards in the industry and this is what sets us apart from other organizations worldwide. Because of that, the SAMS® Board of Directors takes Ethics very seriously. Please think twice before you act, so that you are not the subject of an Ethics Investigation.

If you have been on Yacht World lately you will see that we are back on their Banner Advertising with them. This is not the first time we have been on Yacht World and it seems to be the best bang for our money; but it is not cheap. Bill Trenkle, AMS®, VP of Public Relations has done a great job in getting the best value of our dollar with Yacht World. If you receive a referral as a result of Yacht World please let the SAMS® HQ know.

This year's International Meeting and Educational Conference (IMEC-2014) will be held from October 15 - 18, 2014, at the Hyatt Regency New Orleans Hotel, 601 Loyola Avenue, New Orleans, Louisiana. The educational program will be excellent as our Educational VP, Ken Weinbrecht, AMS® is working hard to bring us the best speakers in the industry. If you have never been to New Orleans I would encourage you to come.

The first week of July we had our first named storm "ARTHUR". This was unusual to have a named storm move through Maritime Canada so early in the season. If this is the start, it is going to be a very interesting season for us all.

I hope to see you all in New Orleans. It is important to support your organization and remember that attending the International Meeting and Educational Conference will give you CE credits. If you plan for that annually as part of your Personal Educational Plan, you will meet your membership required CE credits.

Good Luck this year, work hard, promote SAMS® and be safe at work and play.





Lloyd Kittredge, AMS[®], Executive Vice President

Boy, it's already time for the summer news article. Time seems to really slip by when you are busy, which I sure hope you all are. Without it feeling warm or looking at the calendar, I knew the Spring and Summer months are here by the amount of letters we receive as complaints, or as most complainers feel: ethic issues. In reading these letters, I have come to the same conclusion that we keep seeing over and over again, and that is the lack of communication from our members to our clients. The other big issue is the lack or timeliness of the report being delivered. I know, I can just see it, "I sure am glad I don't fit into that group", but the letters keep arriving. If you are not using a work order, get one set up and use it. I am sure you could call a number of colleges and ask them if you could use some of their thoughts or wordage. I'll bet many of them would tell you that you could just use it "as is". This would eliminate a lot of the misunderstanding. Also, tell your clients just what you do, and ask if they have any particular concerns.

On the other matter, a few business days should be ample to get the report in their hands. I know I sound like an old "hag" but the truth of the matter is I am lazy and would really rather not have to read and respond with these issues. Most, by far of the complaints are work related and not ethic in general; however, they must be addressed and responded to. I will now get off of that darn soapbox and get some of my reports out so I don't have to address a letter of my own making.

My wife Darlene and I, are looking forward to seeing you in New Orleans in October.





Kenneth Weinbrecht, AMS® , Education Vice President

New Orleans Educational Symposia October 15th – 18th

Well it's only three months away and the educational program is really starting to shape up.

We have listened to you and your suggestions; here is what you can expect:

- Subchapter M – Towing Inspections (if you want to increase your revenue stream come to this one)
Stability for the marine surveyor presented by a noted naval architect.
- ABYC will speak about electrical inspections for the marine surveyor as well as the new regulations for the industry. We will possibly have a “fast track” program prior to the meeting for those that are interested.
- Saving historical maritime landmarks – this will be a new avenue for some marine surveyors to pursue. There is an aging of the fleet and you can profit from it. This is a different avenue for us to look into.
- A noted maritime attorney will speak about protecting your reports and yourself!
- A local aluminum boat builder will speak about quality control and inspecting aluminum hulls.
- An internationally noted insurance company will talk about your inspections and what you put into your report.

You don't want to miss this event. New Orleans is a great town and there will be other interesting topics at the meeting.

Bring your spouse or significant other, they will love it!



Kristoffer Diel, AMS[®], Testing Vice President



Ahoy Colleagues.

Both AMS[®] and SA's, please consider contacting me with some exam question ideas. On line exams are in the planning stages and one of the necessities is a fairly large pool of questions.

On another front, the previously required six month wait after failing at a try on an AMS[®] exam has been rescinded by the Board. Currently 30 days is considered a reasonable wait, giving all involved enough time to organize the paperwork flow and arrange for the exam proctor/location. Remember that every Regional and Annual Meeting is a testing opportunity.

Also, just because "you are one now", should indicate to each individual that the journey of continuing education has just begun. It doesn't matter if you have been surveying for years or are the newest AMS[®]. The marine field is rife with advances and changes such as the re-boarding ladder length that has been extended to 24" below the water, joy stick steering and the complexities involved with properly situating the joystick on a helm console full of electronics. Coming over the horizon are regulations on maximum sound levels not to mention the enormous changes in the industry when the 'M' Regulations finally become law.

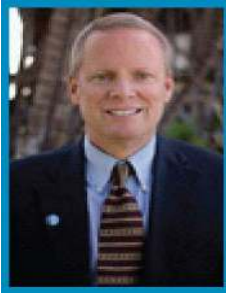
Continuing education can be as simple as Google, or as rigorous as an ABYC or NFPA course. From my viewpoint as test grader, I find that electrical and corrosion fields are where many lack even basic knowledge. Also, even though wooden boats are becoming rare, everyone is aware that most of the terminology is still the same on vessels of whatever material.

SA's, please do not hesitate to contact me after you have taken the exam. Only one in twenty has contacted me whether they passed or failed. Even if you have passed, it might be the beginning of that continuing education to find out what subject area you could improve upon.

Finally, if you attend Harvard all night, 7 days a week but do not send in your educational endeavors to the main office, you will not get the CE's. I hope you are smarter, but you have to record these efforts to remain a SAMS[®] surveyor. Check your CE credits NOW. Yes, right NOW. This is another one of those things where earlier is better.

Stay safe and tie down your ladders.





Paul Logue, AMS[®], Secretary/Treasurer,
GOOD FINANCIAL STABILITY in SAMS[®]

Hello to All.

Hope you are all enjoying some nice weather to survey in. Better than the snow and ice we had this winter and spring here in the North East. I would like to report to you on our financial situation as we are in very good shape. Membership income stays at a steady rate. Lately we have kept our membership numbers about the same. New members are offsetting those members that have retired or have been dropped from membership. Rest assured that Jim Sepel, AMS[®], SAMS[®] VP of Membership and your Regional Directors are ensuring only quality members are coming in. SAMS[®] could easily increase the number of members but not at the cost of our organization's reputation. So far we have not lost money on the international meetings which is due to good turn out and careful planning. The regional meetings are also well attended. Ken Weinbrecht AMS[®], SAMS[®] VP of Education and your Regional Directors keep our educational meetings interesting and fresh.

Keeping track of expenses can be challenging. The office does a great job of continually improving the way tasks are performed. Rhea and the staff are doing the website, newsletter, and meeting flyers in-house, and emailing the newsletter and sending blast informational notices to the members greatly reduces the postage costs. There are always surprise expenses but we plan for that, along with everything else, in the carefully prepared budget that is presented at the Annual Business Meeting.

We are a strong organization from membership, to the International office, to the Regional Directors, and to the Board. It really is a team effort. No superstars. It's all of us working together for a common goal. Keeping with our core values of integrity, professionalism, and ethics is what keeps us ahead of the rest.

A side note about the Increase of Distance and Internet Brokers

Have you noticed that with the increase of more internet based boat sales, there are complicated and time consuming issues that the buyer, surveyor, and boatyard have to deal with? Many of these brokers are far away from the vessel they are selling that some do not know the actual condition of that vessel or even where the boat is located. Just so I clear this up right away, this is not meant as negative statement directed to all brokers but a FYI for our members. More than ever I find the need to make sure I spell out far in advance what I will and will not do. Part of my normal procedure now is making sure I communicate with the broker/seller to find out where the boat is, who is to haul or launch it, is tide an issue, is the boat covered or will it be uncovered, who is to run the boat at sea trial? I even follow up to make sure the boatyard knows the details. This is typically done by the selling broker but now you might have to take control of the situation as part of the service to your client, and bill accordingly. It's an ever changing world.

Robert Horvath, AMS[®], Meetings/Conventions Vice President



SAMS[®]
International Meeting & Educational Conference
(IMEC)

New Orleans — October 2014

Our Educational VP, Ken Weinbrecht, AMS[®] has an excellent program put together. We are going to have some real New Orleans cuisine and entertainment. The Gumbo Trio is going to entertain us during our President's Reception. The Flavor of New Orleans will insure that we experience real New Orleans music at our Gala Ball. Our food for both events will be some of the finest in the area.

The Hyatt Regency is a world class hotel with all of the latest in accommodations. New Orleans is a city of great cuisine, music history and nightlife. Our hotel is within minutes from anywhere you want to be. Some examples are the Garden District, the French Quarter, the Super Dome, the World War II Museum, to name a few. This is definitely a destination to come early or stay later.

October 15th – 18th, 2014 are the dates to remember. Reserve your room early we only have a limited number of rooms and cannot obtain anymore.

The hotel link is: <https://resweb.passkey.com/go/marinesurveyors2014meeting>

Do not procrastinate, rooms are limited



John Lowe, AMS[®], North East Regional Director



Things are full throttle here and pretty much everyone I have spoken to is in the same situation.

This is good news all around but we have received several complaints about reports not getting to the client in a timely manner. This seems to be an ongoing thing as some of us are possibly biting off more than we can chew business wise. Most of the complaints we get are a result of poor communication with the client both before and after the survey is performed and in most cases can be avoided by staying in close contact before and after the job. All clients are different and it is our responsibility to determine before the assignment is agreed to exactly what the client expects as far as the report survey is performed and in most cases can be avoided by staying in close contact before and after the job. All clients are different and it is our responsibility to determine before the assignment is agreed to exactly what the client expects as far as the report and when it is to be delivered. I don't feel it is out of line to charge extra for an exceptionally quick turnaround time and this may be an income stream in some instances. The average job should include a verbal report within 24 hours and written report should not take more than a week unless otherwise agreed to by both parties. This should be included in your work order.

We had advanced fire training at the Middlesex, NJ Fire Academy a few weeks ago and I was impressed by the turnout of SAMS[®] members. The training was very interesting and I think everyone involved learned quite a bit.

Hope you all get to the regional meeting scheduled for August in Mt. Sinai, NY and I will look for you in the yards.

BE SAFE!



Our very own John Lowe, AMS[®] & North East Regional Director at the Middlesex, NJ Fire Academy IAAMI Boat Burn demonstration and meeting on May 29th and 30th.

A good time was had by all.



Scott Schoeler, AMS[®], Great Lakes Regional Director

It's mid-summer on the Great Lakes

I missed the deadline for the Spring Newsletter, and blame the late arrival of spring in the Great Lakes combined with being a new Regional Director. The combination made for a very frantic opening to the season. I felt like that circus performer we all know as “The Plate Spinner”. With our short summer season on the Great Lakes we all probably feel this way; we’re on a boat doing a survey, there are another few surveys booked for the next couple days, there are calls that need to be returned, at least one or two reports to be written, the lawn needs mowing and there is a family reunion this weekend!

I often think there should be the background theme of “Sabre Dance” during the whole summer. If you don’t recognize the name of that song, here’s a link and I’ll bet you will instantly recognize and enjoy: <http://www.youtube.com/watch?v=WY3RkXkOXbs> (Sabre Dance).

Our most recent Regional Meeting was held on December 13th in Holland, Michigan. We started our day with a plant tour of Tiara Yachts where we observed several vessels at various stages of construction. Our business meeting was held while we had lunch at the Grill Room in Grand Haven MI. During the afternoon we had the opportunity to listen to a brief presentation by DRYBOAT[®] Inc., and then observe two vessels where the process was being performed. There was a great turn-out on very short notice with 38 in attendance. Thanks to all who made this a great meeting!

Great meetings like this one happen because local surveyors recognize interesting places and opportunities, pass that information along and then help with some of the ground work. Thanks to Mike Tock, AMS[®] who put me in touch with the right person to set up the Tiara plant tour. If you know of some place or event that might make a good meeting, please let me know! We already have at least two regional meetings for 2014 well along in the planning stage. Stay tuned for more information as the plans become finalized.

Congratulations to Angel Felix Zeno who sat for and passed the AMS[®] exam at the Regional Meeting in Holland. Well done Angel and welcome! We’ve had a few new applications and we hope to be introducing some new surveyors at the next regional meeting. Also, congratulations to Robert Workman, SA and David Boersema, SA who’ve been approved to become a candidate for AMS[®]. Hit the books guys and take the exam as soon as possible! 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.

I’ve met many of you over the years at various meetings, but look forward to meeting more of you and getting to know all of you better in the future.

Have a great rest of the summer and I’ll see you in New Orleans!



Robert Heekin, AMS® , Florida Regional Director

CHANGE YOU CAN BELIEVE IN

The recent political landscape had an interesting slogan in which the single magical word “change” was used to signify the platform that ultimately became the springboard for success on two occasions. We saw banners, buttons, bumper stickers and red, white and blue on just about everything during those election campaigns. But taking off from this slogan, I pose the question, does SAMS® need a change in its leadership? I have personally spent at least my first 19 years as an AMS® member of SAMS® as a follower in anonymity hoping that the organization would do the right thing. For the past 3 years or so I have had the opportunity to peel back the onion by being let on the inside as a Regional Director. By the way, I consider my selection as the Florida RD as a flattering gesture and a milestone in my surveying career. I also consider myself marginally well educated and hugely well informed with a streak of street smarts that keeps me well in touch with reality. So what does this person think of the current and past persons in charge aka the SAMS® Board of Directors? I will not mention any names here for the same reason I am remaining apolitical in this article. What I do see is well intentioned men and women seeking positions on the Board of Directors who after various promotions make every effort to enrich the organization with new ideas and enhancements on old ideas. I always say be careful what you wish for because the acceptance of these nominations of these higher positions comes with a big dose of hard work and little to none in the way of compensation. The Board of Directors that I have witnessed have always come well prepared and have always been professional. They take this notion of leading the best organization of its type to new heights very seriously. Have we had persons on the Board who were less than effective for their given post? While this is a rare occurrence, the law of averages will almost always dictate. However the constant peer pressure on the board tends to inherently correct any inequities. Just like in our American political arena these things are dealt delicately and with all due discretion. There is an unwritten rule that the SAMS® President only serve 2 terms.

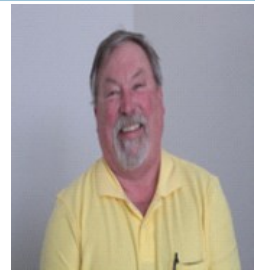
Does this sound familiar? It should because that is the same reason that we will be seeing a new slogan in the US in the coming months that replaces change. I see SAMS® being led slowly and deliberately and the change that I see is for the best benefit of the membership at large. In closing, I quote the book title written by Ted Turner. Lead, Follow or Get Out of the Way.

SAMS® is always looking for a few good men / women to lead us into the future. Are you up to this challenge?

How can you help?



Darrell Boyes, AMS[®], Pacific Regional Director



Good Day from the Pacific Region:

I do hope everyone is busy. It was a very slow winter in the Pacific Northwest for many. Having said that, I sure have hit the deck running. I have experienced 85 ft. rollovers to accidents between vessels. In the arena of claims work there have been those owners with more experience in failed engines than I would care to mention. Very interesting year to date.

We held our Pacific Regional Meeting in San Leandro, CA. There was an excellent turnout with informative education from many of our own. Additionally, we had eight candidates test for AMS[®] with great results.

The testing had a wide range from Engine, Fishing Vessel, Tug & Barge, to Yachts and Small Craft. All who tested passed. This speaks volumes in many areas. First, to the screening process which is proving to yield a very healthy crop of surveyors. Secondly, to mentoring from so many AMS[®]'s and others willing to share. Finally, but not the least, is the commitment to education from the candidates. Excellent job to all of you. Our organization continues to be the best and I believe is so recognized in the marine community.

Next year we are hoping to join with our friends to the north for a joint Regional Meeting to be held in Vancouver, BC. The time frame will be the same as this year in the first part of March. Mark your calendars!

Stay safe and busy and do have a great summer. Please consider New Orleans in October. Ken and the crew are putting some great things together.

Tug & Barge Chair, C. Stanley Johnson, AMS[®]

USCG subchapter "M" final rule is scheduled for March 2015.
Stay tuned for updates.



Tank barges and offshore equipment demand remains steady and high. Hopper barge bulk freight is weak but stable. Coal barge shipments to power plants have dropped off in the last 3 years. The long haul tug fleet is very old and in need of replacement. Many shipyards report to be busy with new construction and repair work. The passenger vessel sector is strong for 2014. Dinner cruise bookings are reportedly up. The P/V American Queen arrives in Cincinnati with passengers but missing her paddle-wheel. A good survey job for somebody! The 35' shaft cracked. Vessel is also fitted with Z-drives.

While we fondly remember the departed.....



James Singer, AMS[®]
James Singer Marine Surveyor
Highland Park, Illinois
Passed away June 26, 2014



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

Spring is sprung, fall is fell, summer's here and it's hot as..., well, you know.

Summer in the Carolinas; featuring 2 of the hottest places in the Southeast (must be something about those groundpounders in the sandhills at Fort Bragg and Fort Jackson). The season has "het-up" and we are approaching what is traditionally the busiest boating weekend of the year as this is written, possibly offset by the first named storm of the year.

Here's hoping the season is in full swing where you are. I'm noticing a change in customers' attitudes; while there appeared to be a cooling due to the economy for the past several years and less use of boats and marine facilities; there appears to now be a realism that this is just what we're gonna get; so we'll just go out and enjoy, or purchase that new toy, or fix up the old one that's been sitting because we could not afford the gas to launch it. It's been busy here and for most of the folks I've spoken to over the last few weeks and months; hope it's just as so where you are as well.

Last time I wrote here; it was about mentoring; hopefully everyone has taken some young upstart under their wing to guide them in this, our chosen career path. Now I'll address the opposite side of that; finding a mentor (with a look in the mirror). Don't be afraid to ask questions; it doesn't make you look stupid (OK sometimes!), but curious, and shows a willingness to learn and grow. Long story short; learn something today. Take a class, ask a question, even if it's of an old curmudgeon like me. Normally we'll be flattered; sometimes gruff, but usually grateful for the opportunity to share the knowledge gathered over a long period of time in the business.

Take advantage of educational opportunities, even those that might seem unrelated; you'll learn something. I recently undertook 24 hours CE for a long held adjuster's license over a 1 month period (Nothing like waiting to the last minute!), including 6 hours of ethics and flood classes. 15 hours was taught by a former weatherman, discussing weather, catastrophes, wind, flooding and lightning. The class was engaging and educational, as weather affects our particular livelihood at every turn.

A most valuable opportunity will take place in early October; the International Meeting & Educational Conference in New Orleans. Make plans NOW. A great program is planned, lots of folks will be there willing to share time and expertise with others, and there's a promise that you'll learn something, even if it's just in the halls during coffee breaks, or on a Bourbon Street corner. Come, join us!

“The Experience, Skills and Knowledge Necessary to Properly Inspect and Evaluate Marine Claims”

Recent trends in the marine claims environment has prompted me to take a look at the role of the professional marine surveyor, who may be providing technical advice to marine adjusters. How does the role of a marine surveyor differ from that of an adjuster, or even marine surveyors providing condition & value surveys, and what do we bring to the table in assisting our clients in their handling of complex marine issues?

Initially, for those of us who provide condition & value and similar type surveys, most are generally asked to address whether a given vessel and its systems are in good serviceable condition, fit for its intended service, and often to determine its current market value. Marine surveyors involved in marine claims, in addition to the above, are often asked to investigate the causes of marine accidents, evaluate whether materials or mechanical system/s failures warrant further investigation, identify construction and other types of defects that may exist, and answer the question "what just happened here, and why?"

During my 45 year maritime career, including the last 25 years as a marine surveyor involved in investigating marine claims, I have found that in order to address the "who, what, and where" of the above, the development of the following general skills are necessary for the competent handling of marine claims. It has been my experience that these skills take a long time to acquire, and in order to adequately develop the broad field of expertise necessary to address the range of maritime issues that arise in any given claim; integrity, time & experience in the field, training, and a few helpful friends in the industry are critical.

Notwithstanding that specific additional expertise may be required on a case-by-case basis to assist our clients in making well founded decisions in managing said claims, the following items should bring to light the horizontally broad list of skills required of the marine claims surveyor to perform his or her work.

SALVAGE AND RECOVERY:

- Understanding of exactly what salvage is, what constitutes a salvage job, and salvage operations with respect to vessels and/or equipment found in coastal recovery operations. This includes the supervision, contracting and knowledge necessary to adequately send out to bid recovery jobs and general oversight of those jobs.
- Knowledge of pollution control requirements and associated risks and remediation activities to control and prevent spillage and/or recovery subsequent to a spill.

ACCIDENT RE-CREATION, FORENSICS:

- Knowledge of the standards and rules for the safe navigation of vessels. This includes the "Rules of the Road", chart plotting, marine electronics, and the associated requirements for the navigation of a vessel.
- General knowledge of materials composition and failure analysis. Failure analysis includes understanding the proper protocols of fire investigation procedures, determining the cause & origin of material failures which may be due to a latent or manufacturing defect, wear and tear, and mechanical failures of all types.
- An understanding of weather, weather systems, and weather-related wind and wave impacts. This also includes basic retrieval of weather information.

Thomas Hill, AMS® #391, North East Region Member

- Knowledge of moorings and anchoring systems for vessels, including block, Helix, mushroom and fixed point anchoring systems, related ground tackle, floating buoys and pennant lines.
- An understanding of when additional consultants on a case may be required. Knowing your limits.

SHIP AND BOATYARD REPAIR PRACTICES:

- Knowledge of vessel construction including wood, fiberglass, composite, steel, aluminum, and other common alloys.
- Knowledge of vessel design characteristics and generally accepted building methods.
- Knowledge of propulsion machinery and equipment as used in contemporary and vintage vessels. This may also include current hybrid and alternative fuel systems.
- Knowledge of mechanical systems such as, but not limited to, air conditioning, refrigeration, hydraulics, fluids management, steering, ground tackle and other vessel support systems.
- Knowledge of the rigging and handling of masts, rigs and associated components for sailing vessels.
- Knowledge of the multitude of coatings and finishes of vessels and their associated components.

INDUSTRY PRACTICES:

- An understanding of the ABYC recommendations, NFPA, and the CFRs.
- An understanding of general boat yard activities and responsibilities with respect to vessel care. This includes knowledge of the general practices for the safe blocking, storing, handling and servicing of vessels.
- An understanding of the practices and methods of safe transport for vessels and related equipment, whether by land or sea.
- Experience in writing specifications for the repairs of equipment generally found in the maritime environment.
- An understanding of inspected passenger vessels, as it may affect passenger handling, vessel operation, and related activities with respect to risk and liability.
- General knowledge of licensing requirements for inspected passenger vessels, ferries, general cargo, and tugboats and barges by the U.S. Coast Guard, and other regulatory agencies.
- Knowledge of the construction of coastwise piers and docks, including fixed piers (driven pile piers) as well as floating dock structures of aluminum, fiberglass, concrete, composite, and pressure treated or standard wood construction.
- Knowledge of the costs and values of maritime pier and floating dock structures, and establishing their actual cash value and/or replacement cost.
- Understanding how to be a diplomat, keeping an open mind, and knowing when to refer the insured to the adjuster.
- Having integrity, standing by the facts, and being the fact finder, not the advocate.

Thomas Hill, AMS® #391, North East Region Member

PRESENTING THE EVIDENCE:

The ability to properly present technical information in a straight forward narrative with supporting information where needed. This includes appropriate photographic documentation of your observations.

Understanding coverage and the application of marine policies as they relate to a loss. The marine surveyor must provide the adjuster with adequate information for them to determine whether coverage exists, and whether there is basis for a subrogation claim. This requires an ability to determine the cause of the loss, and the ability to understand the liability issues in any given case.

The above list is not meant to be all inclusive, and does not cover tug & barge, commercial fishing vessels and related equipment, and numerous other marine assets. I am confident that other practitioners in the marine claims field could add significantly to the above list. My point is that having experience or knowledge in many or all of these general areas of expertise are thought of as the foundational skill sets one must develop to provide high quality marine surveying services to the marine claims community.

From my personal experience, the opportunity to see the various types of losses, circumstances and related challenges of "getting the facts right" was critical in my development as a marine claims surveyor, and in my experience no desk training ever replaces the needed "in the field" experience, which never stops teaching us how to deal with the next complex situation.

I think the message to take away here is that appropriate and successful investigation, reportage, and the follow-through of marine insurance claims cannot be adequately performed by the use of any template, check-off sheet, or textbook training. Every claim is unique, and most require the gleaning and dovetailing of countless bits and pieces of one's years of experience in dealing with insurance claims in order to effectively resolve these often difficult challenges.

That, in essence is what we as surveyors bring to the table, a depth of experience, broad marine knowledge, and most importantly, integrity. The ability to help the adjuster see the facts of the loss clearly, and work well with the other parties involved. In most cases we are not the adjuster, just fact finders who provide as clear a picture as possible of the cause of loss, the resulting damages, and other related issues as may be requested by our clients.

My final thoughts on this are not "this is the way it is," but stem more from my experience. Others may have taken different paths in their careers. Whatever path one has followed, one would hope we can agree that if experience in the field is a key component to effective claims handling, one must get the experience to be effective.

My final question is, how does the marine surveying and underwriting community ensure that we continue to train field experts, or have those already involved remain viable at a time when many in the marine insurance industry are pulling back from using field surveyors to handle their losses? This writer is not capable of discerning exactly what the right balance might be, but clearly it must include having experienced and well trained experts who are capable of earning sufficient revenue to keep the doors open, and attract new members to the field as existing practitioners retire!

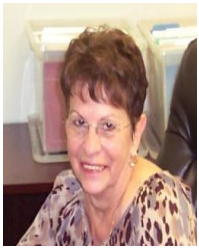
SAMS® INTERNATIONAL OFFICE



Rhea Shea
Executive Director

It has been another busy year for the International Office with many changes. One recent update was we changed our group emailing system to “MailChimp”. We will be able to monitor who is not receiving emails and the program will also eliminate any SAMS® mail going into your spam folder. Please remember to notify us as soon as possible of any changes you would like to make to your listing. This will keep our database and SAMS® Website updated with your current information. I would also like to mention that if it is possible to please submit legal liability requests (email) two to three days in advance. This will ensure you have your certificate in plenty of time.

Unfortunately this year two of our employees left our organization. However, I am happy to say that our newest staff members (Cheryl and Sheila) are doing a great job learning all the ins and outs of SAMS®. I would like to give you updated information on your International Office staff:



Irene Carey..... sams_membership@marinesurvey.org

Irene handles all new Membership applications, Upgrade to AMS® Candidate applications, and SA Annual Reviews. She is also in charge of SAMS® database and is the person to contact if you have any address or email changes.



Cheryl Merritt...sams_education@marinesurvey.org

Cheryl handles the recording of CE credits, designs SAMS® Newsletter, and creates the meeting flyers. She is our new webmaster, and is solely in charge of adding the meetings, educational programs and all updates on SAMS® Website.



Sheila Pratt.....sams_receptionist@marinesurvey.org

Sheila is our newest team member. Her major duties include requests for application packets, Legal Liability Requests, and inquiries on invoices or payments. Sheila also handles, 3rd Party Fishing Vessel documents, Trade Show registration and Advertising tracking.



Does this boat need a Surveyor or a Gardener?



MEMBER'S CORNER

APRIL THROUGH AUGUST - 2014

The following members are now an Accredited Marine Surveyor with the earned designator:
“YACHTS & SMALL CRAFT”

Carl B. Carnevale, Warwick, RI; *Patrick Devlin*, Portland, OR; *Clinton Evans*, Corpus Christi, TX; *Gary Friend*, Port Jefferson Station, NY; *Randolph Jones*, Gorham, ME; *Kenneth Pohlmann*, O'Fallon, MO; *Thomas Koep Rose*, Poulsbo, WA; *Charles W. Solarek*, Everett, WA, *Andrew Tuhan*, Ft. Lauderdale, FL

The following member is now an Accredited Marine Surveyor, with the earned designator:
“FISHING VESSEL”,

Jody Coman, Port Angeles, WA, *Joseph Williamson*, Ruskin, FL

The following member is now Accredited Marine Surveyor, with the earned designator:
“TUG & BARGE”

John Crawford Dolmage, North Vancouver, Canada

The Following People Have Been Accepted into SAMS® as:
“SURVEYOR ASSOCIATES”

Peter Bennett, St. Catherines, Canada; *Albert Earl Bergeron*, Harrison, ME; *Peter P. Brown, Jr.*, Brunswick, ME; *Germain Cabana*, Longueuil, Canada; *Yves Chabot*, Ile-Aux-Noix, Canada; *Richard Chellemi*, Santa Cruz, Costa Rica; *Diana J. Clevenger*, Ft. Lauderdale, FL; *Joseph M. Coker*, Woodbine, NJ; *William H. Cox*, Hermitage, TN; *Christopher Bruce Day*, Roseland, FL; *Patrick B. Gerber*, Traverse City, MI; *Merlin Freeman Gillion*, Charleston, SC; *David L. Gunderson*, Jupiter, FL; *H. Brech Kauffman*, Bear, DE; *Patrick Kinneary*, E. Rockaway, NY; *Jeffrey Laufer*, Bay Shore, NY; *Christopher R. MacDougall*, Marion, MA; *Lachlan Mackenzie*, Sidney, Canada; *Gregory Calvin Parton*, Whitby, Canada; *Kenneth Charles Rasmussen*, Deale, MD; *Frederick Rose*, Alexandria Bay, NY; *Thomas R. (Rob) Sherrill, Jr.*, League, City, TX; *James Sireci*, Isle of Palms, SC; *David C. Strothman*, Clearwater, *William Zobl*, New Bern, NC

The following member has been accepted under the:
AFFILIATE BUSINESS CATEGORY:

Daniel May, West Palm Beach, FL

APPLICANTS SEEKING SAMS® MEMBERSHIP:

Bryan Bowser, Hudson, Canada; *Jon E. Bradford*, Edna, Texas; *J.L. Cameron Buchanan*, Orillia, Canada *Frank Fiumano*, East Meadow, New York; *Douglas M. Griggs*, Bayfield, Wisconsin; *Robert Hamel*, Lorraine, Canada; *Kenneth Eugene Henry, Jr.*, Elkton, Maryland; *Pekka Erkki Joki*, Huntsville, Texas *Robert Weston Lomax*, Wilmington, North Carolina; *Zachary Newton*, Knoxville, Tennessee *Richard A. Norman, III*, Mobile, Alabama; *Marc Pearson*, Henderson, Nevada; *Jason Alan Pinko*, Ormond Beach, Florida; *Lee Calvin Sebring*, Southworth, Washington; *Samuel R. Vineyard*, Mattapoisett, Massachusetts; *John Charles Winter, III*, Sweetwater, Tennessee

*Don't
Forget*

SAMS® 2014

***International Meeting
and Educational Conference
(IMEC)***

October 15th - 18th

at the

Hyatt Regency New Orleans

601 Loyola Avenue New Orleans, Louisiana 70113

Room Rates \$209.00 Per Night Plus Tax

Reservations: 504-561-1234

Website: neworleans.hyatt.com/

Deadline for Reserved Room Rate is September 22, 2014

Please Identify Yourself as a Member of SAMS®

