



SAMS® NEWS

Volume 25, Issue 3

Editor: Stuart J. McLea, AMS®

Winter 2015



THE SNOW HAS ARRIVED

**Happy
Holidays
From The
International
Office**



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Stuart J. McLea, AMS® , Editor/Past President

Good Day to you all from the “Land of Ice & Snow”

Well it really has not snowed yet, and now that I have purchased a new Snow Blower, it will not snow at all...

Milwaukee was a great success and I want to thank Ken Weinbrecht, AMS® for all of his hard work in pulling off a very successful educational symposium. Great speakers and great information exchanged.

SAMS® ERROR & OMISSION GROUP INSURANCE

SAMS® Members were asked to express their interest on a GROUP E&O Insurance policy. The Insurance Company that wanted to take us on needed to have 600 members willing to pay premiums for this policy. The vote fell short and we were not able to provide the members needed to pay the premium. I have received a number of emails regarding this shortfall, and also coverage provided to our members. First of all, this policy was for all members no matter where they live in the world. We are an international marine surveyor organization, and why would we only cover members in the US. The waiver provided by the insurance company was for Pre-Purchase and Re-Insurance surveys only. I had a number of members tell me that they took the waiver to a Lawyer and they have been told that it is not adequate. Let us not forget that this was a Group Policy that will be represented by an Insurance Company Attorney not someone of your choice. This E&O Insurance has consumed 2 years of my time and seeing the lack of support for this group policy tells me that the membership is not interested and therefore we are moving on.

New Regional Director

We have a new RD in the North East Region. I would like you all to welcome John McDonough, AMS® Regional Director for the North East.

Text Seminars

We are still looking for some new Text Seminars. If you are interested in picking up some CE credits please put together a Text Seminar. It is not that difficult to do. Take a marine related subject and put together some information of the subject, also include reference material. At the end provide some questions to be answered; twenty-five is a good number along with an answer key. There is a lot of talent in our membership and it would be nice to see some of that talent reaching out to members with less experience.

Some topics we are looking for:

- | | |
|-------------------------------------|---------------------------------------|
| Health & Safety in Marine Surveying | Load & Stow Surveys |
| Survey of wooden boats | Surveying a Yacht’s Electrical System |
| Basics of Marine Insurance | Survey of a Marine Engine |
| Basics of Sail Boat Rigging | Using Infrared Thermography |
| Or any Marine Survey Topics | |

If you are interested please contact SAMS® HQ.

Lloyd Kittredge, AMS[®], President



Greetings

Greetings from Great Lakes Region where we should have had at least 6' to 10' of snow by now (12/1/15), however, the temps are still in the 50's and 60's which means that fall surveying work is still in full swing. What a great meeting we had in Milwaukee. Ken Weinbrecht's, AMS[®] Education Program was one of the best that has been put on in years. The ABYC guys put on a show that had the room waiting for their demonstration. Jim Sepel, AMS[®] gave a talk about just what can happen to any of us, as we get sighted in a legal issue and blindsides us. Many questions were asked after this talk because each of us saw ourselves in that position. I think one of the highlights was when Peter Harken just talked about his life and how he and his brother built their company from scratch with the old thought of "finding a niche" and filling it. During the breaks, positive comments were being heard around the snacks. If you missed it, I am sorry, you missed a good one.

Bob Horvath, AMS[®] had the venue very well organized and even the weather cooperated for us. Our Corporate staff, Rhea, Irene, and let's not forget Mark, kept the registration desk and all of us on track. Several of the members wives were seen throughout the meeting helping out wherever they could. Good job folks.

On Friday night I saw SAMS[®] people out on the town enjoying the outstanding German food and maybe even a few of their special beers and cheeses, however, I did not see anyone running around in leather lederhosen. I do remember a few of the terrible looking legs of some members wearing their kilts in Nova Scotia a few years ago. What a sight that was!

Our Saturday breakfast and general business meeting went well with the election of your 2016 Officers. I would like to personally thank you for your support in electing me as your President (I think). I believe the nomination committee and membership has selected another Board that will work together and look out for the best interests of our Society.

Just so you can all plan ahead and arrange to attend the upcoming meetings: Newport 2016, Bonita Springs 2017, and Portland, OR 2018. Remember, you will make more money if you attend more of the meetings and get your name known within your Society. On the lighter side, that goodness showed up on Saturday with one of the darn cheese hats on.

A couple of changes that you selected are Joe Loble, AMS[®] for VP Meetings and Conventions, and John Lowe, AMS[®] will handle Public Relations. I am also happy to have John McDonough, AMS[®] as our new North East Regional Director. Please give your support and help to your Board and Regional Directors. Downing Nightingale, AMS[®] has also agreed to continue as our Board Advisor.

I have formed three new committees to look into areas that have not been addressed in several years and they will be headed up as follows: Bob Horvath, AMS[®] for Ethics, Stuart McLea, AMS[®] will be reviewing our insurance, and Chuck Solarek, AMS[®] will be reviewing our CE requirements. Each of these men will form their committees and report back to the Board. I would like to thank them in advance for their help. If called upon please help them if you can.

Remember, we are all in this together so if you have a problem or need help please ask any of your colleagues, your Corporate office, RD's or Board Members for help. If we work together we will all make more money for our families.

Start planning now to attend Newport this year. It WILL put more dollars in your pocket.



Robert Horvath, AMS® , Executive Vice President

Hope everyone that attended IMEC 2015 enjoyed the excellent educational program that VP of Education Ken Weinbrecht, AMS® put together. I heard nothing but good things from the members attending. I was disappointed that even though at the general membership meeting the vote was unanimous that we go forward with the E & O insurance proposal, once it was sent out to the whole membership we could not get the six hundred votes needed to proceed. Our now Past President Stu McLea, AMS® worked very hard on this project for two years; hopefully something can be worked out in the future. Thank you Stu for all the effort you put forth on this project. In my new position as Executive VP and Ethics Chair I get to review complaints against our members. Thankfully there are very few considering the size of our membership. What I find interesting is that if any of these members had only responded to their customers I don't think they would have come before me. Communication is so important in our business, and that we act as Professionals as members of SAMS®. It should not take intervention by the "Ethics Committee" to resolve these complaints. Should you get in a situation where you have an unhappy customer I suggest you review the SAMS® Code of Ethics and Rules of Practice and follow them while resolving your problem.

I wish you all Happy Holidays.

***Bill Trenkle, AMS®
Secretary/Treasurer***



By now most of you have probably spoken to someone who attended the SAMS® 2015 International Meeting and Educational Conference (IMEC), or maybe you were there yourself. The conference was an outstanding event, thanks to Bob Horvath, AMS®, Rhea and the staff in Jacksonville. Of course the key to making it a success to me personally is the educational portion of the event which was outstanding thanks to Ken Wienbrecht, AMS® tireless efforts. The speakers were all very informative and entertaining. I took a lot of new knowledge away from the conference. The other part of the conference that I really enjoy, is meeting so many of the members that I have spoken to on the phone with, interacted with on Boatpokers, or whose names I have heard along the kelp vine. It is always great to put a face with a name, or email address as the case may be. The next event in Newport Rhode Island should be similarly fantastic as it is a great venue and the resources for educational speakers are vast. I hope to see you there.

continued

Since I was fortunate enough this year to move up a rung in the leadership of SAMS® from advertising and public relations VP to Secretary-Treasurer I thought I should now gear my newsletter topics to something more in line with my role on the Board of Directors. As the Treasurer, I have the responsibility of looking after the funds of the organization. Having managed the financials of several large organizations with big budgets I feel very comfortable doing this. One area that I'm concerned about for SAMS® is an area that all of us should be concerned about in our personal and business lives, that is identity theft. I recently found out from a business acquaintance that he had been scammed in a new and unusual way that I had not heard of before. Someone set up a merchant services account with a bank so they could process stolen credit cards using his company name. I found out about this because another friend of mine had a faulty charge on their credit card statement from his company. It so happens his company doesn't even take credit cards. I helped him look into this issue and it quickly became clear that this was a bogus account that had been set up in his company name and was running stolen credit cards. Luckily the friend whose credit card was charged fraudulently was able to contact VISA and have the charge reversed. The friend with the business was not so lucky, he has approximately \$10,000 worth of deposits that supposedly went to him from credit card charges, this is a mess that will take some time to clean up. All the thieves had to do was get his business address and tax ID number. They could then go to the bank and set up this merchant services account. How did this disaster happen? We all get mail from the state and the IRS which has this information on it. Mail is easily stolen and sometimes we throw letters and statements away without shredding or tearing them up, bad mistake! The thieves are getting smarter and smarter and we have to take more and more precautions. All of us need to have credit monitoring so we are notified as soon as anyone tries to set up any bank account, merchant services account or credit account using our vital information. If you have AAA (Automobile Club of America) they have a service that comes with their premier membership. I have been using it for several years and it seems to be very effective. There are also other ones out there that are standalones such as LifeLock. I implore all of you to sign up for one of these services ASAP.

Vigilance in reviewing your credit card statements is also important. The crooks like to charge small amounts that may not be challenged. Then they may go for a home run, so check your monthly statements when they arrive, or go online and check the transactions charged to your cards even more often. The other warning I will leave you with is "use your credit card not your debit card". Many people are advised the opposite, because credit cards charge interest. As business people you know that you need to pay your credit card off as soon as possible to avoid interest. The warning against using credit cards is for people with no discipline. The downside of the debit card is the crook gets access to your checking account and can empty your account in a flash. Recovering funds stolen from your bank account from a debit card is much more difficult than getting VISA to refund a bogus charge. So use your credit card, but be disciplined about paying it off so you don't have to pay any interest charges. Be safe out there in the workplace, online and in the stores.

Have a great holiday season and I look forward to interacting with many of you throughout the year.



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



“WE’VE ALWAYS DONE IT THAT WAY”



Here’s a brief summary of a recent fire loss and damage case we worked. “We’ve always done it that way” kind of sums up the “fire watch” procedures for this particular welding job.

1. This 40’ all aluminum welded, Sub-chapter “T” Boat, certificated to carry 27 passengers was destroyed by lack of proper fire watch.
2. The vessel was blocked and stored inside a heated storage facility which had enough room for the boat, various spare parts, electronics, life jackets, etc. (on a separate partial floor and shelving up and behind the boat).
3. The owner hired a commercial welding firm (who has done work on this and the other 4 boats in the “fleet”. The project was to weld new window frames for new windows.
4. The certified welder, by himself, had one fire extinguisher. No one else was around.
5. He started welding on an upper window frame, starboard side, aft (all windows had been removed). In the first few minutes, hot slag dropped from the frame onto interior carpet, starting the fire. The welder grabbed his extinguisher, and it went “poof” and nothing came out. He tried to smother the flames; but it rapidly progressed. He called 911, closed the storage unit door, and the fire department quickly arrived on scene (exact times are pending receipt of the official fire report). They were able to extinguish the fire; but the boat is a CTL. Of course, there was extensive smoke damage and water damage to the entire fleet assortment of electronics, life jackets, about two dozen alternators and starters, and a wide assortment of other parts/supplies; plus, damage to the storage unit, itself.

OSHA regulations 29 CFR 1910, regarding hot work/welding on maritime vessels:

Specifically, there should have been (1) a fire proof “drop cloth” below the area being welded and a “manned” (separate person on scene) fire watch with more than one extinguisher at the ready. Also, this “fire watch” is supposed to remain on scene for a minimum of 30 minutes **AFTER** completion of the welding job.

Beware of, “We’ve always done it that way”...

***“It is not enough to be busy. So are the ants.
The question is, ‘What are we busy about?’”***

—Henry David Thoreau

We had a great turnout in Milwaukee. Another excellent line-up of speakers were provided by Kenny Weinbrecht , AMS® our VP of Education.

Next Board of Directors Meeting is in Jacksonville, 27 January 2015. If you are in the neighborhood, all are welcome...

Thank you for this opportunity to serve.

***Kristoffer Diel, AMS®
Testing Vice President***



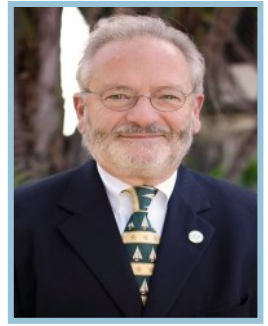
We just concluded a great Gulf Regional meeting. Having had the pleasure and experience myself, a HUGE “Thank You” to Regional Director, Thor Jones, AMS® for an outstanding production.

Congratulations gentlemen, we now have 3 new Y&SC AMS® surveyors in the organization; Mr. Seth Mosley, AMS®, Mr. Gus Richbourg, AMS® and Mr. John Hines, AMS®. Also, Mr. Gary Goldstein a Y&SC surveyor member from Mexico has now the additional designation of Cargo. A good effort by all.

The annual SAMS® booth was at this years’ New Orleans International WorkBoat Show, on 01-03 December. Unfortunately, the oil un-boom has depressed economic activity in the Gulf Region oil producing states. This may have contributed to my perception, that attendance was seriously off. Also, a personal BIG THANKS to Capt. Julie Wheaton, SA, and Stan Johnson, AMS® for holding down the convention booth so I could have time to see the show. I spoke to several people from various backgrounds, whom were interested in how to become a SAMS® Surveyor. Welcome to SAMS®.

I wish everyone a happy and healthy Christmas Season with his or her family and friends.

Kenneth Weinbrecht, AMS[®]
Education Vice President



Newport, Rhode Island – The City of Yachting and Pirates

Well, Milwaukee is over and from all the input that we have received, it was an excellent meeting and all of the speakers received high remarks. I thank all of you that attended; your attendance is what makes it all worthwhile.

Next stop: Newport, Rhode Island

Here are some of the things that you can expect to see.

- Carbon fiber mast manufacturing & testing
- Maybe a tour of the Herreshoff Museum (might be before the meeting)
- International Yacht Restoration School
- Salvage expert
- Maritime attorney: “A Duty To Warn” during you survey
- Marine electrical
- Repairing cored vessels

If you’ve never been to Newport; it’s a great experience. The area is loaded with nautical history and it’s over 500 years old. If you’re into antiquing, it’s great!

Start saving now.....flights to Providence are many and the hotel is right on the harbor at Goat Island.

(No there aren’t any goats there that I know of).

Did you know:

That any CE’s that you obtain as a state adjuster will count toward your SAMS[®] CE’s ?

Did you renew your Captains licenses?

Are you a CMI?

Have you attended any Mariners Club Meetings?

Many of these will count towards your CE requirement for SAMS[®].

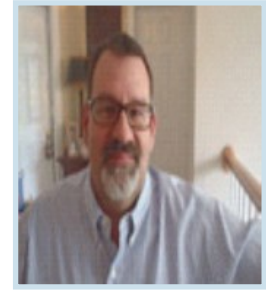
As a last note; enjoy your family this upcoming holiday season. Time goes fast and the springs, summers, falls and winters just seem to speed by.

Someone once said that they didn’t want their epitaph to read:

“I wish I would have spent more time on work”

Happy Holidays!

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



I'm writing this having weathered the in laws (and outlaws) over the recent Thanksgiving Holiday. It's always a pleasure to see those you haven't seen for a while, catching up and possibly learning just a little something; sort of like the International Meeting and Educational Conference (IMEC).

IMEC this year was in Milwaukee and if you missed it, you missed a lot; excellent presentations and interactions with members and a great venue; although I still have yet to visit the Harley Museum.

The Board of Directors is to be congratulated for all their hard work throughout the year (and for some over many years). I for one am especially "Thankful" (you saw how I worked that one in there) for their service. These folks are elected and serve the members, overseeing the day to day operations of this large and impressive organization. They are volunteers who put in countless (uncompensated) hours to herd this bunch of cats. There are only so many hours in a day or week and they all have mortgages to pay (and one has to sleep sometime); their stamina is to be admired.

Thanks especially to the efforts of Immediate Past-President Stu McLea, AMS[®] regarding potential Errors and Omissions coverage for members. The vote failed to garner enough positive replies for acceptance by underwriters, with an astonishing number failing even to reply, but showed that some 50% of the membership was agreeable to the coverage. One had only to listen to Jim Sepel's, AMS[®] presentation in Milwaukee (you should have been there) to understand the pitfalls one might eventually encounter as we go about our daily activities, and the potential financial cost, even if one is congratulated for a job well done. No good deed goes unpunished. I'm starting to appreciate that concept of shared risk.

Due to a busy work schedule and a computer crash from which I am still recovering, I must apologize as I have failed to schedule a Mid-Atlantic Regional Meeting for this fall. I am in the process of arranging an educational opportunity in the Chesapeake area, scheduled around the dates of the IAMI and Knox Marine Claims seminars; information should be available shortly.

Best wishes to all for the Holiday season and the New Year.



*Joseph Loble, AMS®
Meeting/Conventions VP*

Thank you all for your votes to allow me to return to the Board and serve as your Meetings & Conventions VP. I feel I still have a lot to offer and am grateful to serve this organization. Bob Horvath, AMS® is now Exec VP and has left the Meetings & Convention seat well managed and ready for the next IMEC in Newport, RI. The dates are October 26th - 29th, 2016 at the Hyatt Regency on Goat Island, Rhode Island. The venue is excellent and Bob negotiated a \$149.00 room rate. We expect a huge turn out so book early.

Next up is the IMEC 2017 which will be at The Hyatt Regency Coconut Point in Bonita Springs, Florida. This is a short ride from the Ft. Myers airport. The dates are October 4-7, 2017. I will provide much more information in upcoming newsletters as we get closer.

At the last Business Meeting the vote was for IMEC 2018 to be held in Portland, Oregon. In the beginning of the year I will fly out and start the search for a suitable location. Joe Derie, AMS® has already rallied the troops in the area to get together when I arrive which will be very helpful. As you know, one of the most important ingredients for a successful meeting is having “boots on the ground”. I hope to continue Bob’s hard negotiation tactics to ensure we get a decent room rate and fair food and beverage pricing.

I wish all of you the best for the Holidays and a happy and prosperous New Year.

*Thor Jones, AMS®
Gulf Regional Director*



By the time this is published, we will be well into the Holiday Season. I would like to wish everyone a Merry Christmas and a Happy New Year from the Gulf Region!

As many of you may know (or should know), the Regional Directors are required to review sample reports submitted by our Surveyor Associates and those individuals making application to join the SAMS® organization. As SAMS® Regional Directors we get quite a few sample reports to review, which are submitted by our Surveyor Associates and new applicants. In my current employment I also hire, and recommend for hire, marine surveyors throughout North America (commercial and recreational).

With the foregoing in mind, I have noticed a disturbing trend in the surveyor reports I have reviewed. That is, some marine surveyors are publishing reports that contain references and terminology that are the exclusive domain of an insurance adjuster – not a professional marine surveyor.

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Some examples of the inappropriate use of phrases, references and inclusion in marine survey reports, which I have seen and reviewed, are "Constructive Total Loss" (CTL), "Recommend(ed) Reserve", "Loss Statement", "ACV" and/or "RCV", etc. These phrases and terminology refer to Policy (insurance) terms, conditions, exclusions, endorsements, etc., and should have absolutely nothing to do with your employment as a professional marine surveyor and should certainly not be published in your reports (both Condition & Valuation and Damage Survey reports).

As SAMS® marine surveyors we are employed/hired as an unbiased, third party professional and employed by lenders, buyers, insurance companies, sellers, Underwriters, attorneys, Owners/Operators, etc. I would caution everyone to remember there is a very distinct line between a professional/qualified marine surveyor and a licensed insurance adjuster. To paraphrase Kipling, "Never the 'two' shall meet...". Simply stated, you cannot be employed as a marine surveyor and an insurance adjuster on the same job, project, vessel, etc., as doing so is a very definitive conflict of interest. Please think about the content, and be careful, before you publish your reports.

Hope everyone has a great New Year!



Dan McDonald, AMS®
SAMS® Cargo Chair



DRONES BEING USED TO ASSIST WITH SHIP INSPECTIONS

In recent weeks I have read about 2 instances where drones are currently being used to assist with surveys/ inspections of vessels. One example of drones being used for vessel inspection was in Poland’s Remontowa shipyard, where a drone has been used to inspect internal spaces of a tanker. The U.K.-flagged, Lloyd Registry classed tanker “CPO Japan” was at the shipyard for a class renewal overhaul last June. The drone was equipped with a high definition camera with its own lighting. It is reported to be capable of accessing all areas inside the tank and was mainly used to examine surface condition and to rule out the need for detailed “hands on” inspection. More details can be found in the publication “Marine Log” at the following link:

http://www.marinelog.com/index.php?option=com_k2&view=item&id=9692:shipyard-uses-drone-to-inspect-cargo-tank-interior&Itemid=231

Jim Steffen, AMS®
SAMS® FV Chair



I just returned from the Pacific Marine Expo in Seattle, where I participated in workshops on developing rules for U.S. fishing vessels. The first talk was conducted by the DNV Classification Society, which was chosen by the Coast Guard to assist in the development of new standards for fishing vessels to safeguard life, property, and the environment (46 U S Code, Section 4503). The subject was the tentative rules governing the new construction of fishing vessels between 50 and 148 feet in length, with keels that were laid after July 1, 2013. These rules are found on the following link: <http://www.dnvusa.com/services/classification/ship/usfishingvessel.asp>

For those of you doing fishing vessel work, I suggest you familiarize yourselves with these tentative regulations. We were told that there is a bill in congress to raise the minimum length from 50’ due to the high cost of obtaining class approval of design, multi-visit class oversight of construction, followed by annual and 5 year reinspection requirements that can add 10-15% or even more to the construction of newly built vessels. More on that later.

The second workshop focused on the Alternate Safety Compliance Program, which is under development by the Coast Guard and will be directed toward vessels built prior to July 1, 2013, and at least 50’ in overall length, and operating beyond 3 NM from the Territorial Baseline, and over 25 years in age or having undergone a major change or modification. The ASCPs must be developed by Jan. 1, 2017 and compliance will begin in 2020, meaning that vessels built prior to 1995 will be targeted. In 2016 the Coast Guard will be collaborating with workgroups to develop the ASCPs. Look for meeting announcements in your area.

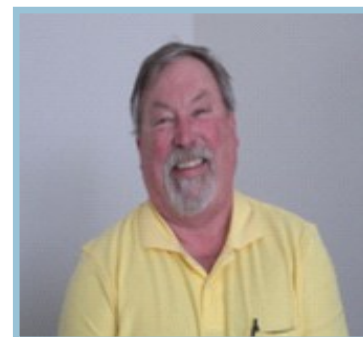
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The most current new requirement is that fishing vessels operating more than 3 NM from the Baseline must have had a dockside safety exam by 15 October, 2015. Exams are to be renewed every 5 years, excepting vessels subject to NOAA observer coverage, which must be examined every 2 years and also will fall under certain OSHA rules.

Slightly farther in the future is that after 26 February, 2016 all fishing vessels operating outside 3 NM will be required to carry IBA rafts or Liferrafts. Inside 3 NM, Lifefloats and Buoyant Apparatus might be grandfathered for a short time. District Commanders are authorized to make exceptions, particularly for small fishing vessels.

Finally, noteworthy in all this is that the Overall Length of the vessel is now the measurement criterion for all of these new regulations, as opposed to the Official Length utilized previously.

Darrell R. Boyes, AMS®
Pacific Regional Director



I was some what surprised at the outcome of the voting for acceptance of E&O insurance through SAMS®. I was one who felt that this was something beneficial for the organization as a whole and that the rate being offered was exceptionally low. Our organization is made up of some intelligent and gifted people who know the industry well and serve it the same way. I happen to believe that with this decision we may have been a little short sighted.

I recall an SA sometime back who started surveying and wrote her own template for use in her reports. She happened to be married to a trial lawyer and felt that she could write a disclaimer, have her husband review it, and she would be good to go. He patiently explained to her that he did not want to write one, but that he could review it and let her know how successful she was at creating this document. Each time she offered one for review she got the red ink and then a comment like "see you in court" or "good luck with that". She was never able to write anything that covered all the bases. Eventually she went with what she had and hoped for the best.

I have heard many Maritime Attorneys comment on some of the disclaimers they have read and not once did anyone say they had found one that they believed could stand the test. We live in a very litigious society, whether we want to or not, and having affordable protection may have worked well for many of us.

Regional News:

The Pacific Region is getting ready to hold its Regional Meeting. This year we meet in San Diego, CA at the United Portuguese Hall. We will have two days of meetings with morning coffee and pastries. Lunch will also be provided. The dates are February 8th & 9th, 2016. Hotel arrangements are on your own; there are many local options to choose from. This is a good educational opportunity. The cost is \$180.00 per person. We hope to have flyers out soon.

Milwaukee was a great meeting with interesting education as well as food. If you were unable to or did not attend this you missed a good time. The Harley Davidson Museum was time well spent and a great place for lunch. If any of you are short CE's and want to host some education close to home, contact me and I will help you any way that I can. Kevin Moore, AMS® is your Sub-Regional Director and he is located in Santa Rosa, CA. I am certain that Kevin could use ideas for local education. Give him a call and offer some input into education that you may be aware of. Last year found everyone I talked with extremely busy. I am certain we are all looking forward to more of the same. Be thorough and safe in all that you do and I am certain you will do well.



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

Surveying to Standards

As Chair of the Commercial Workboats (CW) Committee, I review CW surveys submitted by personnel desiring to become SAs and submitted by SAs who desire to upgrade to SAMS®, AMS® CW. When reviewing those surveys I look for two things: 1) Has the vessel been surveyed to the appropriate standards? and 2) Is the survey complete and thorough? That is, does the survey reflect that the surveyor looked at the entire vessel and are the findings reflected in the survey? In this column I am going to discuss the first issue. I will discuss the second issue in a future column.

A SAMS® surveyor has to survey a vessel to the proper standards. If they do not, then their survey cannot accurately reflect whether the vessel is or is not “suitable for use in its intended service.” That is because standards are a measure of the vessel’s suitability. If surveyors do not know the particular standards that apply to a category of vessel then, by SAMS® Code of Ethics, they should not be surveying those vessels since they have accepted an assignment they are not qualified for.

Many times when I review a survey, the boilerplate statement at the beginning of the survey states that the vessel was surveyed to USCG, OSHA, NFPA and ABYC or other standards. Following that statement there is absolutely nothing in the report that shows the vessel was, in fact, surveyed to those standards. Standards are never mentioned again in the report. My concern then is whether the surveyor knows those standards and has surveyed the vessel to those standards. In those cases where it is obvious from the report that the surveyor does not know the standards, I recommend that the applicant not be granted the status requested and be required to reapply at a future date.

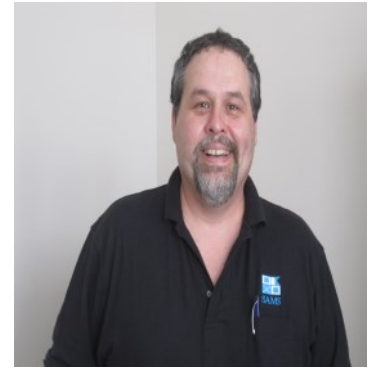
The point is that when surveying vessels and writing reports the standards should be called out. When you state that the vessel needs carbon monoxide or smoke detectors, state in your report as “recommended by sections 13.1 and 13.3 of NFPA 302.” State in your report whether the number of portable fire extinguishers meets or exceeds the USCG standard 46 CFR 25.25. If the machinery space doesn’t have a fixed fire extinguishing system, recommend it per sections 12.1.1.2 and 12.1.3 of NFPA 302.

Another reason to state the standard is that whoever receives the report knows that the findings are not just whims of the surveyor, but are based on cited standards, either mandatory or industry. This goes a long way toward displaying your professionalism, your knowledge of the requirements for the vessel, and the thoroughness of your survey.

One final word, when you cite a standard, be sure you are citing the correct standard. A case in point was the surveyor who submitted a survey on a tugboat that referenced 46 CFR 28 throughout, the USCG commercial fishing vessel standard. Another case was the surveyor who referenced 33 CFR throughout, the USCG recreational boat standard, on a tug survey. These surveyors obviously did not know the appropriate standards and their surveys were not found acceptable.

As always I hope anyone who wants to discuss this column or has questions about Commercial Workboats will contact me at 503-236-6818.

**John Lowe, AMS®
Public Relations V.P.**



With the season winding down here and boats being put in storage this is a good time to take a look at our practices and see what we can do to increase our business in the future. Our websites should be reviewed and any new credentials added. Also sometimes a new look to both print and website ads will give things a jump start. The off season is a good time to visit with brokers, insurance agents and boatyards. Drop off business cards and/or fliers with all these people and renew these relationships. We should make an effort to promote SAMS® in our everyday business life. There are many times we get calls from potential clients when we are far too busy to accept any new assignments, this is a good opportunity to educate potential clients about using a SAMS® surveyor and why. Spend a minute with the client on the phone and ask them about the job, you may have another surveyor in mind who is well suited for this particular assignment, if not refer them to the roster. We should make an effort to keep this business within our ranks by pointing out why using a SAMS® surveyor is a prudent move for a client who may not know the difference between SAMS® and the ever growing batch of organizations that may not properly screen new members, abide by a code of ethics, test their membership, require a continuing education program and have a protocol for handling complaints against their members. By helping another SAMS® member we are elevating the organization as a whole which will keep SAMS® the premier surveying society and serve the boating public. "A raising tide floats all ships". I will look for you in the yards.

BE SAFE

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.

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



Well, another year has come and gone, don't they just seem to fly by faster and faster. I'm not sure about everyone else but 2015 was my best year ever, and I'm looking forward to 2016. Those of you who didn't attend IMEC in Milwaukee really missed out, not only was the venue superb, the speakers were exceptional. The 2016 IMEC is in Newport, RI so be sure to make plans early.

I've always known that we have a lot of members who only earn the minimum amount of CE's required, and only attend one IMEC every five years, but until I became a Regional Director I never realized how many actually wait until the very last moment. Why wait until your 5th year and plan to get the CE's your short as well as the IMEC you must attend, then for whatever reason (we all know that "sh*t happens") you can't attend, not only did you not fulfill your CE requirement but you're also short an IMEC, and now you need to ask for an extension for BOTH. I just can't fathom it! Don't wait until the last minute, why not get your required meeting and CE's early and then not have to worry about it. It sure would make it easier for SAMS® HQ and the BOD not to have to deal with deciding whether or not an extension is justified.

Every once in a while, when I have a spare moment, I like to check out boats for sale on my local craigslist. So one evening I notice an ad, "Marine Surveys \$15/ft", and I think to myself who's this. So I send an unsigned inquiry asking if this person is a member of SAMS® or NAMS. Lo and behold, I get a really long answer, and he explains in great detail that he doesn't belong to any organization because they are ALL SCAMS, all they do is charge a large fee every year so you can put a couple of letters after your name. Well, I sent him a reply (this time signed) telling him just how wrong I think he is and gave him a few facts about what it takes to be accepted into and maintain membership in SAMS®, of course he replies that I'm Full of **it, he also explains that he always tells anyone who contacts him the truth about these so called surveyor organizations. I reply and ask him why he doesn't publish or sign his name, either in his ad or emails, he replies that he only furnishes his name when he and the client actually get down to contracting the survey. I'm pretty sure we all have someone like this in our respective area , so please, when someone contacts you about a survey (especially when they say there is someone else who will do it way cheaper), ask if that person is a SAMS® member, explain a little of just what it takes to be a SAMS® surveyor, you might mention the vetting process to be accepted, testing, continuing education, ethics, liability insurance, the fact that your surveys are guaranteed to be accepted, etc. You are a member of one of, if not the, largest, most respected, international marine surveying organizations in the world. Use that fact to keep and grow your business.

Last but certainly not least, the Florida Regional Meeting is coming together well with a list of both pertinent and interesting speakers. It will again be held at the Pelican Yacht Club in Ft. Pierce, Friday March 4th will be an all day session (8:00am-4:00pm) with Capt. David Rifkin on ELECTRICAL, and Saturday March 5th will be the normal Florida Regional meeting with an array of interesting speakers and topics. Lunch of course is included both days. You will be able to sign up for either BOTH days or just ONE. CE credits will be given for each day. Check the SAMS® website for details, and when you receive the registration packet, PLEASE reply promptly, it makes it so much easier to plan the food and seating. Anyone who wants to bring door prizes is more than welcome.

Wishing you all a Happy and Prosperous New Year.

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



Well getting to that time of the year again, beginning of December, no snow coming down yet but the boating season has gotten much quieter and things are starting to slow down here; luckily for our friends out west, their season is still going.

Was happy to see 6 Canadian members at the Milwaukee International Meeting and Education Conference in mid-October, great education venue and the networking between surveyors was excellent and weather wise it was a lot like home. Was hoping to see more of us there seeing that it was close to the border but for those who didn't attend, your loss, but you should definitely consider next year in Rhode Island.

The elections have given us a new President so let's give Lloyd Kittridge, AMS® a big welcome to the position along with his Vice-President Bob Horvath, AMS®. Looks like we will be in good hands for the next couple of years. I also want to take the time to thank Stu McLea, AMS® for the great job he did for the last two years as president and all he has done for the organization.

Just want to remind you again that the winter season is a great time to catch up on some CE credits and get some great education, it's real important not to fall behind on the CE credits. Time goes by quickly and before you know it there is hardly any time left to make up to many CE credits so take advantage over the winter season.

We have quite a few members who will be eligible to AMS® upgrade within the next year and I just want to advise you that delaying is not the best option, whenever you are eligible, attack the situation and try to proceed as soon as possible especially during the off season where we have the time to do it instead of having to take the time when we're busy.

I have been getting a few questions on ethics issues lately, and for those who aren't sure please feel free to call me but the main rule of thumb is " if you have put some kind of doubt in your mind on the work being performed" then maybe it would be better to walk away than have an eventual issue, sometimes it's just not worth the money for the headaches it can cause, but if you're not sure just give me a call and I am more than happy to give an opinion.

The target date for the Canadian Regional is for March 2016, and I have been working with a few members trying to get a good venue together, and for now it appears to be scheduled for Kemptville, Ontario, provided all can be worked out for what I would like to do.

So for now, I will wish you all the best for the Holiday Season and hope that the winter is short and the new season is healthy and prosperous.

Cheers !!!

**John McDonough, AMS®
North East Regional Director**



Hello from the Northeast

As of this October I have assumed the North East Regional Directors position vacated by John Lowe, AMS® who is now the current Public Relations VP. Thank you for the consideration, and I hope to do a good job for the region. A two day seminar is in the works for early February in Southern Maine which will include a tour of Sabre Yachts located in Raymond, Maine. I am still lining up speakers for the first day and welcome suggestions.

A little about myself. After high school in 1981 I worked as a foreign car mechanic for a few years then went on to travel. I visited most of the US States including Puerto Rico and Hawaii, driving cross country three times. I spent a year traveling four continents including a Transatlantic crossing from South America to North Africa on an old topsail schooner. After a year abroad I returned to twisting wrenches at local yacht yards in New Hampshire and Maine, and piecing boats back together in Ft Lauderdale after Hurricane Andrew devastated Homestead. Along the way I operated boat yard tugs, travel lifts, was a diesel mechanic, service writer, etc. As a Yacht Yard service writer I worked closely with Marine Surveyors and envied the fact that they did not have to punch a time card, and had a large variety of work. At the suggestion of Alan Robbins, a local Marine Surveyor I worked with, I attended the Wood Boat School in Brooklin, Maine and took the Surveyors course with Paul Coble and Giffy Full as instructors. I joined SAMS® in 1997 and became an AMS® in 1999, 16 years later I am still learning something new every day and still enjoy what I'm doing. This year was particularly busy with both pre-purchase work and claims. The boat yards and manufactures I visit routinely are all very busy and have a good winter work load. Marine construction and inland Marine work is very busy here in the Northeast, which means there is a surveyor in the mix somewhere. Like many of you I have seen some interesting changes in the market over the years and find it a full time job to keep up. One example is the trend from the big diesel powered sports fisherman to the high tech and high priced multiple engine center consoles. Another is the use of laptops to read the electronic control modules on these expensive inboards and outboards. I find I am doing fewer and fewer compression checks these days and rely more and more on ECM data. Boating in general has become a very expensive pastime and it concerns me that I am not seeing as many younger people buying entry level boats. Commercial fishing vessel inspections which used to be a large portion of my work load have slowed in our area. As one door closes however another opens, and we need to be ready to change with the times. Continuing education, routinely preached by all, is key and is one of the benefits we get on a daily basis by the nature of our work. I recently hired a heavy timber shipwright to accompany me for several days while on assignment and was able to learn more on the job in days that I would have behind a desk in weeks. The collective knowledge of our association is amazing and shared freely on Boat Pokers. If you are not a member you are missing out.

This promises to be another heavy precipitation winter in the Northeast which brought lots of related claims work last year. Complete bays and small harbors froze over last winter taking the moored lobster vessels out to sea with them when the tide changed. It was interesting to walk around the marinas between slips on foot thick ice while doing a damage survey on a crushed wooden hull. Farmer's Almanac predicts a repeat of last year with snow and bitter cold so hunker down, stay safe and warm.

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Thermal Imaging - A Better Solution for Inspecting G10 Laminates

By Charles J. Hazouri,

American Society for Non-Destructive Testing – A.S.N.T., 216588

Certified Level III Thermographer – Infraspection Institute – I.I., 10440

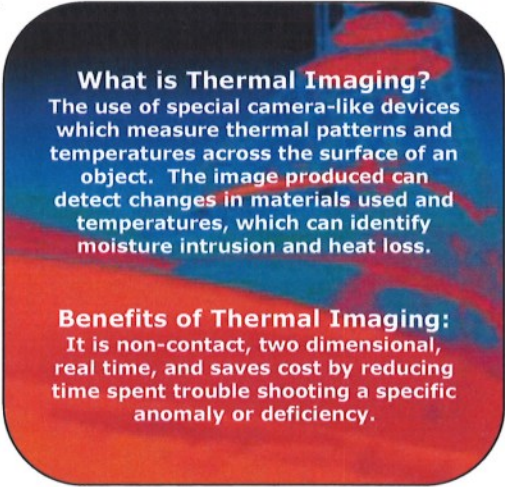
Certified Marine Surveyor CMS - National Association of Marine Surveyors – N.A.M.S., 118998

Qualitative and Quantitative Infrared Thermography is a more informative and non-invasive inspection technique-making it the perfect tool for marine inspections of G10 as well as all Fiberglass Laminates.

To demonstrate the value of Thermographic Imaging of G10 Laminates to a laminate specialist, contractor, and/or a marine surveyor, a thermal inspection and series of tests were conducted to prove that Infrared Thermography is a superior inspection tool. The initial inspection involved imaging sections of a Hatteras Motor Yacht. The second test used two sections of G10- one of which was made with a distinctive non-conformity.

G10 Laminate was first introduced in the 1950's and is best described as a thermo-laminated continuous filament woven fiberglass sheet bonded with difunctional or trifunctional epoxy resin.

G10 Laminate has great strength, high temperature resistance, good electrical loss and strength, low moisture absorption, and is chemical resistance. It is among the most versatile all-around laminates available today. When used in the marine industry, G10 Laminate can be used as backing for carbon fibre sheeting, as structural frames and stiffeners, and as backing plates for various ship-board systems.



What is Thermal Imaging?

The use of special camera-like devices which measure thermal patterns and temperatures across the surface of an object. The image produced can detect changes in materials used and temperatures, which can identify moisture intrusion and heat loss.

Benefits of Thermal Imaging:

It is non-contact, two dimensional, real time, and saves cost by reducing time spent trouble shooting a specific anomaly or deficiency.

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The vessel used in this thermographic inspection is an 80' Hatteras Motor Yacht. The test samples were .375" x 12" x 12" G10 Epoxyglas Sheets with 1708 Biaxial +/- 45 Degree Cloth and Adtech Epoxy Resin, which were then painted with Interlux White Polyurethane.

The test vessel and samples were offered and supplied by Nathan Goodwin of All Points Boats, Fort Lauderdale, Florida.

The inspection and tests were conducted in August and October 2015 using a *FLIR T440BX Thermal Imager*, which is a camera-like device capable of detecting, displaying, and recording thermal patterns across the surface of an object.ⁱ



The inspection shows that G10 Laminates are capable of being imaged. Imaging G10 Laminates is comparable to imaging solid materials such as structural framing constructed of aluminium and steel.

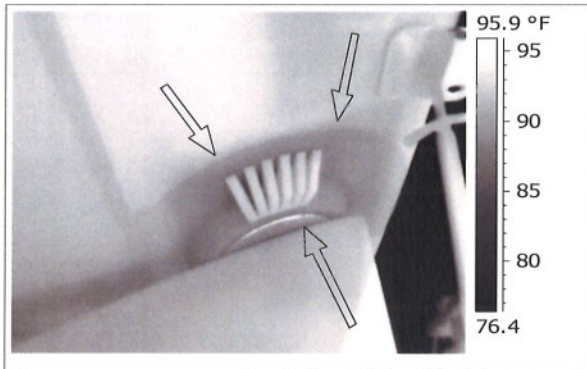
During the initial inspection, the following Images of G10 Laminate were being used as structural mounting and backing for the vessel's swim platform and both stabilizer fin installations.

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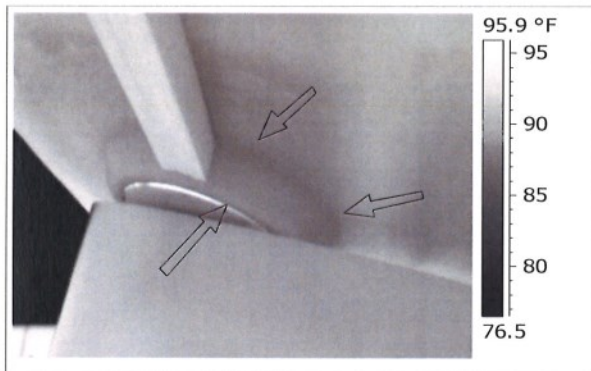
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The following Thermographic images of the stabilizer mounting and backing areas show that G10 has very well-defined, delineated edges, and appears much darker and is distinctive from regular laminates, which is indicated by the arrows in the following four thermal images:



Lead portion of the stabilizer systems mounting and backing installation looking aft.

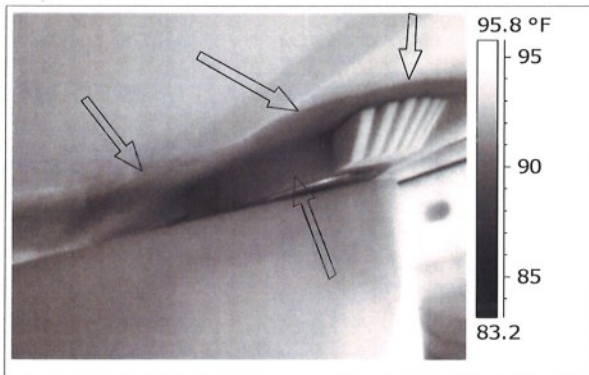


Trailing part of the stabilizer systems mounting and backing installation looking forward.

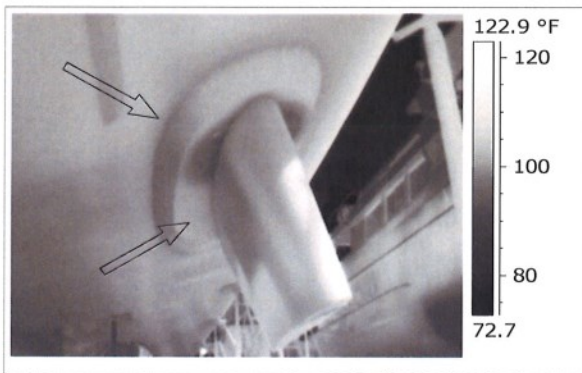
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Lead portion of the stabilizer systems mounting and backing looking aft and outboard.



Lead portion of the stabilizer systems mounting and backing installation looking aft after the reconstruction and repairs.

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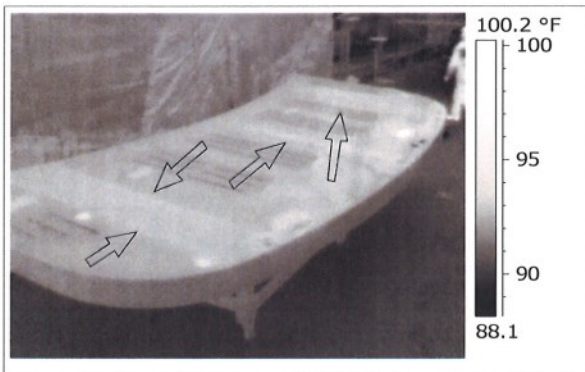
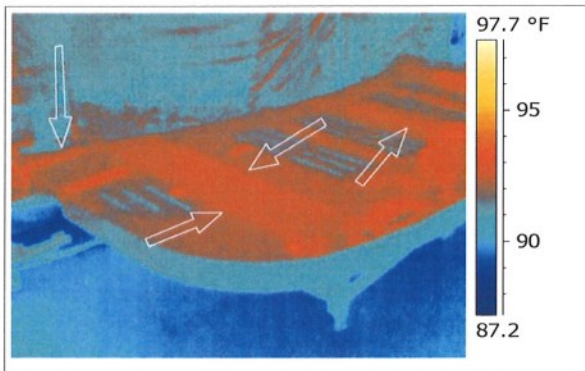
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The following images of the swim platform's structural framing and stiffeners again shows that G10 is capable of being imaged using infrared technology.

There is a distinctive delineation between the G10 and other laminates being imaged. By thermal imaging the G10, it makes the location of its structure and identifying any non-conformities or deficiencies in the laminate very easy, while having the additional benefit of being a more informative technique by using a non-invasive means of inspection.

The framing and stiffeners are indicated by the arrows in the following seven thermal images:

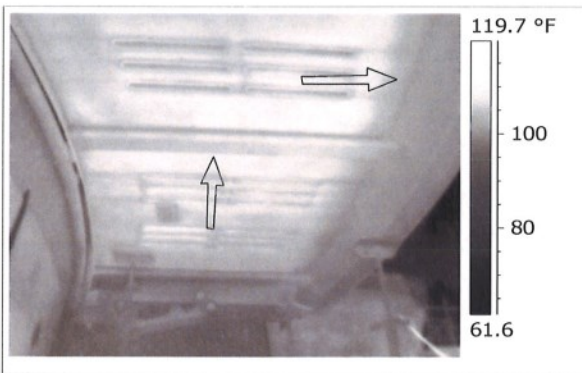
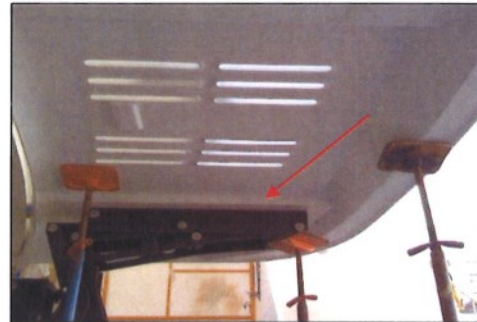
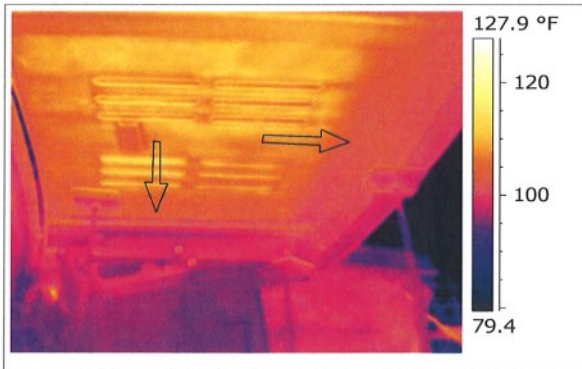


The top section of the swim platform prior to installation.

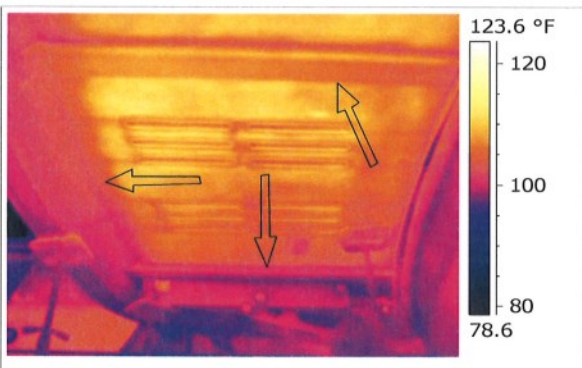
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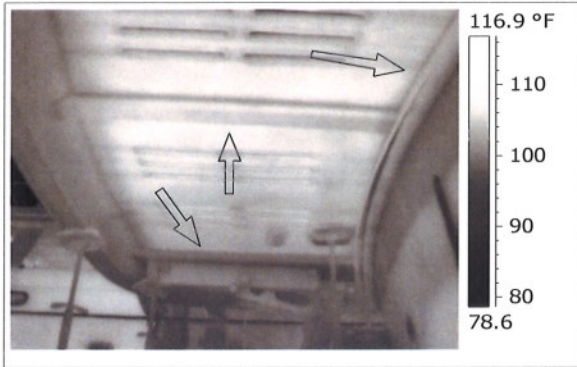
The underside of the swim platform after installation. Take note that using a product with strength and versatility such as G10 allows the contractor to use a non-metallic structural member that can withstand the weight and force of the swim platform's hydraulic rams (indicated by the red arrow in the first digital picture) as seen in this application and in the images above of the underside of the starboard portion of the swim platform.



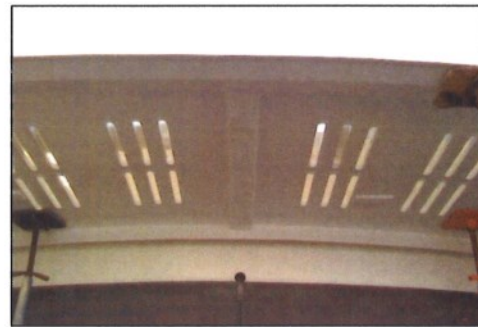
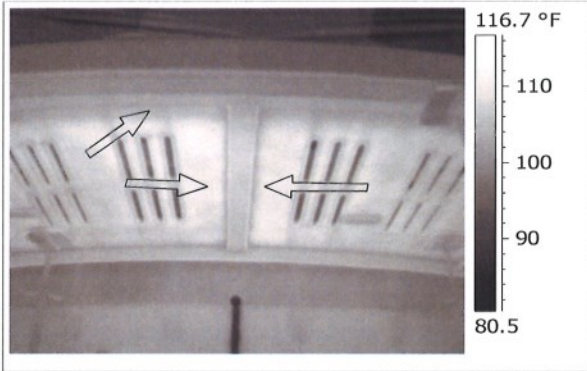
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The underside of the port portion of the swim platform.



The underside of the center portion of the swim platform.

In the next test, two samples were independently heated and then imaged using thermal infrared technology. Sample A is a standard piece of G10 with no anomalies and Sample B, as you will clearly see, is a G10 sample with an anomaly consistent with an area of delamination and/or a small void.

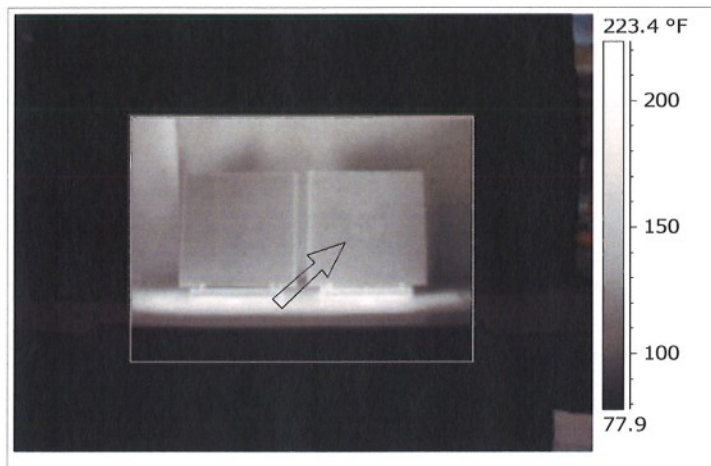
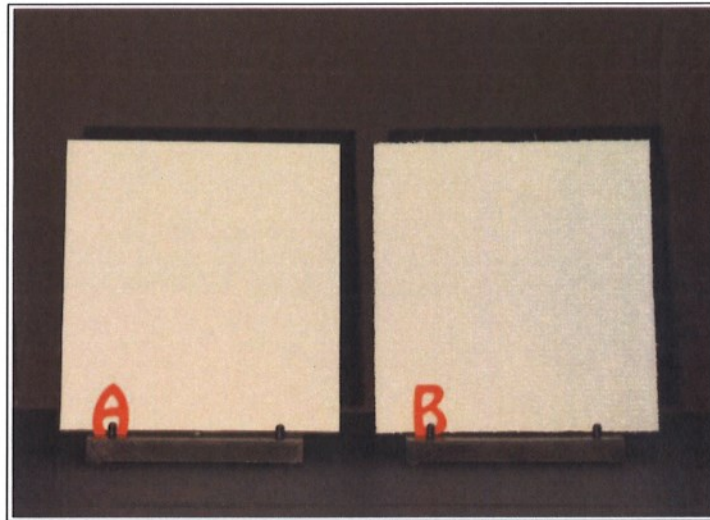
Delamination is an area of separation within or between two plies in a laminate or within a bonded joint caused by contamination, improper adhesion during processing, or damaging interlaminar stresses.ⁱⁱ

A small **Void** refers to a situation where air or gas has been trapped and cured in a laminate during the manufacturing process.ⁱⁱⁱ

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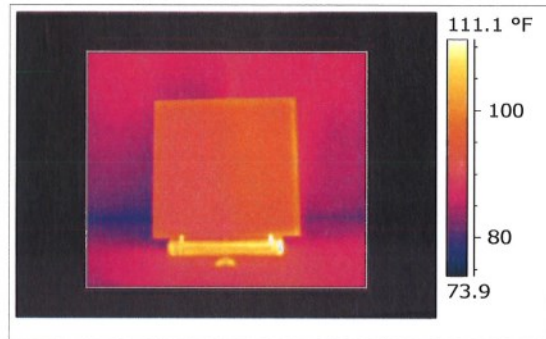
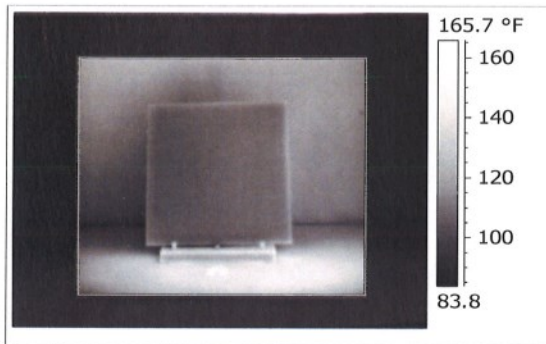
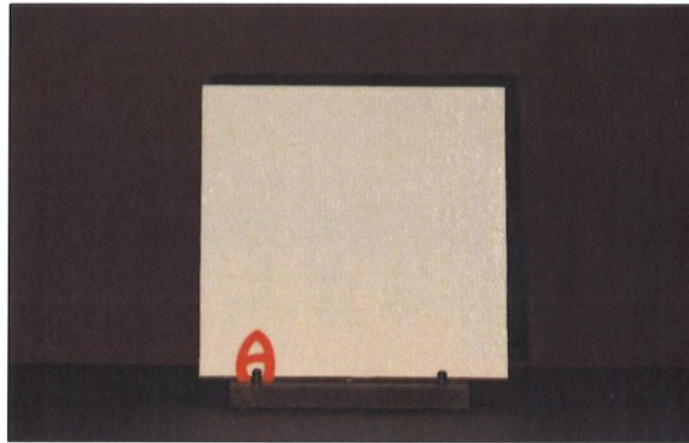
Sample A and B, together shows that there is a defined pattern when imaging G10 laminates and that any non-conformity can be easily identified using thermographic inspection techniques.

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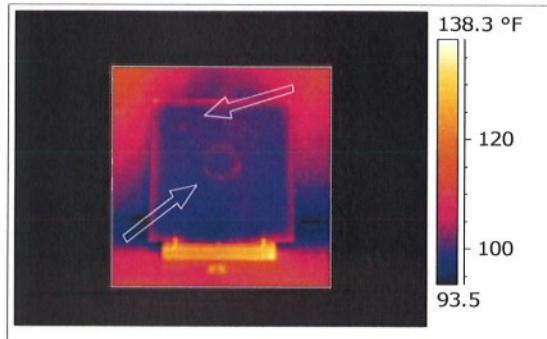
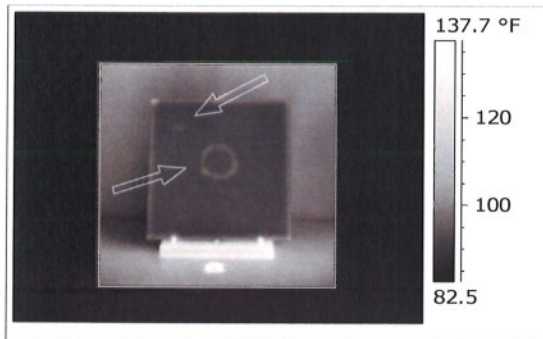
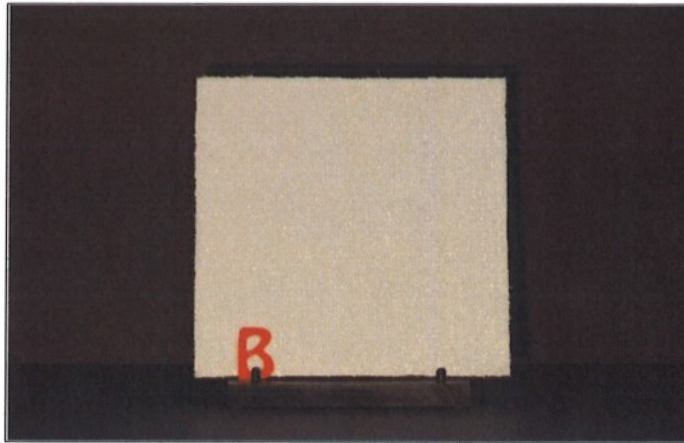


Sample A, which was imaged in Gray and Iron Scales, shows a distinct pattern to the G10 laminate. There were no non-conformities in this image.

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Sample B, which was imaged in Gray and Iron Scales, shows that a distinct and pronounced non-conformity exists within this sample of G10 laminate. The non-conformity is consistent to an area of delamination and/or a small void.

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Based on the evidence in these inspections and tests, Qualitative and Quantitative Infrared Thermography can clearly identify and document the thermal patterns of G10 Laminates when used in the structural capacity of vessel repair and/or construction or for product failure such as moisture intrusion, delamination, and voids.

It is the perfect tool for marine inspections because it has the benefits of being both a more informative process and a non-invasive inspection technique.

For best results, it's recommended that all areas constructed using G10 as well as all Fiberglass Laminates be Thermal Imaged and documented prior to and after repairs and/or construction.

ⁱ Infraspection Institute, Standard for Infrared Inspection of Recreational Yachts and Small Craft Constructed of Fiberglass Reinforced Plastic and Composite Materials, 2011 Edition.

ⁱⁱ *Ibid.*

ⁱⁱⁱ *Ibid.*

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THANK YOU !!!

We would like to thank the author, Mr. Hazouri for this article on Thermal Imaging. It is always good to see articles that help the betterment of our membership.



IMPORTANT MEMBER INFORMATION



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.

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.



MEMBER'S CORNER JULY THROUGH NOVEMBER - 2015

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

“YACHTS & SMALL CRAFT”

Mark T. Clark, Atlantic Highlands, NJ; **Federico Ferrando**, Hollywood, FL; **Alan J. Doman**, Ft. Lauderdale, FL; **David Duong**, St. Maarten, N. Antilles; **Steven Marc Hayes**, Oak Harbor, WA; **John M. Hines**, Head Chezzetcook, Canada; **Terry Lee**, Jacksonville, FL; **Seth Alan Mosley**, Foley, AL; **Gus Richbourg**, Bay City, TX

The following member is now an Accredited Marine Surveyor with the earned designator:

“Hull & Machinery”

John W. Sullivan, Charleston, SC

The following member is now Accredited Marine Surveyor with the earned designator:

“CARGO”

O.S. Radev, Palm Desert, CA; **Yavuz Yavuzer**, Loxahatchee, FL

The following people have been accepted into SAMS® as:

SURVEYOR ASSOCIATES:

William Wayne Blacklock, Powell River, Canada; **Craig Joseph Brigham**, Kure Beach, NC; **Robert Brown**, Southwest Harbor, ME; **John A. Connor**, Homestead, FL; **Richard DiGiulio**, Drap, France; **Dean A. Ford**, San Diego, CA; **Carl David Goodson**, Guaynabo, PR; **Timothy E. Grubin**, Newport Beach, CA; **James E. Hilton**, Tiverton, RI; **Eric Hunter**, Seattle, WA; **Patrick Johnson**, Burlington, VT; **Kevin Kenneth Koch**, Bokeelia, FL; **Jason C. Liddle**, Anacortes, WA; **Gordon H. McCloskey**, Humble, TX; **Robert Charles Nixon**, Edgewater, MD; **Craig Dean Norton**, Jupiter FL; **Peter J. Oram**, Jensen Beach, FL; **Elizabeth Shanahan**, Nuevo Vallarta, Mexico; **Kyle Ian Strawn**, St. Petersburg, FL; **Ben Wedlock**, Sausalito, CA; **Julie A. Wheaton**, Rockport, ME; **Jason Wiggins**, Stuart, FL; **Aaron Lief Wilson**, Snohomish, WA; **Andrew F. Yandt**, La Porte, IN

AFFILIATE BUSINESS MEMBERS:

Tom Conroy, Pewaukee, WI, Marine Insurance
Walter S. Laird, Richmond, VA, Forensic Engineering
John A. Miklus, New York, NY
Bob Ptak, Newago, MI, Survey Software

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