SAMS® NEWSLETTER

S U M M E R 2018

2018 SAMS® International Meeting & Educational Conference (IMEC) Oct. 31st To Nov. 3rd Portland, OR

SUMMER TIME

Volume 28, Issue 2

Editor: Stuart J. McLea, AMS®

Stuart J. McLea, AMS®
SAMS® Editor

Good Day from the Passing of Hurricane Chris!

I hope that this finds everyone working and as busy as they want to be.

The SAMS® website has been given a "Search Engine Optimization" (SEO), which has increased our position and visibility on Google. Eddy Assaf, AMS® our VP of Public Relation has done a great job in making SAMS® more visible on the web. I asked John Huczel owner of iBrand SEO to provide our members with an article on how to get the most from the Web. If you remember, John presented at our Halifax IMEC and a number of our members have kept in touch with him.

I attended the annual Summer Cocktail Party of the Canadian Company of Master Mariners. I ran into an old friend that is a very well-traveled professional mariner, Captain Dave DeWolf. Dave is one of the few in the World who is an Instructor and examiner for the Royal Yachting Association (RYA). He is qualified to examine competent yacht masters to the level of 200 Ton All Oceans Certification. He has contributed to our newsletter and if you are looking at getting an international yacht master certification you will find his article interesting. We have many great contributions in this Newsletter, such as Admiralty Attorney, James Mercante, Esq., Wayne Canning, AMS® with an excellent article on Batteries, and Joe Derie's on OSHA Standards.

Update on E&O Insurance
SAMS® now has 343 members enrolled in our group E&O insurance program. We have had no claims to date. We did have a close one that was handled without having to make a claim on the policy. The next opening for insurance applications will be January 2019, this will also be the renewal date for all policies.

How would you like to carry my bag?
This is a statement made by a number of surveyors when they are mentoring a new surveyor. I personally had an opportunity to carry a good friend and well known surveyor's bag a few months ago. If you have not heard any of his presentations you are missing out. Joseph W. Lombardi, AMS® came to Halifax at the request of the HMCS Sackville Trust and the CCS Acadia owned by the Maritime Museum of the Atlantic. The HMCS Sackville was placed into service by the Royal Canadian Navy back in December 1941, and the CCS Acadia was launched in May 1913. I had been personally called to assist the museum in a parcel flooding of the coal stores area which caused the vessel to develop a very noticeable list. Joe arrived in Halifax and we met at the Navy Dock yard and after a short meeting with members of the trust, he began to inspect the hull of the HMCS Sackville. Joe is a world renowned expert on the refitting of Military and museum vessels. These two clients brought him to Canada to help them with two vessels that have historical value and are icons of the Halifax Harbour. I was honored to be asked by him to attend the inspection, and yes I did learn something. I would like to thank Joe Lombardi, AMS® for his time and knowledge, and the rum that we had after as well…lol

If you are interested in learning more here are a few links:

HMCS Sackville https://hmcssackville.ca/
CCS Acadia https://en.wikipedia.org/wiki/CSS_Acadia

Hope to see you all in Portland Oregon for the next IMEC

CHEERS!

Bill Trenkle, AMS®
Executive Vice President

Ethics

Now I do not want to sound like a broken record, however, we are still receiving way too many complaints about our members. These complaints originate from pre-purchase customers, boat owners, insurance underwriters, as well as some yacht brokers.

Obviously, the yacht broker complaints have to be viewed skeptically, because most are complaints about a surveyor "killing a deal". However, our code of ethics requires that we do not over-emphasize facts. Sometimes this gets done on behalf of the buyer inadvertently by surveyors who are just trying to help their client. It is easy to do, a high moisture level spot on the deck can be blown out of proportion easily to an uneducated buyer, when all the surveyor should be doing is reporting the condition and discussing remedies, sometimes a surveyor feels they need to condemn a boat or tell a buyer to walk away, when what really should be done is:

1. Report the facts in an un-embellished manner.
2. Discuss what needs to be done to correct the discrepancy, with input on costs.
3. Let the buyer factor those issues into his decision on whether to purchase or not and what he should pay.

Yacht brokers are quick to throw the surveyor under the bus, so be cautious and don't overextend your role in the purchase process.

Insurance underwriters complain mostly about surveys that do not adequately describe the vessel so that they can make an intelligent decision on insuring it. As you write your reports remember there are end users that are trying to get an overall picture of the vessel. A list of equipment without descriptions as to its condition, does not help them. A valuation without back up as to how the figure was arrived at, will not work for them. Keep this in mind as you write the report and when you proof read it, try to do so with an open mind and think of how you would perceive what you are reading if you were a boat buyer or underwriter.

The bulk of complaints by boat buyers or owners having surveys done on their boats are in regards to timely receipt of the report. It is a violation of our code of ethics to be unprofessional. Delivering reports later than promised to a customer is unprofessional. Inaccuracies also are common complaints. Many people use the cut and paste method in preparing their reports and they don't properly proof read the report before sending it out, and next thing you know the survey report on the 39' Bertram convertible Sport Fisherman has a description of a 3 spreader mast & rigging, oops! So embarrassing, just proof read the report carefully, it is time well spent.

In closing, I also want to stress that communicating with your customers if they have a complaint is vital. Lack of return phone calls and emails, just makes people angry. Many issues can be defused quickly and easily by just communicating in a friendly, non-defensive, non-confrontational manner. The complaint may be completely unfounded, but if you act defensively and un-cooperatively, that customer will tell his friends, and his friends will tell their friends and next thing you know you have a bad reputation all across town. Don't let that happen to you!

John Lowe, AMS®
Secretary/Treasurer

Bring in an Expert

Hope everyone is busy and having a productive season. I was speaking with another surveyor recently, he was pontificating about a case he was involved with, and his client's legal rights as if he was an attorney. He is not an attorney, he is a surveyor with no legal expertise, but has opinions about the law and how it applies to his client. As surveyors we sometimes tend to get into areas outside of the spectrum of our abilities. This can have serious consequences for ourselves and our clients. My mentor always said, "A good expert knows when to bring in a better expert." We should always think things over when giving advice or issuing reports, and remember that we are people who hit boats with a hammer for a living and not much more than that. Some of us may have specialized skills and that's great, but we need to be careful not to overextend ourselves. Experts like metallurgists, attorneys, mechanics, oil analysis labs, fire cause and origin experts, and many others should be used when applicable. Use of these experts will help solidify your reports, and if things get litigious should help in depositions and / or court. We are for the most part general practitioners and should act as such. Your doctor may tell you that you need to have your appendix taken out, but that doesn't mean he will be doing the surgery.

Be well and I will look for you in the yards !!!

The Following Members Have Will Return For The Next Issue

Michael R. Tock, AMS®
Great Lakes Regional Director

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

Robert Horvath, AMS®
President

Kenneth Weinbrecht, AMS®
Education Vice President

Over the years I've had the unfortunate opportunity to see people get hurt at boat yards and on boats; falling through open hatches is the #1 cause of injury on boats. So that being said, I thought it would be a good idea to have a refresher CPR and triage hour. I know that some of you might be CPR certified, but many are not and we should be prepared if it's necessary to offer assistance. While this is not a Certified CPR Course, it is really just a prima.

Our IMEC is really shaping up and here's an advanced look at the 2018 IMEC draft. You're seeing it before it gets mailed. Don't hesitate to make reservations, they are starting to go fast. Portland is a great and exciting area in the Northwest and I'm sure that you, your spouse or partner will enjoy it.

Google the Portland Coast and sights to see……you'll love it.

2018 IMEC

"When You Stop Learning; You Start Dying" - Albert Einstein.

Wed: 10/31
1300 - 1400 - ABYC - Current standards vs. older vessels, what do we use?
1400 - 1500 - Refresher CPR - John Adey, SAMS® Affiliate - President ABYC
1500 - 1530 - Break
1530 - 1630 - Ethics and the Marine Surveyor - Randell Sharpe, AMS® (2 CE's if you take the ethics quiz)
1800 ***Presidents Reception***

Thursday: 11/1
0830 - 0900 - Intro of the Board of Director's
0900 - 1000 - Metal Boat Building & Inspection
1000 - 1200 - Over Current Protection & Wiring - Scott McEniry, Blue Sea Systems
1200 - 1330 - Lunch
1330 - 1500 - Rigging Inspections
1500 - 1530 - Break
1530 - 1700 - Corrosion Control & Trouble Shooting - Kevin Ritz, Electro-guard
1800 ***Gala Dinner***

Friday: 11/2
0900 - 0915 - Housekeeping
0915 - 1030 - Cargo Inspections - Andrew Kinsey, AMS®, CMS
1030 - 1100 - Break
1100 - 1200 - USCG Commercial Fishing Vessel Safety Exams - Joe Derie, AMS®, CMS
1200 - 1330 - Lunch
1330 - 1500 - Inspecting Wooden Boats - Lee Ehrheart, AMS®
1500 - 1530 - Break
1530 - 1700 - Outboard Failure Analysis - Alison Mazon, AMS®

Kristoffer Diel, AMS®
Testing Vice President

MOLD

You get a call for a survey, and one of your standard question is; *"How long has it been since it was last used/ moved?"* Especially with an older boat that has sat at the dock until the Admiral decides to get rid of it, because the Captain has passed. Mold in a boat can be a costly and dangerous problem, particularly when infestations of toxic black mold occur. Toxic black mold can be costly to remove, and black mold exposure and black mold poisoning can cause a wide range of health problems, some of them severe.

Toxic black mold, or *Stachybotrys chartarum*, as it's known to scientists, can release spores as it feeds on organic materials in common materials aboard, like carpet, insulation or flooring that have been exposed to moisture (on a boat, what isn't?). These spores, if ingested or inhaled, can cause a wide range of unpleasant and even dangerous symptoms in humans.

The symptoms and health effects of black mold exposure and black mold poisoning cover a wide range of health problems, but understanding the indicators can help keep you and your family safe. Also, some people are more susceptible than others.

The most common black mold symptoms and health effects are associated with a respiratory response. *Chronic coughing and sneezing, irritation to the eyes, mucus membranes of the nose and throat, rashes, chronic fatigue and persistent headaches can all be symptomatic of black mold exposure or black mold poisoning.*

In particularly, severe cases of prolonged exposure to black mold, can have more dangerous health effects. Often compounded by allergic reaction to the black mold spores, these symptoms can include nausea, vomiting, and bleeding in the lungs and nose.

So, if you have even the least suspicion of mold, or you see some (no, you can't visually tell the good from the bad), have a respirator handy in your tool bag. Get a hold of your client and ask permission to get a sample, and send it off to the local laboratory.

Gary Frankovich, AMS®
Membership Vice President

In case anyone hasn't noticed, it's summer again, at least here in Florida where the humidity is only a few digits higher than the temperature, and neither are on the low side.

Membership in SAMS® is creeping up again, we currently have a total of 831 surveyors (623 AMS® and 208 SA), 50 Affiliates, and 25 retired members for a total of 906 members, that's 11 more than last year at this time, plus we have more than 30 applications to join that are currently being processed.

Having just returned from the Summer Board of Directors meeting, I'm excited to inform everyone that the BOD has given me the go ahead to form a "Recognized" mentoring program to help our SA's and SAMS® applicants that show promise, these people are the future of SAMS®. By "Recognized" I mean that all AMS®'s approved as Official Mentors will be listed as such, be recognized at Regional meetings and at IMEC, and will accrue CE's for their efforts. We're not looking for people to have an SA carry their bag in order to learn the trade, although if you're willing, those damn bags are a lot lighter when someone else carries them. What we really need are AMS®'s willing to review survey reports, be sure they are in compliance with SAMS® minimum Recommended Survey Report Content, and when they aren't quite up to snuff, mentor the SA or possibly the applicant who shows promise, and help them bring their reports up to our standards. This doesn't need to be a Face to Face type of mentoring, it can be done over the phone and by email. One of the problems in the past was that people didn't want to train their competition, but by mentoring by phone and/or email, you won't have to mentor anyone too close to you if you don't want to, they can be from another area of your region, or even from a different region. What we will ask is that if you are interested, we'd like to send you a survey report and copy of the Recommended Survey Report Content along with the Survey Report Review Sheet, go through the report, fill out the review, and send it back to SAMS® HQ. You will need to be either familiar with, or make yourself familiar with the Recommended Survey Report Content. Who knows, it may also help you make your own reports better. I'm not going to kid anyone, this will take some time out of your already busy schedule. When I made that same comment a few years ago about being too busy, our Past President Stu McLea, AMS® told me, "Only people that are busy know how to organize their time so that they can contribute to the organization." SAMS® has been really good to a lot of you out there, and here's your opportunity to give something back. PLEASE help us keep SAMS® the Premier Marine Surveying Organization by volunteering as a Mentor. You can contact me or SAMS® HQ for information.

Need CE Credits

Newsletter Material Deadline: Have an interesting topic? Send it in! If your article is published in SAMS® NEWS, you not only contribute news and information, you may be eligible to receive (3) CE Credits* for your article. The cutoff date for material to be submitted for publication in the next SAMS® Newsletter is November 1, 2018. The editor must receive all articles by this deadline or they MAY NOT be published in the next issue.

Joseph Lobley, AMS®
Meeting/Conventions Vice President

I am truly amazed at how quickly IMEC approaches each year. It was two years ago when I visited Portland, Oregon and now I am working on the catering decisions for the meeting, just a few months away. Early indications are that this will be well attended, so I would suggest you make the hotel reservations now. Their room block will quickly sell out and I am not sure if we can increase it. Here are the details. IMEC 2018 is at the Hilton Portland Downtown in Portland Oregon, October 31-Nov 3. We have a guaranteed room rate of $189.00. Unfortunately, parking is at a premium but there are many public and private transportation options, as is with any city. The Max Light Rail runs from the airport to Pioneer Square, which is a block from the hotel. The cost is $2.50 each way and takes about 30 minutes. This is a world class hotel in the heart of the city with numerous shops, restaurants, pubs, and dozens of gourmet food trucks just blocks from the hotel.

IMEC 2019 will be at the Hilton Desoto in Savanah, Georgia, We had a date change for the better. The new dates are September 25 - 28. The hotel asked that we change out contracted dates due to the Savanah Marathon that takes over the city. They are giving us the same room rates of $176.00 per night even though it is still the high season. The parking is fixed at $18.00 per day. The hotel is in the Historic District which is a beautiful part of the city. This meeting may break our record for attendance.

IMEC 2020 will be in the great city of Montreal, Canada, October 28-October 31 at the Hyatt Regency. The room rates are $229 Canadian which converts to about $175-$185US depending on the exchange rate. The hotel is very modern and elegant. There is a 2 story mall on the ground floors with restaurants, shops, grocery stores, and a bakery. The Old Port section of the city is just a few blocks away. The hotel sits on St. Catherine's Street which is a famous mile long shopping district. If the weather is a bit cold or rainy, not to worry, the city has a vast underground level with pedestrian walkways. This can be accessed at the hotel. This is an awesome destination, so bring your significant other. Montreal is a one day drive from most of the North East and the Great Lakes regions. I drove from the coast of Maine to the hotel in six hours. There is parking at the hotel and other garages, but unfortunately these are privately operated and there is no discounted pricing.

I know everyone is working hard, so take some time off and come to Portland for great education and networking opportunities.

2018
Hilton Portland Downtown

2019
Hilton Desoto Savannah

Eddy J. Assaf, Jr., AMS®
Public Relations Vice President

Hi all from the great white HOT North! We've been having a heat wave here for the last couple of weeks, it's better than snow, but with the heat and humidity it hasn't been that easy working, for those who have been experiencing this heat wave, just remember that in 6 months from now we will be missing this.

Our advertising campaign has been going well, I have been keeping track of the different areas, and during the periods that we were advertising, and so far it has gone well. It's also showing me a little better how to set up the advertising in certain areas, and what is the best time to do that advertising. For example, the North East gave a great response in March and April, but not as good in June. However, June was good in Southern California and the Carolinas. In July, advertising will be in Connecticut/Rhode Island and New York. These ads, in different areas will continue to run until the end of October. Then I will sit down and crunch the numbers to give me a better idea where to advertise, and at what time of the year it would be most productive. If any of you have had any feedback from this, I really would appreciate hearing about it. It's nice to have the sites records on the hits we are getting, but your response would also give me a better idea.

Last month we started running a campaign with Google ads word, as I didn't like the idea that every time I would do a search for SAMS® we would land up coming out on page 4 or 5 of the search results. With the new set up that we have, we come up often on page 1 and page 2 depending what search words you use. This effort started last month and so far we have had over 400 impressions. All of this is to help searching for a marine surveyor easier, by bring you to the SAMS® homepage. Hopefully we will get some good results from it.

If you are like me, whenever a client calls me I like to find out where he got my name or information from, whether he got it from a reference, my website, the SAMS® website or just to keep track of how they were able to contact me. It is interesting to find out, because I like to know where I am most seen, or what advertising is giving me the best results, will make me spend my dollar a little more productively.

The new website should be up and running within the next month or so. A mock site has been sent to all the members so that you can confirm your information and where you are placed on the map corresponds properly. Once you have checked it out please, contact Headquarters only if any changes have to be made, we would like for all to be in order before making the switch.

Portland is just around the corner, so those who will be going can start setting up for arrangements to be there. Ken Weinbrecht, AMS® has outdone himself again and has set up a great program; this is one you shouldn't miss.

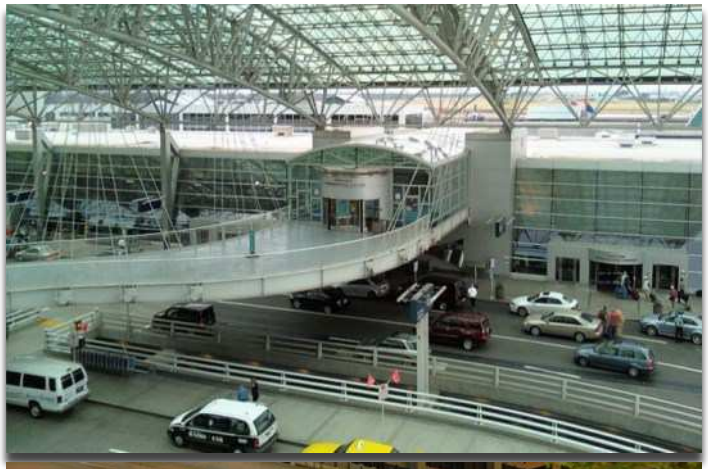
If any of you have any ideas or articles for local digital advertising please contact me directly via email at info@avtechmarine.com or you can always go to our website and get my info.

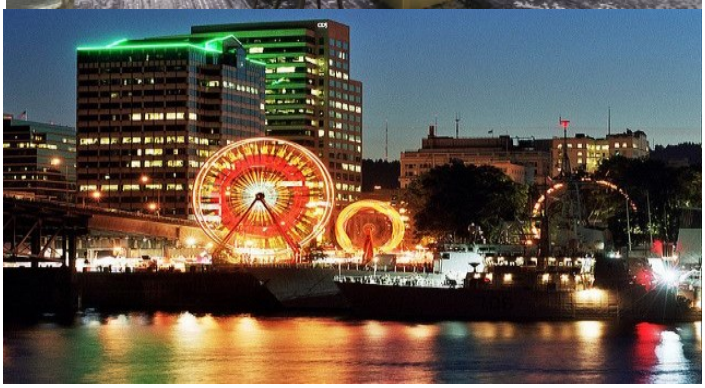
Well that is about it for now, wishing all a very good season and of course, and most important is to be careful out there.

Hope to see you in great number at Portland's IMEC in October.

Cheers

IMEC 2018 PORTLAND, OREGON





MAKE YOUR RESERVATIONS EARLY

R. Dylan Bailey, AMS®
Florida Regional Director

I want to thank all the speakers that spoke at the Florida Regional Meeting this past March, and all the members that turned out for both days to make it a great meeting. I would like to especially thank Jerry Schmitt, AMS® for his help every year to make sure we have a great place, and are well fed at the Pelican Yacht Club in Ft. Pierce, FL. Next year's meeting will be the first weekend in March 2019, mark your calendar now.

Something we can all do to improve our reports is to proofread before sending. My process is to read the report on my iPad as a PDF before sending. If possible, I do it the morning after I prepare it. The more time you can take between finishing the report and proofreading, the better. Try reading a report you wrote a few months ago. See any mistakes? I know I always see areas where I could have improved. Use spell and grammar check, but do not rely on them. There are other tools that may be helpful; ProWritingAid, Grammarly, and classes that will teach you how to be a better proofreader. Besides checking for spelling and grammar, make sure the information for the boat and client are correct in your report.

Stay cool this summer and safe this hurricane season.

City of Portland

Randell Sharpe, AMS®
Pacific Regional Director

I'm returning from the summer SAMS® Board Meeting. We had another productive meeting. The Board is working hard to make sure our advertising dollars are spent where we will get the biggest bang for the buck. The upcoming IMEC in Portland will be a great event for networking and education in our chosen field of marine surveying. Your meeting and education directors have once again put together a great agenda at a venue that is sure to please. I expect to see most of you there. If you haven't been to an annual meeting recently, remember it is required at least once every five years. This one is in our region so no excuses this year. Be there! Folks that wait until the last year to attend and then have an emergency, simply show poor planning and there is no excuse for not making an a IMEC at least once every five years. When someone asks me for a referral outside of my local area I always recommend someone I have met and am comfortable recommending, based on personal contact. I find that by attending all of the IMEC meetings I can make, I more than recover the cost of the meeting with additional business referred to me from contacts at the meetings. We will have a regional meeting at IMEC on Thursday right after the afternoon educational seminars are completed. Stick around and have your voice heard. Bring your thoughts and concerns about the region to that meeting. I trust you are all busy. I have been referring customers to the SAMS® website when they need a survey sooner than my schedule allows me to get to them. Check the website to make sure your information is up to date. Work with SAMS® Headquarters to make any corrections needed.

As I review annual survey submissions from the SA's in the region, I am always finding areas for improvement to comply with the SAMS® recommended survey report content. Sometimes I receive comments like "Well so and so gave me his format and he's an AMS® so I assumed it met the SAMS® standards." Don't make that assumption! If you are mentoring someone make sure your reports meet the standards. If you have been using the same format for years, I highly recommend that you get out the SAMS® recommended survey report content guideline and take a critical look at your report format, and update any areas that need attention. Don't count on the software you are using to have everything needed to meet the standards. Proof Read! Spell Check! Have the computer do word searches for common typos. Make sure the report reflects the professionalism you want your customers to see.

You will see my name on this year's ballot for VP of Testing. I volunteered to take over this position as Kristoffer Diel has been doing it for several years. Kristoffer Diel and I spoke about it at the meeting and he remains interested in continuing in the position for another year. I would be happy to take on the task and equally happy to remain as the Pacific Regional Director. This leaves you with two choices and I believe Kristoffer Diel would be capable to continue to fill this post, and I would be happy to take it on and continue his excellent work. If you vote me in as VP Testing, we will need someone to step up to the Regional Director position. If you are interested in that position, please let me or our Board know. Filling the RD position is time consuming but rewarding, as you give back to a great organization.

As always be safe out there. I don't want to hear of anyone falling off a ladder or getting injured on the job. Please let me know if you have any questions or concerns that you want to bring to the Board's attention.

Nicole McLoughlin, AMS®
Canadian Regional Director

Happy Canada Day!

While en-route to the SAMS® Summer Board Meeting in New Orleans last week, I happened to catch a travel article on Toronto. It included sites to see and places to eat. Toronto is an incredibly dynamic city, as locals will attest to, until you're stuck in gridlock on the 401… The article included a quote from a museum that read: "Generosity is the disposition of the dwellers of paradise". It resonated with me as I consider myself incredibly fortunate to live where I do, to do the work that I love, and to travel. You can't grow, or appreciate coming home until you do. So, if you're going to host a Board Meeting, why not in "The Big Easy"?! How to better serve our members was a common theme throughout the meeting. A couple of initiatives include:

*Recognized mentor support for new and existing members

*Renewed commitment to develop report writing and testing review strategies within each region.

I hope this finds you well and as busy as you want to be in your summer slice of paradise.

Next Stop: PORTLAND, OR!

Peter J. Spang, AMS®
North East Regional Director

I am happy to report that despite the rise in fuel prices, the market is still decent in the Great Northeast. When the prices were quickly elevating I noticed a decline in requests for Pre-purchase surveys, but once we hit a little over $3/ gallon street price, then backed down a bit, the calls started up again. People apparently have money and confidence in the economy to purchase, but balk at the idea of spending a few hundred more per season for costs of ownership - REALLY? Recently, I had a customer ready to spend $75K for a World Cat., but thought my costs to survey were exorbitant (to boot he was a doctor). The sailboat market is still weak as it has been for the last few years. Millennials just aren't interested in cruising to nowhere at 5-6 knots and strategize how to get there.

The Board of Directors and most of the Regional Directors just met in New Orleans. The meeting was productive in all aspects and with a lot of focus on substandard report writing. Recent applicants seem to know how to physically survey a boat, but don't know how to convey what they saw in a descriptive way. Lack of reference to specific ABYC, NFPA, COLREG, etc. recommendations, CFR regulations, and valuations not to USPAP Standards are problems. Thus, the need for members who know how to write a meaningful and informative report that includes SAMS® minimum content, and willing to step up to the plate and offer their time to mentor such. In the past, members have been leery of mentoring locals who would eventually become competitors. For report writing skills, one would be helping someone usually from a distance, usually a different state. It is done by phone and internet. It is personally rewarding and there will be incentives to be decided upon at our next meeting. Your RD can't do it all and could really use an extra hand or two. I personally want to thank Fred Bieberbach, AMS® for his invaluable help as my sub-Director, (and his participation on Boat Pokers), and especially Jim Sanborn, AMS® who conceived this mentoring program on his own before I became RD. With the Board's help, your spirit of participation, this program should be an asset to our Society. "And in the end, the love you take, is equal to the love you make". Beatles/ Paul McCartney.

P.S. The heat and humidity in NOLA was oppressive and I was looking forward to getting back to my temperate Cape Cod. However, I seemed to have brought the same weather home with me. Surveys will start earlier in the morning now and the game will be "Beat the Heat". To all of you, remember to bring a cooler with water, hydrate, hydrate, hydrate, and if it gets too bad, take a break and get into an air-conditioned room or your car for a half hour.

"Reputation"

We all play a part in protecting and building our reputation and maintaining high ethical standards in SAMS®.

Reputation takes years to build and minutes to lose. Acting responsibly as individuals will ensure we act responsibly as an organization.

Stuart J. McLea AMS®
SAMS® Past President

Clinton Evans, AMS®
Gulf Regional Director

Summer is here and it is hot and humid so drink plenty of fluids while you are out in the field. Looking ahead I am putting together the regional meeting this fall in New Orleans, to coincide with the International Work Boat Show. The regional meeting will be broken into two segments. The first segment is November 27 and 28. Ms. Mona Miller will be teaching a 15 hour USPAP course, the cost is $375. The second segment will be on November 29 and will consist of various typical survey topics, the cost will be $100. Come to either segment or both. Details as they become available will be posted on the SAMS® website.

We all know that aluminum fuel tanks when mounted in the bilge of a boat, will eventually corrode especially if the boat is used in salt water. Plastic or fiberglass tanks will solve the problem, correct? Well, the tank itself will not corrode, but one must be aware of the various items attached to said tank. Such as the fuel sending unit, many of them are made of aluminum with stainless steel mounting screws. Aluminum corrodes in salt water and the corrosion can be exacerbated by the galvanic action of the stainless steel screws. When this happens the seal between the fuel sending unit and the tank is violated and water can get into the tank.

Deck plate removed to gain access to the fuel sending unit.

Close up of the corrosion on the sending unit. This expansion of material forced open the seal between the sending unit and the tank.

The threaded inserts in the tank also corroded and in this case only two of the five were useable.
If you are not in the habit of popping open the deck plates to look at the fuel tank, sending units and hoses because the vessel has a plastic fuel tank, then you may want to change that habit. Remember, it is the little things that will come back and bite you.

Again, it is hot out there, drink plenty of water, lubricate your brain.

Joseph A. Derie, AMS®
SAMS® Commercial Workboat Chair

TRAINING ON OSHA STANDARDS

The US Coast Guard has regulatory responsibility regarding safety aboard uninspected commercial vessels at all times. The Occupational Safety and Health Administration (OSHA) also has regulatory responsibility regarding safety aboard these vessels while they are in US waters (OSHA Instruction, Directive Number: CPL 02-01-04, effective date: 02/22/2010, Subject: *OSHA Authority Over Vessels and Facilities on or Adjacent to U.S. Navigable Waters and the Outer Continental Shelf (OCS)*. Due to this memorandum, surveying uninspected commercial vessels should be done using the required standards of the USCG, general OSHA (29 CFR 1910), and if the vessel has a crane, OSHA (29 CFR 1919). To survey a vessel to OSHA Standards requires training in these standards.

Training on OSHA standards is readily available both in online courses or standard classroom training. Marine surveyors should take the *OSHA 30 Hour General Industry Training Course*. The 30-hour class is deemed more appropriate for supervisors or workers with some safety responsibility. Online courses are offered at several prices from various sources. Training opportunities can be found by googling "OSHA 30 Hour General Industry Training." Online courses are geared so that the student can stop and resume his studies throughout the course. I chose an online course which advertised a free study guide, it turned out to be a large telephone book size document, that contained all the OSHA 29 CFR 1910 standards. This has been an invaluable source document for looking up OSHA standards, and was helpful while taking the course.

Successful completion of the course comes with a certificate documenting 30-hours of training and CEUs. Be prepared to spend 30 hours on any online course, because OSHA requires the student to have 30 hours of training and there is no way to fast forward through the course. Be prepared for quizzes throughout and tests at the end of each chapter, whether you take an online or classroom course.

When choosing courses do not confuse the *OSHA 30 Hour General Industry Training Course* with the *OSHA 30 Hour Construction Industry Training Course*. The former covers OSHA 29 CFR 1910 which are the standards uninspected commercial vessels are required to meet. The latter covers 29 CFR 1926 *Safety and Health Regulations for Construction*, which is applicable to uninspected commercial vessels in only two areas. 29 CFR 1926.605(b) *Access to barges*, and 29 CFR 1926.1437(a) *Floating cranes/derricks and land cranes/derricks on barges*.

As always, I hope anyone who wants to discuss this column or has questions about commercial workboats or 46 CFR Subchapter M will contact me at 503-236-6818.

While we fondly remember the departed……..

Edwin C. Boise
East Dennis, Massachusetts

Donald Capo, AMS®
St. Augustine, Florida

LIABILITY – LIABILITY - LIABILITY

By Bernie Feeney, AMS®

We as surveyors are all too aware of our liability exposure when it comes to surveying a vessel. Every day we work very hard to express to our clients that we will perform our duties with the professionalism and competency he expects and deserves. You are selling yourself every time a client calls, he is interviewing you, and you are interviewing him, and trying to convince him, "**you are HIS guy**"!

You want the assignment, that's the business we are all in. Got the JOB! Now you set the date, arrive, and proceed with the survey inspection, and follow up with the report in a timely manner. You are the professional! You got paid, and ready to move on to the next assignment.

I have several disclaimers in my reports for various issues to protect my interests, but these alone may not be adequate enough for the seriousness of the subject I want to discuss here. I'll address these disclaimers in another article.

I'm sure we have all missed a finding or two in our careers, and hopefully we have learned from those experiences, I'm no exception. But what happens, when the findings you missed were not of a serious nature? OK, let's say a stereo speaker did not work, or one of the underwater lights did not work, or you talked about an issue with your client at the survey, but did not present it in the report text or some other minor issue you missed. Some fast talking, and an apology might get you a pass if the client is a reasonable guy. Or maybe no one caught your mistake? Not even you! Have you ever been on the ride home and thought to yourself, "dog gone it, did I take a photo of?!?!?". I have, and still do! The client, the broker, the owner or the weather or something distracted you, and you just didn't get it done. We're not perfect, but we give our all.

We are not supposed to miss anything! Perform perfect inspections! Like I have a crystal ball, and can predict issues down the line, we've all been there. But, we do our best to inspect completely, and professionally, and with our experiences, we can and do sight findings that may be an issue going forward. The client now thinks he hired the right guy! Those feel good times, expanded hat size necessary!

A missed finding can be a serious issue if your error or mistake results in death! YES DEATH! No amount of apologies could or ever begin to explain how this happened. A lawsuit, and many sleepless nights will surely follow. Your entire career, life, and any possible future is at stake, and this mistake will most likely haunt you for the rest of your life. This glaring liability issue can be avoided with a little extra effort, it stares' us all in the face in EVERY survey we perform. That is;

Cont.

CO detection!!!!

I'm sure most of us are diligent, and include CO detectors in your inspections, but are you documenting your findings in the report to protect your interests, and informing your clients of the dangers?

I've been keeping track of an increasing findings trend in vessels I've surveyed in recent years.
Well over 50+% of hard wired CO vessel detectors are not powered up! Old fashion not working!

Most units in this condition I find have been!

Unplugged! OR Just old fashion not working due to age or neglect

This is what you should be looking at, and documenting with photos, and inserting into you report text!
Even when sighted to powered up, and "appear" to be serviceable, you should document with photos.

As a rule I take a photo of the unit, whether the power light is illuminated or not, I present this photo in the survey report text to indicate that I did inspect the CO detectors to determine whether they were powered up or not. I always insert photos of **ALL** the detectors in the vessel, whatever their status is (light on or off). I also remove the cover of the detectors that are not powered up, and take a picture of the circuitry, usually the unit is unplugged. I NEVER plug the unit in as I am not there to repair or make the system functional!! What if you plug the unit back in? Do you know it will perform the task it was designed for? Are you a qualified CO professional? Have you made the tests recommended by the CO manufacturers? I do make note in the report, with the photos, as well as inform the broker/ seller/client of the issue if they are in attendance. It is an "A" finding of the most serious nature as far as I'm concerned. "An ounce of prevention."

If an older vessel is not equipped with CO detectors I always recommend that portable type battery operated CO detectors are installed in all living spaces at the very least, but press that they should install marine grade type detectors as there is a difference in their sensitivity and standards of manufacture.

As a caveat to this recommendation, I also recommend smoke detectors in all living spaces as well!!

Cont.

This is why carbon monoxide (CO) needs to be discussed, it can overcome a person quickly, and it can be fatal in short order. The most prevalent source of CO is exhaust from gasoline engines, generators as well as grills! These fumes reach boaters from leaks in the exhaust system, fumes sucked back into the boat (station wagon effect), or from other boats. There are many, many ways CO can find its way aboard. (That little Honda generator sitting on the swim platform when boaters raft up for the weekend! I cringe when I see this!)

Since carbon monoxide is colorless, and odorless, the installation of CO detectors aboard all recreational boats is recommended. The American Boat and Yacht Council now require all new boats with gasoline inboards or generators to have a CO detector installed. Be sure to use a carbon monoxide detector designed for marine use. These are calibrated at a significantly different standard than household detectors.

I have been questioned by clients as to the dangers of CO as their soon to be vessel is diesel powered; I respond with this; "the CO that may kill you does not have to come from your vessel."

Real case history! A couple was enjoying their boat at the marina, cool night, portlights and overhead hatch open. A couple of root beer libations, a movie, and off to the forward berth. After a couple days the dock master got curious 'cause he had not seen the couple about on the boat'. Further investigation found both of them dead in the forward berth. "CO poisoning" was the cause! Their boat was plugged in, no engine or generator running, both diesel types. What happened ?? A further investigation discovered that another vessel, several slips over, HAD been running a portable gasoline generator, on the swim platform, in the evenings prior to the incident as their shore power was not operational. No conclusion was made as to the source of the CO but assumptions (I never assume anything), there is a high likelihood of the cause. No vessel is exempt! CO can come from any source and can cause death! Detection is mandatory with an alarm type system to prevent the serious issues of CO poisoning.

Minnesota is the first state in the union to require carbon monoxide detectors on boats; this will take effect in 2018. This includes all older vessels with cabin accommodations. This summer, conservation officers, and other law enforcement agencies will be educating boaters about the new law, and what they need to do before next summer.

7 year old Sophia Baechler died in 2015 on Lake Minnetonka when carbon monoxide leaked from a hole in a boat's exhaust pipe. It's a hidden danger given that the toxic gas is odorless and invisible, but symptoms include headaches, dizziness, weakness, nausea, vomiting, chest pain and confusion. This could be confused with severe sea sickness symptoms as well.

We should all make the inspection of CO detectors a part of our everyday check list as we all do now for USCG required equipment, and ABYC Standards compliance. Missing this critical inspection, and documenting it (very important) can cause you to walk the floors at night! Don't be a victim.

I hope this review alerts all of us to the liability dangers that exist, and if we do our job, going forward, and we can prevent a death, then we have performed as professionals. Making this exercise the norm in our survey check list, we can hope no one will ever experience a nightmare, and a career disaster. It is easy to miss the everyday obvious.

Cont.

I found the following article on CO detectors many years ago, and I don't remember who published it, but I copied it, and I attach this to "ALL" my survey reports on all gas or diesel powered vessels. My hope is that my clients read, and understand the dangers of CO, and by sending this article I might save them from a deadly situation, and reduce my liability as the professional who should have informed the client.

I believe an ounce of prevention could keep you out of court, and a career destroying situation. Feel free to copy, and file as well as educate your clients to this danger.

All Carbon Monoxide Alarms that are 5 years old and older are beyond their Mandatory Replacement Time, and MUST be replaced.

Underwriters Laboratories Carbon Monoxide Standard UL 2034 now requires that all Carbon Monoxide Alarms be designed to include an **End of Life** signal. Boats are often sold with out-of-date units posing a risk to boaters.

Carbon Monoxide Alarm Safety Check

- Replace any CO alarm that has an ON/OFF switch. These models are over 20 years old, and do not comply with ABYC A-24 or UL 2034.
- Check for test button. If alarm does not have a test button it should be replaced.
- Remove CO alarm. Turn unit over and look for red stamped production date. Add five years to that date to get the expiration date. Replace alarm if it has expired.

- Check to see if device is battery operated. If it is, replace any batteries.
- Test electronics of device. When the unit is first powered up, the CO sensor requires a 10 minute initial warm-up period to clean the sensor element and achieve stabilization. The GREEN LED indicator will flash on and off during the 10 minute warm-up period. This unit cannot go into an alarm during the warm-up period. Steady GREEN light indicates device electronics are normal.
- The TEST button tests all ELECTRICAL functions of the alarm. It does not check the sensor operation. The TEST button is located on the front of the alarm. Press and hold the TEST button for 1 second. The alarm is working properly if the GREEN indicator light changes color to RED, and the horn beeps 4 times.

IMPORTANT – If alarm does not test properly, replace it immediately.

Cont.

Indication of alarm malfunctioning:

- **Audible Signal: BEEP EVERY 30 SECONDS; Visual Signal: LED Indicator Light alternating RED / GREEN**
- Test CO Sensor. Use a can of SAFE-T-ALERT CO test gas to test the 400 PPM calibration point using the test chamber included with can. Consider also using a handheld CO monitor to be sure.

DO NOT ATTEMPT TO GENERATE CARBON MONOXIDE TO TEST THE ALARM. **IMPORTANT – If alarm does not test properly, replace it immediately.**

- Review CO alarm testing procedures with boaters.

Potential Sources of Carbon Monoxide

- Engine, and generator exhaust
- Portable grills, generators, and space heaters
- Camp fires, gas stoves, and ovens
- Other boats
- Defective engine
- Exhaust system

CO Facts

- CO is odorless, colorless, and tasteless.
- A CO leak cannot be smelled.
- The initial symptoms of low to moderate CO poisoning are similar to the flu (but without the fever) and include headache, fatigue, shortness of breath, nausea, and dizziness.
- Carbon Monoxide poisoning can lead to death.

ABYC has published an updated standard, A-24 Carbon Monoxide Detection Systems. The standard now requires CO alarms on all boats with an enclosed accommodation compartment manufactured after July 31, 2016.

TALKING ABOUT SEACOCKS

By

Christian Mancebo, SA

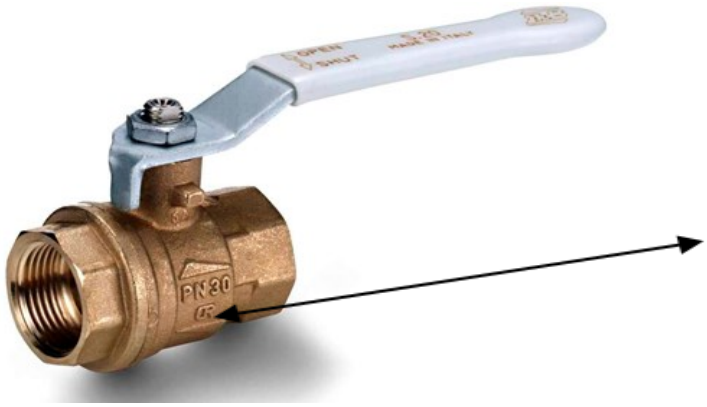
One of the most important single parts on the boats are the seacocks and thru-hulls. Among the crucial responsibilities of every surveyor is to assess the quality and condition of those two components.

The ABYC has established standards (H27) for marine seacocks. One of them is that the seacock withstands a 500-pound load applied to it for a period of 30 seconds to the inboard end of the assembly. This also requires that the handle indicates whether it is open or closed. Remember that ABYC outlawed gate valves many decades ago.

Unfortunately, we are still seeing this type of fittings. This is inadmissible.

Cont.

Another challenge we usually find in boats is confusion of the owners and captains replacing the seacocks whilst thinking they are getting DZR or marine quality bronze, but instead they are getting brass due to the lack of labeling from the manufacturers. Using brass fittings can lead to catastrophic results for boats. Brass is an alloy consisting of zinc and cooper. In saltwater, brass is prone to produce a form of corrosion known as a dezincification resulting in what is often referred to, as metal becoming "carroty" due to its color.



Seacock valves should be inspected annually for corrosion, and exercised periodically to ensure their correct operation. Further, their ball valves should be greased once a year.

Additional options of DZR or bronze sea cocks.

One of the preferred choices for many boaters is to install plastic (Marelon made by Forespar) seacocks and fittings. Marelon is not exactly plastic, it is a glass reinforced nylon that does not corrode, is flexible and requires no bonding and minimal maintenance.

The 93 series Marelon seacocks thru-hull valves meet all the ABYC standards and are ISO certified.
Nonetheless, one must be very precautious where to install Marelon fittings, since it is not a good idea to use them in engine spaces or other areas exposed to risk of fire due to lack of resistance to it.

Case

A few months ago, I was called to survey a Beneteau 26´, while inspecting the seacocks (marine quality bronze) I noted, that even when they looked to have some signs of corrosion, the seacock handles were opening and closing smoothly. Apparently, they were fine with the exception that they were a bit corroded. Therefore, in my report I recommended to pay close attention to them and with any signs of strange leaks, corrosion or anything else they should be replaced immediately. The Beneteau's owner did not want to spend more money by replacing them right away and made a decision to wait a few more months.

Seacock at the moment of the inspection.(Beneteau 26.5)

Seacock after being pulled out 3 months later. (Beneteau 26.5)

3 months later, the owner hauled out the boat to do a bottom job and he decided to replace the seacocks. When he pulled them out, they broke apart. The only seacock that we managed to take out in one piece had the ball valve broken inside. The moral here is that even with a small "warning sign" of something wrong in the seacocks, they should be replaced right away. Just because the valve handle can be manipulated does not imply that the ball valve inside is working properly. Furthermore, this could save thousands of dollars to a boat owner.

Cont.

Broken ball valve inside. (Beneteau 26.5)

Be prepared for emergencies

Always bear in mind the importance of having plugs properly attached to each one of the fittings and also an available hammer.

BATTERY INSTALLATIONS

By

Wayne Canning, AMS®

Batteries are the heart of your boats electrical system. They can also be a very dangerous part of your electrical systems if not correctly installed. Batteries contain a large amount of energy along with some not pleasant chemicals, which can leak, and every now and then a battery may explode. Given this, it is important to make sure they are properly installed to remain safe.

As a surveyor, I get to see a lot of battery installations, some better than others. Based on what I have seen, many owners do not fully understand what makes for a safe installation. Properly installed batteries are not only safer but will last longer, saving money in the long run. A poorly installed battery on the other hand can become a hazard and may not provide the dependable power needed. Many owners and even some boat builders do a poor job of properly installing batteries so that they will provide safe, dependable power.

Fortunately, there is a set of guide lines that can help insure the batteries are properly installed, to avoid any problems. The American Boat and Yacht Council (ABYC) has developed a set of common sense recommendations on how to install batteries to ensure they remain safe, and will provide the power needed when it is needed. Now I know many get defensive when they hear talk about meeting “rules” and I get that, but I think most will agree these rules make sense. Before you lose interest thinking I am going to recite a bunch of regulations, fear not, I am just going to focus on the how and why’s of a good battery installation. In the end, your installation will be in “code” if you follow these recommendations.

Most marine batteries are the lead acid, wet cell type commonly associated with car batteries. They are heavy and filled with an acid solution. Most are vented on the top to allow hydrogen and oxygen gases to escape during charging. Yep they produce Hydrogen gas, a highly explosive gas, the same stuff that brought down the Hindenburg Zeppelin. These gases are what cause batteries to explode when things go wrong. Many boaters will also use gel cell or AGM batteries, and although many of these are sealed, they can and do release gases when over charged and these batteries have also been known to explode.

Regardless of the battery type, the installations should be the same. Batteries work by a chemical reaction, and these chemicals can be a hazard, if spilled. Batteries also contain a large amount of electrical energy. The bigger the battery or battery bank the greater the energy potential they will have.

Cont.

Anyone who has ever accidently shorted a battery knows only too well the power of that energy. It can easily melt metal, as well as start fires. It goes without saying that keeping this energy and the acidic chemicals properly under control is important. Add to that, the weight of the batteries and the movement of the boat, and it becomes clear how important a good installation is.

Any battery installation needs to meet a few basic requirements to not only be safe, but to help protect and secure the batteries from damage. It also needs to be kept in mind, that no matter what type of battery being used the requirements will be the same. With modern sealed batteries, some will argue that these batteries do not leak and therefore do not need boxes. The truth is, all batteries can fail, sometimes catastrophically, and it is important to protect the boat and equipment from damage. It also needs to be kept in mind, that replacement batteries may not be a sealed type.

Any battery installation needs to start with how the batteries are mounted in the boat. The first consideration is where to install the batteries. This is often already decided by the boat's builder, but if adding batteries or installing larger batteries, some changes may need to be made. Many builders install batteries almost as if they were an after thought, so it might pay to review the builder's installation to see if improvements can be made as well.

When picking a location for the batteries, there are a few things to keep in mind. As batteries are heavy, the weight should be down low in the boat. You also want easy access for maintenance and service. The location should be well vented to eliminate explosive gases, and also to help cool the batteries. Some space should be provided between the batteries, if possible, to allow for cooling as well. Batteries are less efficient and their life will be shorter, if they are constantly hot. You also do not want anything directly over the batteries, this is particularly true with battery chargers, inverters, and other electronic equipment. This is not only to prevent explosion hazards, but to protect the equipment. Hydrogen and oxygen gases are corrosive and will shorten the life of electrical equipment mounted above, or too close. The most common location for batteries is in the engine compartment. Batteries in the engine compartment may seem to be in conflict with the heat requirement, but if they have good air flow this will not be a real problem.

Once a suitable location has been worked out, the way the batteries are mounted to the boat needs to be considered. As mentioned, a box or tray preferably with a lid should be used. Should a battery fail catastrophically, a box and lid will help contain the carnage, they will also help protect the batteries from damage, caused by an outside source such as stowed equipment.

It is acceptable to use a single box for more than one battery, but if doing this, have a bit of separation of the batteries to reduce heat buildup when charging. I often get the argument that a box or tray is not needed with sealed batteries. ABYC uses the logic, that at some point, the sealed battery may be replaced with a wet cell, which is a valid argument. Sealed batteries can and do explode, although it is not as common. Finally, the box does help protect the battery from outside damage as mentioned. All good reasons to have the batteries in a box.

It is also important to make sure the battery is well secured to the boat. ABYC recommends that the battery be secured, so as to not move more than one inch in any direction with a force equal to the weight of the battery. This is really common sense and even more important for boats that may venture offshore. Most of the battery tie down straps found in local marine supply stores do not come close to being strong enough to secure the average battery. Even some of the better tie down straps only use small screws to secure the strap to the boat. A better system is to use ratchet type cargo straps connected to eye bolts secured to the vessel. Cross bars with threaded rods bolted to the boat also work well. Try to imagine that you turned the boat upside down and shook it. Would the battery remain in place? This may seem extreme, but it is a worst case scenario and it is not that hard to properly secure the batteries for even this extreme case. I have heard of batteries coming loose in less severe conditions, and the results are never good. Keep in mind it is the severe conditions that the batteries will likely be needed most.

Any battery installation will require some ventilation. This does not necessarily need to be a forced air system using a blower, but could be natural ventilation, if the air flow is reasonable as in an engine compartment.

Cont.

For batteries stuck under a bunk or in any area without air flow, it is wise to add some ventilation. You want to do this first, to remove flammable and corrosive gases and secondly, to help cool the batteries, particularly during charging. I have seen some installations using a small computer fan on a voltage sensing switch. When the voltage increases due to charging, the fan comes on. During charging is also when the most heat and gas will be released, so this is a good way to go.

Batteries contain a lot of electrical energy, hundreds of amps in most installations. This energy is always ready and willing to be released. Because of this, ABYC recommends covering the positive terminals on batteries to prevent accidental shorting. If you have ever accidently shorted the battery terminals you will understand the reasoning on this. A battery in a box with a lid will meet this requirement, but if that is not possible there are several companies that make rubber boots to cover the positive terminals. In a pinch, split hoses will work, the idea is to protect the positive post and connections from contact with anything that could short it out.

The batteries should also be located where they will be accessible for inspection and service. This is particularly true for wet cell batteries, but is also important for sealed batteries. With wet cell batteries it is of course important to be able to check the fluid level, but all batteries should be inspected for physical problems as well. It is important to check all the wire connections as well as the general condition. Swelling cases and/or cracks can be a sign of problems. It is also a good idea to check the battery temperature with an IR thermometer, a hot battery is a sign of a possible failing battery.

With the batteries properly mounted, the last part of the installation is connecting the wires. This is another area where problems and poor installation occur. It is common to see several wires all piled onto a single stud, and in some cases some creative engineering, to increase the number of wires that can fit on the stud. ABYC recommendations only allow for four connections to a single stud. This makes sense, as the more conductors on a stud, the more likely you will end up with poor connections. When it comes to making connections to the battery post, less is better. The best arrangement is to have only one cable connected to each post, securely fastened with a clamp or nut. Wing nuts should not be used as they are harder to get tight. The connection should be checked regularly for tightness and any corrosion.

The single cables from the battery, should go directly to a battery switch on the positive side and a buss bar on the negative side. It is best to keep the battery switch as close to the battery as practical, while still remaining easy to get to in an emergency. Several companies such as Blue Seas, now make remote battery switches making it even easier to have the switch close to the battery.

After the battery switch, should be a sub panel with breakers or fuses for all those wires that would have been connected directly to the battery. Any Starter cables can go directly from the switch to the starter without a fuse or breaker. Many boat builders are now installing sub panels like this near the batteries. They will install breakers for things like automatic bilge pumps, alarms, monitors, stereo memories, and anything that should not be turned off by accident. This setup works well for safety and reducing clutter at the battery. All ground wires should go to a buss bar located at or near the sub panel.

A good battery installation is not hard to achieve, it just takes a bit of effort and some common sense. A proper installation will not only help keep your boat safe, but will also increase the life of your batteries. It will also help protect the boat from damage due to acids and corrosive gases. It may pay to review your installation and try to incorporate as much of these “rules” as you can. There are several great products from battery boxes to buss bars that will help make a proper installation easier. Remember a poorly installed battery is a hazard to both the crew and the vessel, it will likely also shorten the life of the battery.

Cont.

Photos:

All photos by Wayne Canning, AMS® unless otherwise noted.

Photos located here:	http://www.4abetterboat.com/WP/Userfiles/Publishing/Battery install/
Proper Battery install.jpg	A well done installation. Note vent hose at top of photo. Lid secures batteries in place.
Batteries on shelf.jpg	Unsecured batteries on shelf, noted acid damaged wood lower right
Battery in locker.jpg	Heavy battery not secured and no box, and accident waiting to happen.
Terminal corrosion.jpg	Corrosion due to poor maintenance.
Battery sub panel.jpg	Typical factory sub panel to take loads off direct battery connection
No box.jpg	Well secured but no box and no cover for terminals to protect from stowed gear.
Too many connections.jpg	This setup could use a sub panel along with a box and terminal protection.
Good install.jpg	A good installation with the batteries well secured.
Proper lid.jpg	This set up will protect the boat and batteries.

5 Steps to Optimize your Website

By

John Huczel

SEO (Search engine optimization) is the process of making a web page easy to find, easy to crawl, and easy to categorize. It is about helping your customers find out your business from among a thousand other companies. **SEO** is an integral part of any **digital marketing** strategy.

Everyone uses search engines to find products and companies these days. About 60% of all consumers use Google search to find businesses, and over 80% of online searches result in direct sales or in-store visits. You want to optimize your website so that you show up on the top of these searches. This should be a top priority for any business owner.

Unfortunately, search optimization is not a fix it and forget it type of task. Google's search algorithm is constantly evolving as they attempt to provide the best results for their searchers, and, of course, make as much money as possible in advertising. Your website has to keep up. You can't simply hire an SEO expert to optimize your website once and forget about it for years; you'll begin to see diminishing results.

With that in mind, you should be doing these following tasks on a regular basis to continually optimize your website and stay ahead of the search curve.

1. Keyword Research

All search optimization begins with keyword research. You have to have an understanding of the current search landscape and your keywords. This is critical to not only do at the beginning of any marketing strategy, but also occasionally re-evaluate. These numbers always change, and you want to stay up-to-date.

Using Google Keyword Planner, begin with your industry and location. The tool will then give you a wide range of search terms, how often they are searched, and the competition over those words (based on how many businesses are buying ads based on those search terms). You'll want to find as many relevant keywords for your business as possible that have low competition but high search numbers.

Once you identify those terms, write them down word for word. Any slight variations on your identified keywords will hurt your optimization. Use these keywords in all of your efforts to optimize your website moving forward.

2. Create Great Content with Keywords in mind

Content is the basis for the entire Duct Tape Marketing approach and posting regular content will help your website show up on more searches. When approaching content, you must keep the keywords in mind. The entire point of the content is to reach people who are looking for it.

Use your keywords as a springboard for content ideas and try to work your keywords into the posts as often (but as naturally) as possible.

3. Speed it Up

Google is beginning to punish slow running websites. You want to make sure your page is always up to speed. Luckily there is a tool to do just that. Google Speed Insights will not only tell you if your page is running slow, but it will give you suggestions on how to speed it up.

It is important to do this regularly and even follow up on those suggestions. Things you are doing on your website (posting new content, new products or pages) can slow your website down. You don't want to be penalized for slow speed if you don't know it is occurring.

4. Use Landing Pages

You want every single one of your landing pages to keep your keywords in mind. If you're creating a landing page for a new product or promotion, try to work a keyword that is most relevant to your individual product into the title and body copy of the page.

If there are multiple keywords you think apply to this promotion or item, you may want to test multiple landing pages with each page focused on one keyword. Do this too often though, and you'll slow your website down, so be sure to delete underperforming landing pages.

5. Update Your Page Titles

Quick question: what are the page titles of your website? Most business owners have their page titles as simply the name of your business. This is great if your business name is perfectly optimized, but most aren't (the best search names usually follow the City + Service format, like Kansas City Auto Body for example).

Try changing your page titles to include your #1 keyword. This can be something as simple as "Your business name + Top Keyword" but you can get creative. Try to incorporate a slogan that includes the keyword.

Optimal Results

With these five tips, your website will be consistently delivering you optimal results. Be sure to evaluate those results, find what works and what doesn't. Also, this is not a complete list by any means. SEO is an incredibly deep and ever-evolving strategy, but that means there are tons of great resources to help you along the way.

John Huczel is an information technologies consultant with a career spanning 35 years. John and Ibrandz have provided search engine optimization consulting for 17 years. He is a former commercial sat diver and his credentials include Google Ads Support Specialist and Microsoft Certified Systems Engineer.

Safety:

A 21st Century Buzz Word

By

Raymond Pettengell, SA

and Michael Weston, SA

We are two SAMS® surveyors, who during their first meeting, had the opportunity to spend the day together in a remote part of Australia while Ray performed a survey and Michael shadowed for a shared experience. Raymond is the only SAMS® member currently listed in Australia.

We were to survey a Mariner 28 together with the prospect of enhancing our techniques and share ideas from our prospective countries.

"Sammy," an elderly gentleman of indigenous decent, had lost his previous vessel in the 'Queensland Flood' of 2012 and was not insured at the time resulting in a total loss. He was not eager to repeat that experience.

We were to meet at the ways dock of the local travel lift, but unfortunately, Sammy did not have assistance to pilot the vessel, and was not confident of slipping the vessel into the ways, on his own. We agreed to assist Sammy with moving the vessel and drove to a remote area on the river. His dingy & oars were awaiting us, in addition to an abundance of mud at low tide. Of course, Michael and I were dressed to impress with our Sunday best. Not to be dismayed; trouser legs were rolled up, shoes and socks hastily left on the river bank whilst it took all three of us to drag the dingy through the mud.

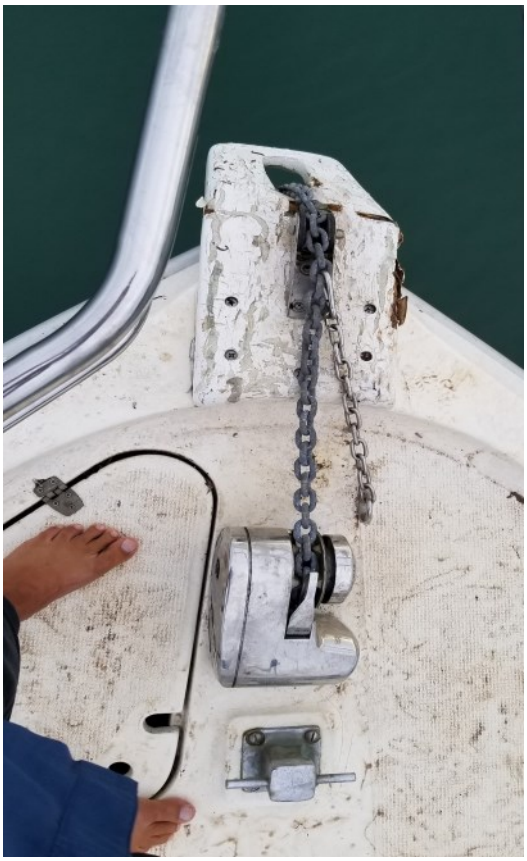
The vessel which turned out to be not quite the 'diamond in the rough' and maybe had we have seen this prior, we would have passed on the job. However, helping a fellow boater and ultimate 'SAFETY' came to mind. Further, Sammy had already lost one vessel and was trying to do the right thing.

From this point, things progressed from interesting to challenging. A broken plywood bowsprit, inoperable anchor windlass, therefore anchor must be pulled in by hand through broken sprit, also which later broke off while re-anchoring; boat anchored in mud and boat being filthy from environment and birds, (this was only supposed to be an inspection in the slings; from now on coveralls will always accompany us). Then we discover that the client's only previous time on the boat was once during purchase and relocation with the seller who motored, then anchored the boat at its current location.

Sammy attempts to start engine. Nothing. ("Well, it was running the other day…") Training and guidance now began as Ray assisted Sammy with what a battery switch is, what it does, and where it is located, to finally get the engine, at least turning over. Several attempts later, a slow start and a cloud of black smoke are a result of turning the start key.

Cont.

Then comes the non-operational anchor windlass; thank god for Michael who managed to manually haul up about 20 meters of chain and a mud clad anchor. Mud packs can be therapeutic!



Meanwhile, we are running late for the haul out appointment at the yard but at least we are under way. Other additional challenges; a 3-knot tidal current ebbing, in addition to worn steering components which contribute to exaggerated zig zag steering for the couple of kilometres to the travel lift. Additionally, the only line on board was worn out hemp rope to tow the dingy and available for lines and fenders on vessel.

The next encounter; what to do with the dingy as it cannot be lifted with the vessel and there is not a dock close to tie it off to. Again, Michael comes to the rescue and rows it ashore.

You may be wondering why we continued with the survey at any previous point; this is after all, a business, we are in it to make a living and the realization of working at a loss is never a pleasant one. We had an ongoing discussion and kept reminding ourselves that an elderly gentleman and 'Safety' was important.

Ultimately, the haul out portion of the survey was complete, and the boat was returned to anchor at client's mooring. It took most of the day for just this portion as Raymond would have to go back out to finish the balance of survey the next day.

A couple of days later we connected again and discussed the survey, the events that encompassed the survey, and finally the time and effort required to complete the survey. The bad news was that with the time invested compounded with the yard charges to the surveyor, the survey was a 'pro bono'. We kept going back to 'Safety' and the old man who would ultimately operate and live on that boat, maybe even despite a refusal on our part to perform a survey. Moreover, as most of us live in somewhat populated areas with multiple surveyors and facilities for clients to choose from, rural areas with one surveyor presents special conditions and challenges.

Struggling with how to keep profitable but ensuring 'Safety' within out boating communities and being mindful to help our fellow humans, our copy of the SAMS® Code of Ethics and Rules of Practice came out. Neither one of us had read this in at least a year. It was quite a refreshing and satisfying read! Especially, segment C.1 in section 1, "Strive to Enhance the Profession of Marine Surveying."

It is interesting that our Code of Ethics doesn't use the word 'Safety', however, our equivalent to the word 'Safety' is written as such, in that segment; "Contributing one's skill and knowledge to further the profession's commitment to *serving the public* in a professional business relationship…"

Finally, as we wrapped up our session, we were reminded of us during a younger time when the romantic call of the sea, boats and our, then, inexperience beckoned. When was the last time you had a read of our 'Code of Ethics'?

As for Sammy;

A few days later Sammy and Ray met and put a workplan in place that would bring the safety of the vessel up to required standard and comply with the insurers requirements.

RYA Yachtmaster Training in North America

What is an RYA Yachtmaster?

By
Capt. Dave DeWolfe and Capt. Chris Connor

RYA Yachtmaster™ Offshore and Yachtmaster™ Ocean Certificates of Competence, are recognized and respected around the world. Holding the qualification as a RYA Yachtmaster is the ultimate aim of many skippers, both professional and recreational. What is unique about the RYA Yachtmaster certificates is that they are issued only after an at-sea examination.

There are three levels of RYA Yachtmaster - Coastal, Offshore and Ocean. The Coastal is competent to skipper a cruising yacht on any passage during which the yacht is no more than 20 miles from harbour; the Offshore no more than 150 miles and the Ocean is unlimited. These RYA/MCA certificates of competence can be endorsed to 200gt. We will discuss, only the Offshore and Ocean Yachtmaster certificates.

The exam for Yachtmaster Offshore can be taken under sail or power and the certificate is endorsed accordingly. In the exam, conducted on the water, a candidate must demonstrate broad knowledge and competence in the areas of skippering skills, boat handling, general seamanship, navigation, safety awareness and knowledge of the ColRegs and marine meteorology. This exam can be tough, and holders of USCG 100gt licenses have failed it.

Holders of the Yachtmaster Offshore certificate can remove the 150 mile limitation by taking a course in Astro Navigation and completing an offshore passage that meets specific criteria. The Yachtmaster Ocean exam is an oral and written test of your knowledge of ocean passage making including planning, astro-navigation, worldwide meteorology, crew management, yacht preparation, maintenance and repairs. The RYA Yachtmaster Ocean Certificate holder is experienced and competent to skipper a yacht on passages of any length in all parts of the world.

In North America there are six RYA Training Centres (three in the US and three in Canada) which offer RYA Yachtmaster training and exams. There are currently two RYA Yachtmaster Examiners, both of whom examine for both Offshore and Ocean Certificates of Competence. Operating out of Nova Scotia, Capt. Dave DeWolfe and Capt. Chris Connor examine candidates in both Canada and the United States.

So why would you want to go through the substantial training and a grueling practical exam to become a Yachtmaster? There are several reasons, split along the lines of recreational and professional.

For many self-motivated recreational sailors, the Yachtmaster Offshore certificate represents the “icing on the cake” for those looking for the reassurance of an external assessment. One can’t get there with a multiple choice exam!

For the professional, the Yachtmaster Offshore and Ocean is the starting point for the higher MCA certificates. As well, for those conducting yacht deliveries, it represents proof that as a delivery captain, they have been well trained and examined where it counts – on the water.

Capt. Dave DeWolfe (l) and Capt. Chris Connor (r)
RYA/MCA Yachtmaster Ocean Examiners

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ADMIRALTY LAW

Expert Analysis

Texting Liability Hits the High Seas And So Far, It's a Rough Voyage

By James E. Mercante

As the waterways embrace new businesses, litigation is sure to follow. Now you can catch a water taxi or commuter ferry and get just about anywhere around the city. But, recent marine casualties demonstrate that operators of watercraft and water taxis can be lured into inattention as readily as their landlubbing counterparts.

Recently, a New York water taxi operator lost situational awareness and collided with another vessel while sending text messages on his mobile phone, see *In re Fire Island Ferries,* 2018 U.S. Dist. LEXIS 18599, 2018 AMC 395 (E.D.N.Y. 2018). This and similar incidents afloat are calling attention to the use of mobile phones by those operating vessels.

Dangers caused by distracted car drivers are well known. Mobile phones are said to be a leading cause of car crashes, and since 2001, New York has statutorily prohibited mobile phone usage by drivers, see NY CLS Veh & Tr §1225-c.

Interestingly, there has been little discussion and no New York legislation pertaining to mobile phone usage upon navigable waters. However, it is not totally off the radar either. Cellphone usage underway is a violation of Rule 5 of the U.S. Coast Guard Navigation Rules—more commonly known as the "rules of the road," which require boaters to maintain a proper "lookout" by sight and sound, 33 CFR § 83.05. For instance, in the aforementioned case, the court found that the operator violated the lookout rule because his text messaging prevented him from seeing the other boat approaching the water taxi on a collision course. The admiralty decision, written by Judge Denis R. Hurley, explain, "The problem from [the water taxi owner's] perspective is not that [its captain] served as the sole lookout but that he did so negligently. By texting moments before impact he failed to see what almost certainly would have been visible to a reasonable person exercising appropriate caution had he been looking ahead, viz. the "white hull"of the [other vessel] approaching from his starboard."

In admiralty law since 1874, when a vessel violates a statutory duty or regulatory "rule of road," designed to prevent collisions at sea, such violation will be presumed to have been the cause of the collision, see *The Pennsylvania*, 86 U.S. 148 (1874). To overcome the presumption, the vessel in violation bears the burden to prove not only that the violation did not cause the collision but could not have contributed to the collision, *In re Otal Investments,* 494 F3d 40 (2d Cir. 2007). The result is that mobile phone use by a vessel operator involved in a casualty can become

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difficult to overcome in view of the statutory lookout rule violation.

Duck!

When a collision between vessels is caused by a districted operator, a claimant may attempt to hoist liability upon the vessel owner. For vessel owners, liability to affected third-parties can be surprising and substantial.

In a highly publicized case dubbed the "duck boat accident" in 2010, a tugboat pushing a 250 foot sludge barge rammed into a 33 foot duck tour'boat on the Delaware River in broad daylight. The casualty was captured on video. **Click here to view.** The duck boat had been stranded in the middle of the river with 34 passengers and two crew members after experiencing engine issues during one of its tours. Thus, the captain anchored the boat and waited like a sitting duck for help to arrive when it was run down by the 250-foot barge full of sludge and pushed underwater. Two passengers drowned and dozens of others were injured. Turned out that the tugboat operator was on his mobile phone at the time of the incident. The operator was charged criminally under the Seaman's Manslaughter Statute for negligent homicide caused by a seamen, 18 U.S.C. §1115. The operator pleaded guilty based, in part, on his use of a personal cellphone while operating the tug. He was sentenced to a year in prison. The owner of the tug filed a Limitation of Liability Action (Limitation Action) pursuant to 46 U.S.C. 30501, in an attempt to limit its liability to the value of the tug and barge based on the argument that the owner had no "privity'" or "knowledge" of mobile phone usage aboard its vessels, *In re K Sea Operating Partnership*, 10-cv-05750 (E.D. Pa. 2010). Prior to the court issuing a ruling on the owners Limitation Action' defense, the duck boat and tugboat owners reached a settlement with all claimants in the amount of $17 million.

OMG ... There's more! In February 2013, a San Francisco ferry collided with a speedboat in the San Francisco Bay, killing the boat operator and seriously injuring his friend onboard, see *Holzhauer v. Golden Gate Bridge Highway & Transportation District*, 2016 U.S. Dist. LEXIS 173732 (N.D. Cal. 2016). At the time of the collision the ferry captain was distracted on a personal cellphone call. Here again, the ferry owner filed an admiralty Limitation Action in California federal court, arguing that it had no privity or knowledge of cellphone use aboard its vessels. Despite that the ferry operator's call was personal and not business related, the ferry owner defense did not hold water and the court denied the ferry owner's plea to limit liability. In the ruling, the federal Judge explained that "the shipowner's burden is not met by simply proving a lack of actual knowledge, for privity and knowledge is established where reasonable inspection would have led to the requisite knowledge." Notably, the ferry owner had no policy restricting cellphone use by its operators. Adding to this, the evidence suggested that the ferry owner was aware that its operators were carrying personal mobile phones while working and did not restrict their use.

The owner of the New York water taxi similarly attempted to have its liability limited to the value of its vessel. Interestingly, the vessel owner treated all electronic devices in the wheelhouse, including radar and cellphones, as a tool that the captain has at his disposal when navigating the vessel. The owner had a verbal policy in place that required captains to avoid all unnecessary distractions while operating the vessel. This verbal policy, however, was determined by the court to be inadequate because it did not specifically address the issue of texting. Further, the court held that the owner "which again bears the proof, did not present any evidence suggesting that it was somehow unaware that its captains were engaging in the dangerous practice of using their cellphones for personal reasons while underway; to the contrary, that evidence there is on the subject indicates that [the owner] knew of the practice and took no specific steps to address the associated dangers. That makes the company complicit in the wrongdoing," 2018 U.S. Dist. LEXIS 18599 (E.D.N.Y. 2018).

However, in 2007, a vessel owner was entitled to limit its liability for personal injury and property damage that resulted in part from cellphone distractions aboard its vessel. In In *In re Omega Protein*, 2007 U.S. Dist. LEXIS 17917

(W.D. La. 2007), *affd*. 548 F.3d 361 (5th Cir. 2008), a fishing vessel collided with an offshore oil platform while its captain was on a personal phone call. The vessel owner was successful in proving it lacked privity or knowledge of the captain's distraction resulting in his failure to keep a proper lookout. The court stated that a vessel owner may be entitled to limit its liability where, as here "the acts of negligence did not result from any lack of competence on the part of the crew, but rather are merely mistakes of navigation." 2007 U.S. Dist. LEXIS 17917 (W.D. La. 2007). The court held that the captain was a competent master and rejected an argument that the owner should have had additional protocols in place, such as the use of an anti-collision alarm. The U.S. Court of Appeals for the Fifth Circuit affirmed, holding that the captain "did not have a pattern of improper or unsafe behavior. Rather, he had a spotless record in his 20 years of working the menhaden fishery as a pilot and captain." 548 F.3d 361 (5th Cir. 2008). The Fifth Circuit elaborated that "the privity or knowledge standard does not require a vessel owner to take every possible precaution; it only obliges the owner to select a competent master and remedy deficiencies which he can discovery through reasonable diligence." 548 F.3d 361 (5th Cir. 2008).

Likewise, in a collision with a fixed platform case resulting in a vessel sinking and oil spill, which the author handled, a federal court held that the vessel captain's cellphone calls to the oil platform did not cause him to lose situational awareness in the moments leading up to the collision in *Water Quality Insurance Syndicate v. United States*, 225 F. Supp. 3d 41 (D.D.C. 2016).

Who Ya' Gonna 'Call'?

Even the Coast Guard has caught the wave. In 2009, a Coast Guard boat collided with a passenger vessel off the coast of South Carolina, injuring half a dozen passengers. While that must have been embarrassing enough, the NTSB subsequently investigated the incident and determined that the collision occurred because the Coast Guard Officers on watch were texting and talking on their personal cellphones. **Click here to view.**

A few weeks later, a U.S. Coast Guard patrol boat struck a 24-foot recreational craft off the coast of San Diego, California, during the city's annual holiday boat parade. An 8-year old boy onboard the recreational boat died and four other people onboard sustained serious injury. Once again, the NTSB concluded that the crew's cellphone use prevented the crew from effectively maintaining a proper lookout. **Click here to view.** The incident launched criminal proceedings before a General Court-Marshall against three of the Coast Guard officers who were on watch at the time of the incident. Criminal charges against the U.S. Coast Guard operator included negligent homicide, but a jury convicted only on dereliction of duty. The families onboard the recreational boat filed claims against the United States for wrongful death and personal injuries, which was settled before trial, *Deweese v. United States of America*, No.: 10-cv-00360 (S.D. Cal. 2010).

In light of these hazards and casualties, the NTSB released recommendations for the Coast Guard to implement a policy regarding personal cellphone use onboard its vessels. **Click here to view** the NTSB news release. **Click here to view** the Coast Guard cellphone/texting device policy.

Get the Message?

It's evident that the mobile device of social necessity may become a mobile public hazard ashore and afloat. Has it gotten to the point that selecting a competent master means checking his or her mobile phone at the wheelhouse door before taking the helm? Maybe that's a stretch, but it does appear in bold font that clearly articulated policies restricting cellphone use and text messaging while underway are likely becoming the new norm for vessel owners employing a crew. Moreover, it would not be surprising if legislation restricting mobile phone use on New York state waters rings loud on the horizon.

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If you are planning to write an article you should know the following: **Worth 3 CE Credits**

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2. The article should be in MS Word.
3. Please use Times New Roman font, size 12
4. Length of the article should be 500 to 1000 words.
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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.

Member's Corner
March 2018
Through June 2018

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