



SAMS® NEWS

Society of Accredited Marine Surveyors®, Inc.

Volume 20, Issue 2

Editor, Donald Walwer, AMS®

Summer 2010

*Professional Development
Takes You Places...*

see Calendar of Events, Page 4



*San Diego
Fort Lauderdale
Toronto, Ontario
New Orleans*



*San Francisco
Seattle
Louisville*

“Ethics is the Backbone of
any Profession as well as
Conduct.”

Read about the “Joe and Stu” Hour
page 5



**On Board
This Issue:**

**President's
Message
Page 3**

**Shipping
Confidence
Survey
Page 6**

**Member's
Corner
Page 11**

**SAMS® 2010
Annual Mtg.
Back Page**

4605 Cardinal Boulevard, Jacksonville, Florida 32210
Telephone (800) 344-9077 (904) 384-1494 – FAX (904) 388-3958
www.marinesurvey.org

SAMS® NEWS

Newsletter of the



SOCIETY OF ACCREDITED
MARINE SURVEYORS®, INC.

Editor's Corner

by Donald Walwer, AMS®
DDWSURVEY@aol.com



Welcome to the new format and production of SAMS® NEWS.

You will see more information as we go along and certainly will be a cost savings to SAMS®.

For those that do uninspected (six pack) passenger vessels of less than 100G.T., I had a meeting with our regional USCG commander. It had to do with the license applications, TWIC etc. In the process he gave me two booklets. One is titled, "U.S. Coast Guard Requirements for uninspected passenger vessels of less than 100 G.T. and carrying six or less passengers."

It is for the Atlantic Area. Different areas have some different regulations. Along with that is the safety examination booklet. Order by telephone (866) 512-1800 or on line at: bookstore.gpo.gov/. Here on Cape Cod, I do a lot of six pack surveys, it is a great guideline.

The Board's decision to seek a larger and better office goes a long way to indicating just how SAMS® has grown. We started out in a one and a half room rented facility. Then moved to a house that served as an office for awhile. Upstairs at that. That was a case of using all facilities and rooms for storage, materials, etc. Then we went looking for a bigger place. I gladly signed the purchase and sale agreement and we ended up in the current converted house/office. The staff always made do. It was always felt that our type of office did not require a storefront type as clients etc. had little reason to come in. Moving

Continued, Page 6

SAMS® WEB page *Take a Look* at the Society of Accredited Marine Surveyors, Inc. (SAMS®) web page at: www.marinesurvey.org

SAMS® INTERNATIONAL OFFICE
4605 Cardinal Boulevard
Jacksonville, Florida 32210
904-384-1494
Fax: 904-388-3958
800-344-9077
e-mail: samshq@marinesurvey.org
www.marinesurvey.org

EDITOR
Donald Walwer, AMS®

PRINTER
Bailey Publishing & Communications
Jacksonville, FL

OFFICE MANAGER
Rhea P. Shea

STAFF
Melissa Calvillo
Irene Carey
Anne Nolan

BOARD OF DIRECTORS

President

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

Exec. Vice President

Joseph B. Lobley, AMS®
jblmarine@roadrunner.com
207-832-5300

Secretary/Treasurer

Stuart J. McLea, AMS®
stuart@marinesurveys.com
877-576-3304

Public Relations VP

Thomas C. Benton, AMS®
Tom.Benton@marinesurveyor.com
918-782-1001

Membership VP

Lloyd Kittredge, AMS®
kittsurvey@verizon.net
219-926-5186

Testing VP

Alison Mazon, AMS®
amazon@teleport.com
503-286-4252

Education VP

Kenneth Weinbrecht, AMS®
OceanBayMarine@yahoo.com
631-924-4362

Meeting/Conventions VP

James (Jim) E. Wood, AMS®
MarSurvey@aol.com
805-234-7008

Immediate Past President

George J. (Jim) Sepel, AMS®
marinesurvey@gci.net
907-790-2628

Advisor

Downing Nightingale, AMS®
904-384-5577

REGIONAL DIRECTORS

Asia/Pacific.....	Joseph (Paul) Slivka, AMS®	mpslivka@bigpond.net.au	+617-33488918
Canadian.....	Peter H. McGuire, AMS®.....	mcguirepeter@rogers.com	416-239-5782
Europe.....	John M. Martin, AMS®.....	jmartin@marinesurveyor.com	+34-649-437352
Florida.....	Jerry Schmitt, AMS®	gschm4287@aol.com	772-971-6562
Great Lakes.....	Robert (Bob) Horvath, AMS®.....	nstarmarinesurveyor@roadrunner.com	440-338-9802
Gulf.....	Kristoffer A. Diel, AMS®.....	yachtsurveys@msn.com	504-236-8151
Mid-Atlantic.....	James R. (Randy) Renn, AMS®.....	randyrenn@aol.com	410-604-2327
Northeast.....	Paul F. Logue, AMS®.....	marinesurvey@comcast.net	781-544-1344
Pacific.....	Darrell R. Boyes, AMS®.....	dboyes@cnw.com	360-299-9250

COMMITTEE CHAIR

Ethics.....	Joseph B. Lobley, AMS®.....	jblmarine@roadrunner.com	207-832-5300
Fishing Vessel.....	Troy Tirrell, AMS®.....	tms@gci.net	907-424-5235
Newsletter.....	Donald Walwer, AMS®.....	DDWSURVEY@aol.com	508-255-2406
Hull & Machinery Chair.....	James (Jim) E. Wood, AMS®.....	MarSurvey@aol.com	805-772-0110
Cargo Chair.....	Dan McDonald, AMS®.....	mcdonaldsurveys@sympatico.ca	416-670-1160
Insurance Chair.....	Jane Christen, AMS®	mcms@MarineLossSurveyors.com	800-794-0089

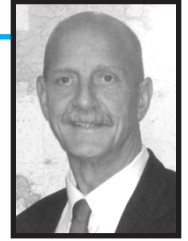
LIAISON

American Boat & Yacht Council.....	George Gallup, AMS®.....	George@gallupyachtsurveying.com	781-598-5465
Boat Owner's Association of the United States.....	Charles V. Corder, Jr., AMS®.....	redrocchap@aol.com	772-283-5747
National Fire Protection Association.....	Kenneth (Ken) Weinbrecht, AMS®.....	OceanBayMarine@yahoo.com	631-924-4362

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

President's Message

George Gallup, AMS®



What an exciting time it has been for me since my election to the Presidency of SAMS®.

Our International Office has made the move towards going mostly electronic and as paperless as possible. Our first step was to upgrade our computer system and software to allow the newsletter to be created in-house by our talented office staff. The newsletter is now available for downloading from the SAMS® web site. We are looking into distribution by e-mail with the choice of the newsletter being available upon request for those members that still wish to receive printed copies. What this means for SAMS® and our membership is a substantial savings in printing and mailing costs. The next step is the in-house handling of our membership roster. This will also mean a substantial cost savings. The printed roster book will remain a staple; however, our office staff will handle most of the composing and editing.

There have been some notable changes to our web site. There is now a "Member News" page, which is similar to the Members' Corner in the newsletter. This section lists all of the new AMS®, SA, and Affiliate members on a monthly basis. There is also a monthly list of all people with pending applications to join SAMS®. We have added a request section on the "Membership Roster Sorted Geographically" page, which provides information to folks requesting a roster. This feature will allow our office staff

to further control distribution of the roster and to keep our contact list up to date.

Probably the most exciting news of all is that we are looking to move our office to a better building location. The present location has served SAMS® well over the past years, but it is bulging at the seams and the neighborhood has dramatically changed. If you were at the meeting in Houston, you would have heard the announcement that we had formed an exploratory committee to research our current location and workload, our future office needs, and the feasibility of relocating the office. After carefully analyzing the data, the Board of Directors unanimously voted to go forward with the proposed office move. Our plan is to stay in Jacksonville, Florida as to maintain our most valuable asset, our office personnel. The building committee has been working with local realtors in reviewing potential relocation sites. The planning goes on and we will keep you updated as the process goes forward.

In closing, I encourage each and every one of you to read and re-read our Code of Ethics and Rule of Practice. These five simple but meaningful headings should be your mantra to becoming a better and more professional SAMS® surveyor.



Executive Vice President

Joe Loble, AMS®

Greetings from the Coast of Maine! I hope those of you in other parts of the country have had an enjoyable and productive summer despite the excessive heat, heavy rain and the oil spill in the Gulf. The

North East has had a beautiful summer and the surveyors I have spoken with have been very busy with surveys and indications are that this fall should be busy as well.

The SAMS® Board of Director's summer meeting took place at the Hyatt Pier 66 in Ft. Lauderdale. The facility is very nice and the program that Ken Weinbrecht, AMS® SAMS® Education VP has put together is outstanding. Ken has asked that I draft a new ethics test which I am working on now. The test will be given during the seminar and will include, in addition to your interpretation of several hypothetical situations, a few questions about the SAMS® Code of Ethics and Rules of Practice and the General Membership Policy Manual, so please review both. The

test will be short and sweet and upon completion Ken will allow 5 additional CE credits.

Now, there is an important matter that needs to be discussed. It has been brought to the Board of Director's attention that a considerable number of our members have been advertising as being members of ABYC when they are in fact not. Article 3 part B of our Code of Ethics and Rule of Practice state that "The surveyor will advertise only in a dignified manner, being careful to avoid misleading statements". Being a member of ABYC is not a requirement within SAMS®, but please do not falsely advertise as being a member of ABYC or any other organization. So check the status of all your memberships and clean up your websites, letterhead, and business cards as needed. Let's endeavor to maintain the highest level of ethics and professionalism.

See you in Ft. Lauderdale and please find me and say hello or introduce yourself if we haven't already met.

*"The artist is nothing without the gift,
but the gift is nothing without the work." -Emile Zola*



Immediate Past President

Jim Sepel, AMS®

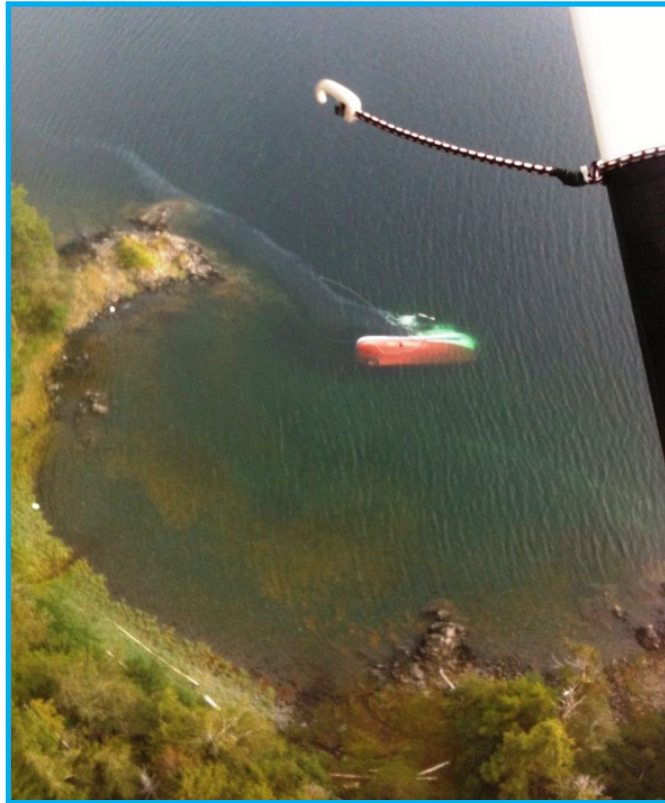


Greetings from the sunny rain forest of Southeast Alaska. Well I spent a busy winter and spring recovering from my second shoulder implant surgery (first one wore out) and knee replacement surgery. That meant that I got to do a lot of physical therapy, and I am still doing daily shoulder PT. Biking and walking also helps. And, I'm happy to report that I've been able to resume playing "the golf".

Speaking of golf, be sure to sign up for our SAMS® golf outing on Tuesday, 19 October 2010, just prior to our Ft. Lauderdale Conference. Bob Ptak has done a fine job finding a course and organizing this event. After our recent summer BOD meeting, I stayed a few days in Florida (on my own dime, of course) and played Hillcrest Golf Course, where our event will take place. It is a beautiful course, bring plenty of water balls.

Also, during the winter, I received my "half model" replica of my 1971 Uniflite Express Cruiser. This was an unexpected gift from the Board and SAMS® membership. Thank you very much. We are proud of our boat that we have owned since 1991. We raised the kids on that boat and now we get to raise the grand-kids on it. This past weekend was our annual Golden North Salmon Derby, and we caught a total of 21 COHO salmon. The heaviest silver salmon was 17 lb 7 oz., and we wound up in 46th place. This means we will win some prizes and a little gas money! Making the prize list with hundreds of people competing

is a big deal! The weather was beautiful and the wildlife spectacular. A large killer whale went cruising right by us, about 50 yards off our port beam while we were trolling.



Above: 58' purse seiner, F/V GUARDIAN

PROFESSIONAL NOTE:

I have been very busy with damage claims. The following photo shows the 58' purse seiner, F/V GUARDIAN, that rolled and capsized while turning sharply to avoid another vessel. This case is typical for remote Alaska: limited salvage resources, very poor communications, and lots of coordination with federal government, state government, and the insurance companies involved. In this case, there are three insurance companies for hull and machinery, salvage, and pollution mitigation.

ETHICS NOTE:

I am sure that you all have experienced the following:

A friend, co-worker, relative, or client says, "Hey, if you ever run across a nice 42 Nordic Tug for sale, please let me know".

I hope that your response is always:

"Sorry, I just don't refer boats for sale to anyone. There could

be a perceived conflict of interest that I might be personally involved in the sale of a boat that I surveyed."

Hope you are having a great summer, and I look forward to seeing you at our Ft. Lauderdale Conference in October.



Calendar of Events

August 22 - 24, 2010

NAMS 42nd National Conference West
Radisson Hotel Fisherman's Wharf
San Francisco, CA

September 28 - 30, 2010

IBEX 2010 - 19th International
Boat Builders Exhibition & Conference
Kentucky Exposition Center
Louisville, KY

October 20 - 23, 2010

SAMS® Annual Conference and
Educational Training Symposia
Hyatt Regency Pier Sixty Six
Fort Lauderdale, FL

October 26 - 27, 2010

Ft. Lauderdale Mariners Club
Fort Lauderdale, FL

November 7 - 9, 2010

NMBA
San Diego, CA

November 18 - 20, 2010

Pacific Marine Expo
Seattle, WA - SAMS® Booth #1009

December 1st to 3rd, 2010

The International Workboat Show
Morial Convention Center
New Orleans, LA - SAMS® Booth # 1806

January 8th to 16th, 2011

Toronto International
Boat Show Exhibition Place
Toronto, Ontario - SAMS® Booth #1876



Secretary / Treasurer

Stuart J. (Stu) McLea, AMS®

Greetings to you all. Hope everyone is busy!!!

This summer's BOD meeting was held at our Fall AGM location in Fort Lauderdale.

I have not been there for some time but it is an excellent facility and I am sure that all will have a great time.

The office staff is very busy preparing for your Annual International Conference and the speakers list that Ken Weinbrecht, AMS® is working, has something of interest for everyone. You will not be disappointed.

We are making some changes in the SAMS® HQ; we are upgrading the office network with a new server and workstations for our staff. This is something that is long over due and with that

renewing of the workstations and software, we are bringing more work to the office and less work being contracted out and with that, there is a cost savings. I have asked the staff to be diligent in cutting costs with postage and therefore, you will be seeing more use of e-mail. With this increase in the use of electronic communication, we would ask that you make sure that the SAMS® HQ has your e-mail address and if you make any changes please contact the SAMS® HQ office right away.

I hope to see you all in Fort Lauderdale. It has been a while, since we have been in sunny Florida and I personally am looking forward to it. Please don't forget that the Mariners Club meeting is the following week after the conference.

Education

Kenneth (Ken) Weinbrecht, AMS®, Vice President



Well, it's hard to believe that we have finalized our educational symposia. Most likely you have received the program agenda and I hope that you have found it interesting. Jim Wood our Meetings and Conventions planner has really set up a wonderful venue; the Hyatt Pier 66. Your board was there for our summer board meeting and I must say that it is a wonderful hotel and the employees are very receptive to your needs. I spent some time over the years at this hotel, it's really changed and they appreciate our business. If you do claims work, the Florida Mariners Club is having their meeting at the same hotel the following week. Jim Wood really worked hard to get our meeting to coincide with the Mariners Club Meeting....Thank you Jim!

Our profession is undergoing tremendous changes in regards to ethics (conduct), technology and construction. Think about all of the changes in our industry in the last 5 years. A number of years ago (about 25) there weren't many changes in the business, it was stable and profitable and there was no need to make any progress in leaps and bounds. But then, something changed, new construction methods, new power plants, new wiring and most of all....electronics. How did we keep up with all these changes.... seminars, meetings and certification classes. You might ask.... why would our business have changed in the avenue of "ethics", wouldn't that be the same from day one till now. Yes your right, it hasn't changed, but "conduct" which in my opinion is part of ethics has changed. Our culture and generation gaps have made many changes in the way we do business, and your board and I reviewed a recent change from the American Society of Appraisers (ASA) in regard to conduct. While ASA doesn't set our standards, they are the recognized international society that sets the standards for the appraisal industry. Here is what your board and I have felt would be an addition to our "SAMS® Recommended Survey Standards".

"Prior to accepting an assignment, and if discovered at any time during the assignment, an appraiser must disclose to the client and in the report surveyor any services regarding the subject property performed by the appraiser within the prior three (3) years, as an appraiser or in any other capacity.

This disclosure requirement will allow a prospective client to know, at the time of the assignment, whether the appraiser is performing, or has performed, other services with regard to the property, such as property management, leasing, brokerage, auction, or investment advisory services, etc., thus allowing the client to determine potential conflicts, if any." There has been some discussion at regional meetings about "disclosure" of prior surveys. Your board and I feel that this conduct requirement will clarify the disclosure issue.

The education process in our industry has really changed as well. Seminars are offered every time you open a magazine or even when you open your email. ABYC has been a leader in the education process as well as IBEX, SAMS and NAMS. Our (SAMS®) educational meetings, both regional and international have been extremely well received in the maritime community. I personally have received many emails from some very prominent persons in the maritime industry about the positive educational content of our meetings.

One main subject that has really stood out and has been recognized at our meetings from people that are not surveyors, but maritime attorneys, insurance professionals and government personals is our ethics sessions. Many of you probably realize that I have included ethics in all of our meetings both international as well as regionally. Ethics is the backbone of any profession as well as conduct.

Joe Loblely our Executive VP and Stu McLea our Secretary/Treasurer have a one hour program (I'm calling it the Joe and Stu hour) about ethics and conduct. If you attend this one hour seminar on Wednesday you will take a test and if you pass, it will be worth 5 CE credits. I'm sure that Joe and Stu will have a wonderful hour of fun and brainstorming. Come on down on Wednesday and receive an additional 5 CE credits!

Make your reservations now, this is going to be a great meeting! Don't delay, make the call and I'll see you in Fort Lauderdale!



Cargo

Dan McDonald, AMS®, Chairman

Overall confidence levels in the shipping industry are at their highest level since May 2008.

A Shipping Confidence survey indicates that ship owners, managers, charterers and brokers all feel more confident than six months ago about the shipping

markets in which they operate, and more optimistic about making a major investment in the coming year.

The survey was conducted by Moore Stephens LLP, a member firm of Moore Stephens International Limited, a leading accounting and consulting group. The Moore Stephens Shipping Confidence Survey includes responses from key players worldwide in the international shipping industry.

“Our first-quarter 2010 was our worst in ten years, but in April we saw things start to pick up dramatically, partly because some cash-hungry companies started to unload non-core assets,” noted one respondent. Other comments included, “We have passed the crisis point much sooner than anybody anticipated”, and, “Despite all the economic and financial troubles, the demand for world trade will continue to benefit shipping”.

The survey also revealed ongoing concern with regard to tonnage over-supply. “The overhang of new building orders has not yet been sorted out, and the market is likely to remain soft as a result,” wrote one respondent. Another predicted, “Deliveries delayed in the second half of 2009 and the first half of 2010 will finally catch up on the market and result in an over-supply of tonnage.” “With a loosening up of finance,” said one respondent, “we can expect to see a major increase in mergers and acquisitions of weaker operators as the survivors of the recession look to improve their share of a smaller market”.

So far as the markets are concerned, the renewed confidence evident in the previous survey that rates were likely to increase over the next twelve months was largely sustained. Owners and managers showed increased confidence that rates would rise in all three tonnage categories covered by the survey: tankers, dry cargo and container ships.

Moore Stephens shipping partner, Richard Greiner, says, “It is encouraging to note that, despite continuing general economic uncertainty worldwide, and irrespective of the further recent instability generated by the crisis in the Greek economy, confidence in shipping has now risen for the third consecutive quarter. There is an undeniable mood of renewed optimism in the industry. It is tempered by an underlying level of caution, but that is not a bad thing. Those who can remember bad markets are less likely to allow themselves to be caught up in further ones.

“Most people are expecting rates to go up in the tanker, dry cargo and container ship sectors. There are signs that banks might be willing to lend once more to shipping businesses that have done their homework and those which may have spotted new, viable opportunities in a shipping market which has changed significantly during the past two years. All this is good news for shipping. But with operating costs on a continual upward curve, companies and particularly those who are looking to expand would be well-advised to proceed with care.”

Needless to say, an improvement in the overall shipping industry is good news for cargo surveyors. Although not as scientific as the above study, most cargo surveying colleagues that I have spoken with lately have stated that they have noticed an uptick in business over the last few months. We are cautiously optimistic that this trend will continue.



Editor's Corner

Continued From Page 2

on and up.

Finally, it is interesting that the economic situation and the boat sales, as noted in the Soundings Trade Only publication, are down considerably. Yet SAMS® membership has stayed healthy. Hopefully that means most have kept busy. Imagine the uptake when the situation changes and sales, particularly used vessels, hit the waters. Being a member of this great organization does and will continue to pay benefits. SAMS® reputation is top notch.

Meetings/Conventions

Jim Wood, AMS®, Vice President



Our next SAMS® Annual Business Meeting and Educational Symposia, is scheduled for October 20th, through 23rd, 2010, at the Hyatt/Pier 66, Fort Lauderdale, Florida. Kenny Weinbrecht has lined up some great speakers for the educational program.

The hotel is conveniently located a few steps from the beach with access to downtown by water taxi from the hotel docks which will drop you at various restaurants along the ICW with the added bonus of seeing some fabulous Mega Yachts along the way.

Rhea has arranged The Spouse/Guest Tour for Friday, which includes a sightseeing boat ride on the ICW, with stops for lunch at 15th Street Fisheries, then shopping on Las Olas Blvd.

Many of you may want to consider staying over for The Fort Lauderdale Mariners Club which begins on the following Tuesday Oct 26th-27th in the same hotel followed by the Fort Lauderdale International Boat Show October 28th through Nov 1st, 2010. Registration for the Mariners Club can be found at www.mariners.clubexpress.com

Individual hotel reservations **must be made by September 29, 2010** three weeks prior to the meeting. Considering the events outlined above I suggest you book early. **You can call hotel reservations at 800 327-3796 and identify yourselves as part of the Society of Accredited Marine Surveyors®, for the room block rate of \$149.00.** Fort Lauderdale airport, (FLL) is 10 minutes from the hotel.

See you all in Fort Lauderdale.

Membership

Lloyd Kittredge, AMS®, Vice President



As the politicians would say the state of our “union” (or SAMS®) is doing well and we are still strong. We had our Board meeting in Florida and the membership count was: AMS 616--SA 262-- Affiliate 52-- Retired 11 for a total of 941. It’s up 2 from last year but, down from 2008-2007-2006. Our position is very good when you look at the, how do they say it, “State of the Union”. I think one area we could develop, if everyone would do their part, would be to develop the Affiliate section. It would be a very positive thing if we, as members, knew more people in the marine industry and it would also help the marine business to know us and our ethics and continuing education policy. The way to get this done is just ask people or company’s if they would be interested in learning more about SAMS® and how that information could help them. This would make SAMS® and the marine industry stronger and still not put another surveyor in your area looking for business. Take a minute, think about it, and give it a try.

One thing that occurred at the board meeting, that was very upsetting to me and several other board members, was the number of requests for extensions to upgrade or sit for the AMS® test. The amount of requests was staggering. Yes, we heard some of the same old excuses and even some new ones. If we are in the position of knowing that we have to sit for the test, we know about when that might be. If not call HQ and ask. HQ sends out a letter 3 to 6 months in advance with this information. Then they send out another reminding the member of when ALL the information MUST be in. They even e-mail and call when you are very close to the “drop dead date”. After all of this we still get the requests for extensions. Most of these requests are denied. Please remember, IT IS YOUR JOB TO KNOW WHERE YOU STAND. As I have written about in the past few articles, test as soon as you can. Sorry to harp on this but this has become a problem and needs to be corrected. It’s your accreditation that is at stake.



Testing

Alison Mazon, AMS®, Vice President

I hope your summer is going well. This is a great time to replenish the coffers so we can all take some time off this October to meet with our fellow surveyors in Ft. Lauderdale to relax, socialize, and expand our knowledge. The relaxation will be well deserved, the socializing pleasurable and the knowledge invaluable.

If you are qualified to take your AMS® exam, we will be proctoring those exams in Ft. Lauderdale on Wednesday prior to the beginning of the meeting. Do not miss this chance--this could be

one of the more important milestones in your career. Re-study the ABYC blue book on the CFRs; obtain any ABYC certifications you may be lacking, read your back issues of Professional Boatbuilder, talk to other surveyors, and continue to hone your craft. Make sure you apply for your upgrade well in advance. This will give you a deadline. And if you are anything like me, you work much better with a firm deadline!!

So work hard, study hard, and we will see you in Ft. Lauderdale!

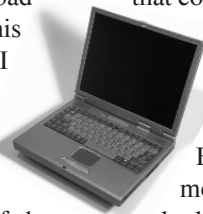
Public Relations

Tom Benton, AMS®, Vice President



I apologize for this article being sort of short and sweet, but I am busier than a one armed paper hanger right now. We are in the heat of the battle (120 deg heat index here at the end of July), and even though I keep hearing about how bad the economy is, I have had several Pre-Purchase jobs this summer. Most of my work is damage appraisal, and I am on par with last years claims workload. All the guys that I speak with on a regular basis are also very busy. So, what I’m saying is.... the work is out there, hope you are all getting your share!

Advertising really doesn’t change much this time of the year. We have our contracts in place, and won’t be changing anything until the end of the year. I checked our SAMS® website statistics to see who has been looking at it, and found the following information. We have had a total of 1,081,810 “Hits”



from Jan to July of this year. Out of that, 58,221 were “Unique Hits” meaning that they were new visitors for the first time from that computer. The boating website (actually

it is a blog) with the largest number of linked referrals was waterski.about.com (They actually recommend SAMS® for surveys), then following in a descending order, Discover Boating, BoatUS, Boatsafe, Boattest, and way too many others to list. In the month of July the Members page had 3,506 hits. It really looks like the SAMS® website is paying us a dividend in allowing people to see who we are, and where we are.

I think this year’s International Symposium has a great lineup of speakers, and the venue is quite good. I hope to see many of you there. Wishing You Good Surveying.



Northeast Region

Paul F. Logue, AMS®, Director

After talking with many of you it is apparent that this season has been better than last year. Some area's have done real well and others just a slight increase. I feel it's a good sign because people are still spending on recreational enjoyment and making a good decision to hire a surveyor. There are those that are still trying to have you survey their boat for insurance only and trying to bypass the Pre Purchase rate. Most have already bought the boat and found out they need an insurance survey.

Claims seem to be good but not overwhelming. After speaking with most of the Boatyards they have not been as busy as last year with damage claims. Maybe it will happen later towards the last week in August or September. Also maybe this year people have maintained there boats better and there are less lack of maintenance related claims. I know people are using their boats so it does not seem to be lack of use.

MEETINGS AND CE OPPORTUNITIES: I will be having a late fall, early winter meeting before the end of the year. Many of you have given me a lot of good ideas. I just need to have it in a place that can accommodate up to 100 people. I will also likely have it in the Mystic area again so more can attend. It seems to be in the middle of the region. I have been having two meeting per

year for the past few years now so all can get their CE credits and have two opportunities to test. Add the International meeting and there are three opportunities to test in one year. It's difficult to proctor an exam every time a candidate calls and wants one done. It is also difficult to do this during a busy time of year. I will do the best I can. Those of you who want to test please try and plan to do it during one of the 3 meetings per year.

REGIONAL / SAMS® UPDATES: Lastly we are working on inputting all of our Northeast Regional members email address's into an address book. Pretty time consuming. The home office is doing that. When completed I can better communicate to the whole Northeast forum much easier about things that pertain to us only. I am also interested in doing a regional newsletter on this forum. The Pacific Region has done this and it looks great. I will be looking for some of us to write an article they are familiar with or share an experience that would benefit us all. Also there is a system coming for SA's to send in their reports ahead of upgrade time for review. This will allow you to improve right away rather than waiting for upgrade date. It will be done via email.

By the way if possible don't miss the Fort Lauderdale International meeting. This is a great forum and a lot going on in the boating industry down there this year.

Please call or email with any questions or ideas.



Great Lakes Region

Bob Horvath, AMS®, Director

First I need to correct an oversight on my part I forgot to mention and thank those that helped to make my job easier the last Regional meeting. Thank you Paul Kody, AMS® for finding and talking Jeff Wilson into hosting us. Also Charles Miller, AMS®

for his help with registration and collecting the dinner tickets. Last but not least Ben Miller, AMS® for making the name tags. It takes a lot of effort by many to put on these meetings.

I am happy to report that every one I have spoken with so far this season states that their business has improved greatly compared with the past two years. Mine has also improved this season.

Jack Mormon, AMS® is presently in negotiations with "WEST SYSTEMS" to host us with a seminar on fiberglass repair for our first ever fall meeting. It was voted on at our last meeting to have two Regional Meetings a year. I will keep everyone posted on

his progress through our "Great Lakes Members Only" email list.

We presently have one of our newer members Matt Mathews, SA reviewing the outline guide for Regional News Letters. Hopefully he is going to sign on as our Regional News Letter Editor. If he does we all need to support his efforts. I will keep everyone posted as to his status and if we will have a news letter.

Last but not least Ken Weinbrecht, AMS® has a super educational program in place for our October National Meeting in Ft. Lauderdale. The room's rates are some of the best we have had in a long time. Airfares are reasonable and the Hotel accommodations are great.

Hope to see a lot of Great Lakes Members there this year.



SAMS® Mourns Mr. Richard S. Thompson, AMS®

It is with great sadness that I must tell you all of the passing of Richard S. Thompson, AMS®-SMS. Rich passed away from a heart attack on Thursday, May 5th. He was a charter member of SAMS® and a friend and mentor to many of us. Paul Case and I knew Rich well, having purchased R.T. Associates in 2007. Rich is survived by a brother in Phoenix and two sisters in New Jersey. - Jeff McDaniel, AMS®

I am very sad to hear the news. RT was the one that introduced me to SAMS® back in the late 80's. We were assigned to the same claim in New Jersey. "You should join SAMS®", he said. "What is SAMS®?" I questioned. Boy, have I gotten an education. Rest in Peace, my friend. - Anthony L. Fazio, AMS®



Mid-Atlantic Region

Randy Renn, AMS®, Director

Hello Fellow Marine Surveyors and Generally Overheated Boat Pokers!

OK,OK Grateful Marine Surveyors.

Word from the field is we have seen a bit of a change in the tide and this event is in the right direction. Great News! All sectors of the Mid Atlantic are reporting an increase in general surveys numbers. Not necessarily over year 2005-6 but a sure change from 08-early 09. Now may be the time to re-think our approach to advertising, training and exposure. At each Boat Yard, Yacht Club, Brokers Lot we visit we check the kiosk or bulletin board, Local Trade Mags, Local Access TV etc. for Surveyor advertising. It is fairly difficult to find any. Perhaps we should take another appraisal of our place in our local market places. Appraisals are part of our occupation so why not self inspect or maybe better ask a parallel business to appraise your position. A grand old proverb says "after each victory sharpen your sword". So if you feel your business is on a ground swell then lift the boat and repaint the bottom! We have the opportunity to refit and restore our rig. Recently a door knock'n, smooth talk'n salesperson darkened on our office door. They promised that if we simply advertised on waterfront bar/restaurant place mats we would more than pay for the ad in the first few days. Additionally the muddy duck hunters and fisherman would have little to do while waiting for their meals and grog. Absolutely not, no way, you must be kidding. Two months later our ad is on place mats in local watering holes, non-tourist restaurants and places where paper place mats are used. The story is too easy to tell. Not only did the effort pay for itself ++ in the first week but we are on our second reprint. Just an example, try something new and different, it may work. Would be nice wouldn't it?

A week does not seem to go past when another SAMS® upgrade or notice of CE status will not be seen on the RD's desks. This is just a small part of what the International Office does for the SAMS® membership. Those notices to you must be taken very seriously. When a SAMS® letter indicates you need 14 CE's or your upgrade date is a year out please act as quickly as possible. We all know months fly by and the best intensions can become

mute before other obligations. The SAMS® Board works very hard to understand how situations can delay completion of obligations but there must understandably be a limit to imagination and the amount of time our Board can expend on each case. If at any point you have questions or need assistance please call my office. Not sure if I have answers but have heard many of the questions.

I recently attended a SAMS® Board meeting in the next International venue located at Pier 66 in Fort Lauderdale, FL. WOW what a location! For us of the nearly sometimes frozen northland this will be a real treat and educational experience. The meeting will be popular so please sign up quickly when you have the information packet - it will be worth it. A special thanks to the Board and International Office for the time and effort they put in on behalf of SAMS®.

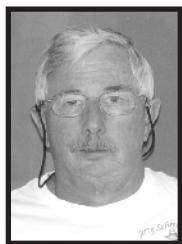
Membership in categories has a strong swing towards more AMS® than SA's. Let us not forget the opportunities open in specific designators that can and will expand business potentials!

At this point would like to very much thank the Bill Loves, Val Lippas, Greg Weeters and Bill Burkes of the SAMS® world who tirelessly take their time and effort to support the SAMS® flag wherever they are.

Other Regions have started Regional News Letters and I would like to suggest we do the same. News Letters being a way of spreading the Surveyor condition between region participants. This would be in addition to Regional and Sub-regional meetings and breakfasts. From my side I will publish what news I find and welcome any news, events, or just surveyor life experiences you have and would like to share. I welcome any data you can provide so please send what you can, written on the transom of a 2010, 24' Regulator Center Console with twin Yamaha 200's.

Let's not forget our Region is willing and likely able to participate in your local Boat Shows, Boating Events, Races, where ever we can show our colors!!

Keep those moisture meters running and beware the deadly short sale discount... All the best...Randy.



Florida Region

Jerry Schmitt, AMS®, Director

I hope all is going well for each and every one of you and yours and your Surveying is going well.

Ft. Lauderdale is the place to be in October as The International meeting will be held there in October. Make your reservations early, get those CE credits that are needed and remember the AMS® requirement on attending, 1 meeting in a 5 Year Period. SEE YOU THERE.

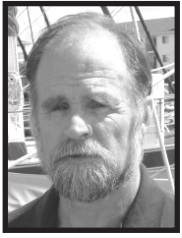
I know we are all keeping as busy as we can; in these times it is difficult to drum up a lot of business. You need to be getting out there hitting the pavement and being seen at the yards and marinas. If there are any boat shows, participate in them. Maybe you and another surveyor in your area can go together to participate; you have to be visible. I have picked up a few surveys just

by being present at the marina with my business shirt on walking the docks.

As Regional Director I have to review a lot of surveys and their content. Please make sure you are proof reading your reports to insure the spelling is correct and all of the content is correct for that boat. I have seen pictures of the wrong boat in reports, I know you laugh at something like this but it does happen. I have also seen the wrong boat name. Very simple mistakes are made. Remember the report is your only work product that you can show. Make sure it is the best product you have.

If you have questions about the education credits needed for the SA's or The CEU's for the AMS®'s, please call me to clarify the issues.

See you in Ft. Lauderdale.



Gulf Region

Kristoffer A. Diel, AMS®, Director

Are I say that the BP oil well has been finally plugged? This has certainly been front and center in the Gulf Region for three solid months. The oil spill has impacted all types of surveying activities. However, for those whom are willing to expand their education and gain new experiences, there have been opportunities for work, related to recovery operations. But, enough of the old news!

The International Annual SAMS® convention in Ft. Lauderdale will be held on 20-23 October 2010. There is a wonderful program lined up, with “something for everyone”. I recommend everyone make an effort to attend, and try out some of the program offerings that are NOT in your field of expertise. You will meet a new group of surveyors, and may even broaden your book of work.

Next on the calendar will be the Gulf Regional Meeting. It will be held in conjunction with the New Orleans International WorkBoat Show [Wednesday 1 December through Saturday 4

December]. This year the Gulf Regional Meeting will be held, tentatively, on Friday the 3rd. [We have not yet been assured a room is available on this date.] This will allow everyone a chance to look over the show on Saturday before hurrying back to work on Sunday.

It is nearing the end of the year again and everyone should review their status regarding their Educational Credits. AMS® must accumulate 60 CE credits every 5 year cycle, as well as attending at least one International Conference. SA’s need to acquire 6 CE credits every year during their 5 year apprenticeship time limit, should (not required) attend at least one International meeting. If you do not know when your cycle ends, or how many credits you have, contact me and I will find out; and I can help you with the various ways you can acquire CE credits.

I hope to see you all at Ft. Lauderdale! If you have questions or concerns, please call or e-mail me any time - 504-236-8151 yachtsurveys@msn.com.

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 one (1) CE Credit* for your article. The cutoff date for material to be submitted for publication in the next SAMS® International Newsletter is **OCTOBER 14, 2010**. The editor must receive all articles by this deadline or they MAY NOT be published in the next issue. If you have access to e-mail, please send articles to Don Walwer at DDWSURVEY@aol.com. Faxed articles will be accepted provided they are followed up with an e-mail copy. Fax to 508-255-2406. We welcome photos accompanying your articles or as stand-alone items of interest in the newsletter. Kindly send either color or black & white prints. Prints will be scanned and returned upon request. *See SAMS® Continuing Education Requirements POLICY.

News from Standards Liason

By Randy Renn, AMS®

Hello Worldly Marine Surveyors! The “Global Harmonization” process is as usual very much underway and will be ongoing and ongoing. You may not be aware of it but you are and have been inspecting vessels with many ISO Standards already in place and being used as guidelines.

There are new guidelines being formulated constantly as part of the truly monumental task of Harmonization. Regard for just a moment a vessel you may recently have inspected with fly by wire controls. Fairly regular these days although I doubt too many of us actually have test equipment in order to comment as to whether the equipment is actually doing what it should, the way it should. In this case you may wish to consult the ships papers and you will discover that this modern vessel answers to 40 plus ISO Standards as well as NMMA, ABYC with components listing SAE, UL etc. Now add to this mix ISO 25197-Concerning up and coming Electrical Steering. Someone, somewhere has to have a group of participants that can agree in several languages on numbers of subjects. They must agree that this part can connect to that part and that part can be tested with another part to ensure all parts do what they do as they should for a very long time and with the highest level of safety. It is quite easy to understand that it is probable for one standard to affect another thereby greatly complicating the finalization processes. The ABYC team is involved in exhaustive labors to bring this confusion to where

the technician, manufacturer, installer, builder and whomever has a hand in the creation maintenance or inspection has a standard from which to focus. Hopefully you have gazed upon items this very week such as gasoline fuel tanks where the world has come to some agreement where the ISO Standard is listed with SAE, ANSI etc in the ABYC Standards publication. We are inspecting to a Global Market even if we are not so aware as we might be. Will update on specific progress as we become aware of changes or update progress in different fields. Look for Green progress, tighter emissions, cleaners coatings and mandated builder procedures.

It is now understood that the Alliance of Marine Surveying Organizations may be introduced after some rocky starts in late December. Will continue to update as matters develop.

Have recently received an assignment for Euro type/CE inspection from an Adriatic Customer. The format required 84 photos in order to address all down flooding and safety issues and locations to satisfy the inspection criteria. The flooding calculations and port/perforation calculations are not difficult but do have at least in this format a specific order. A metric rule/tape is a plus. Please be careful if you are performing inspections that you know will be for an export market.

Please call with questions.

Hope to be seeing you on Quay!



Canadian Region

Peter H. McGuire, AMS®, Director

C&V surveys seem to be getting back to normal with buyers and vendors alike quite active in the marketplace.

I had an interesting assignment a couple of months ago: Called to do a C&V on a 2 - year old, 31 foot fiberglass sailboat. OK, so.... Initial information was that this boat had been "grounded" on a local beach but had not suffered any structural damage. It had then been bought from the ins. co by a local fixer upper and put on the market (Hmm... do I suspect CTL?). Anyway, progressing through the survey there were more red flags than at a convention of the Socialist International - mildew and mold, "mayonnaise" in the engine oil fill cap and tranny, elevated core moisture meter readings, silt deposits in nooks and crannies, corroded wiring terminals etc. OK, just how "grounded" had this boat been? - tuns out it was "quite a

lot". Whilst pondering what I was to say in my report I had (what I considered) a bit of a brainwave: A friend has a condo overlooking the beach where this boat ended up. A quick call on the cell to Garry: Me: "Hi Garry, do you remember seeing a sail boat up on the beach at your place last September?". Garry: "Yes of course, it was was the talk of the building. It was awash for a day or so, before being refloated pulled off by a salvage tug. Me: "Awash, refloated?". Garry: "Yes, in fact my wife took some photos, I'd be glad to e - mail them to you". The ace in the hole was a great shot of the boat, stern on. Showing the photo to my client, he became distinctly uneasy about completing the deal (he didn't). It's quite satisfying how some things turn out.

I am starting to work on a Regional for the fall - my thoughts at the moment are for a day of engine education. Further details to come.

*"Nothing is more dangerous than an idea,
when it's the only one we have!" -Emile Chartier*

Members' Corner **By Rhea Shea, Office Manager** April, May, June, July

The following members are now Accredited Marine Surveyors, with the earned designator: "Y,SC"

Eric Agnessens, Osprey, FL	Adam R. Johnson, Stuart, FL
Tony Allport, Steilacoom, WA	Christopher J. Mathers, Camano Island, WA
John Bommarito, Riverview, MI	Anthony Peel, Copiague, NY
David Davis, Lake Ozark, MO	James T. Seith, Richmond, IL
Jeffrey P. Gonsalves, South Dartmouth, MA	Steven Richard Uthoff, Annapolis, MD
Michael Hart, Jupiter, FL	Tom Wareham, Warren, OH
Stephen D. Hayes, Clinton, CT	John B. Wenz, West Mystic, CT
Bradley W. Houg, Everett, WA	



The following members are now Accredited Marine Surveyors with the earned designator: "Fishing Vessel"

Michael Andrews, Manteo, NC

The following members are now Accredited Marine Surveyors with the earned designator: "Tug & Barge"

Donald Kinsey, Jr., Port Haywood, VA

The following people have been accepted into SAMS® as Surveyor Associates (SA's):

Bryson Bailey, Jacksonville, FL	Joseph H. Grenier, Beverly, MA	Christopher Michael, Dallas, PA
Matthew W. Brewster, Portsmouth, NH	John Griffin, Hudson, NH	Jeffrey T. Miller, Jupiter, FL
Kevin Bruins, Holland, MI	Paul Harrington, North Palm Beach	Hugh "Butch" R. Pardue, Elberta, AL
Felix C. Bussmann, Palma de Mallorca, Spain	Zachary Johnson, Stuart, FL	Thomas G. Prior, Tiburon, CA
Barron P. Cooley, Anderson, SC	Arthur W. Kimbell, Belleville, IL	James M. Sanborn, Centerville, MA
James H. Dale, Solon, OH	Robert A. Latham, Hansville, WA	Brent Strieter, Burt, MI
Raul De Saint Malo, Republic of Panama	Michael L. Maxson, Bayview, ID	James D. Taylor, Lancaster, KY
Robert H. Emerick, Miami, FL	Jim Metcalf, Canton, MI	Stanley Walker, South Duxbury, VT

New Affiliate Member: Vincent Townrow, Port Townsend, WA

Applicants seeking Membership with SAMS®:

David L. Gunderson, West Palm Beach, FL	Marino Rodriguez Batalla, Miami Beach, FL	Joe Phillips, Hudgins, VA
Jarett Quirk, Twp. of Washington, NJ	Wendell E. Brunk, Tukwila, WA	

Please be sure SAMS® International Office has your current contact information. This is important for your referrals and mail-outs from SAMS® Headquarters. Also, this is important for keeping your website listing correct (SAMS® Website is changed at least twice a month by our Webmaster). The current information is furnished to the webmaster from the International Office.



SAMS[®] NEWS

Society of Accredited Marine Surveyors[®], Inc

Society of Accredited Marine Surveyors[®], Inc
4605 Cardinal Boulevard
Jacksonville, Florida 32210



SAMS[®]

Annual Meeting & Educational Symposia October 20 – 23, 2010

*join us at the
Hyatt Regency Pier Sixty Six*

Hotel Information:

2301 SE 17th Street, Fort Lauderdale, FL 33316
Phone: 954-525-6666 Fax: 954-728-3541
Reservations: 800-327-3796
(Identify yourself as a member of SAMS[®] Group)
Deadline for Room Rate is Sept. 29, 2010

A few scheduled topics include:

- ⇒ New USCG Stability Rules, ABYC
- ⇒ Inspecting Refrigerated Cargo
 - ⇒ Fire Investigations
 - ⇒ Personal Injury Claims
- ⇒ How to Prepare for Expert Witness Testimony
 - ⇒ POD Propulsion Systems in Recreational Vessels
 - ⇒ Inspecting Sailboat Rigging
 - ⇒ Systems and Testing

Registration Packets were mailed in August.
Please call 800-344-9077
if you have not received your packet.

