



SAMS® NEWS

Society of Accredited Marine Surveyors®, Inc.

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Editor, Donald Walwer, AMS®

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SAMS® NEWS



Newsletter of the

**SOCIETY OF ACCREDITED
MARINE SURVEYORS®, INC.**

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Editor's Corner

by Donald Walwer, AMS®
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One item that comes up in almost all surveys is, Corrosion. In the past I had the opportunity to speak on this subject, as a surveyor who wanted to explain to clients, what basically it was all about in layman's terminology. Twice in Europe, during our expansion internationally, and here at home.

So it was with interest, when I came across an article that made it very clear what happened and the causes. It had to do with a severe corrosion problem on a five-year-old aluminum mega yacht. Marine Survey Bureau, Palma de Mallorca, Spain conducted the survey/investigation. The article can be reviewed in the April / May issue of Professional Boatbuilder. It was written by Roby Scalvini, AMS®, Principal Surveyor. I would suggest that obtaining a copy of the magazine and reading the article would be a big enhancement of understanding corrosion.

On another item that came to my attention, had to do with USCG boating recalls and safety defects. This is a government resource that you can access, particularly on older boats. It can be found at uscgboating.org / recalls and safety defects. Many of you probably use this resource already. If not check it out.

Our Annual Meeting is coming up in Nova Scotia. Living and working here on Cape Cod, "Novi" boats are a way of

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President's Message

SAMS® Goes Green

George Gallup, AMS®



Our 25th Anniversary Educational Symposia is just around the corner. The grand city of Halifax with all of her maritime history awaits our upcoming conference. This year's conference is a must attend for all. Our educational schedule has something for everyone. We have drawn from all segments of the

industry including local experts. On the lighter side, the President's Reception is being held at the Maritime Museum. The museum is home to the most prominent collection of the Titanic artifacts. We will have the museum to ourselves to explore and celebrate. The venue for the conference and business meeting will be the Marriott Hotel on the water-



Halifax Marriott Harbourfront

front. If you haven't been to Halifax or Nova Scotia, you are in for a pleasant surprise. The city is vibrant and the waterfront is alive with restaurants, taverns, and shops. The view from the historic Citadel on top of the hill overlooking the city and the harbor is spectacular.

SAMS® goes green. At last year's conference we decided that we needed to get better at going green.

In an effort to protect our planet and cut down on the use of paper we will be going green at this year's conference. The conference agenda and handouts will be distributed electronically. They will be available electronically to all attendees prior to the conference for download to your laptops (or printing at home, if you must). They will also be handed out on USB drives to all attendees at the conference.

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life, particularly in the commercial fisheries. If for no other reason to go, it is an opportunity to see, first-hand, the building of boats in both wood and fiberglass, unlike what you may have experienced here in the US. Having spent a lot of hours surveying "Novi's" (as they are known here) and spent a lot of time down there, Nova Scotia is always referred to as "down East." It is well worth the effort to see how others can build great boats. Plan on spending some extra time to see the area. I am prejudiced; my mother's family came from Tatamagouche, a little community on the North coast. You may fall in love with the area.

Editor's Notes:

New link to NTSB Fishing Vessel Safety Forum:
http://www.nts.gov/news/events/2010/fishing_vessel/index.html

A note from article in Soundings Trade Only publication, July 2011 issue.

The USCG office of Boating Safety is working on a requirement that ALL boaters be required to wear life jackets. MRAA Chairman Dave Foulkrod stated in a release, that the law would be the biggest threat to the recreational boating industry since the luxury tax. My charter boat business would cease if my passengers had to wear type I offshore PFD's when fishing.

An e-mail website from MRAA for further info:
www.mraa.com

Be a Professional

Joe Loble, AMS®
Executive VP



The survey business in the North East has been busy. I am often asked to describe what part of the industry is doing the best and what part is not. I have to say that I am doing a lot of everything from high-end custom yachts to day sailors, pre-purchase to appraisals. I feel this should continue for the rest of the year and I hope that business in your region is on the upswing.

There have been several changes to the General Membership Policy Manual in regards to the Up and Out Policy, the AMS® Continuing Education Requirements and the Membership Roster Policy. Please read your new policy manual when you receive it. I hear too many excuses about not understanding SAMS® policies.

The number of formal complaints against members is down significantly, but there appears to be quite a number of member complaints about other members doing surveys at a cut rate. Do not sell your services for cheap money and absolutely do not take on a job you are not qualified for, because your reputation will never recover. Be a professional!

The upcoming Annual Symposium in Halifax, Nova Scotia is in the final planning stages. Ken Weinbrecht AMS®, SAMS® Education VP has worked his usual magic and will present an excellent program with a variety of topics. The Marriot is a very nice hotel right on the harbor. I also must tell you that Halifax is a wonderful city with a long Maritime history mixed with the friendliest people, a vast number of pubs, high quality restaurants, museums and a nearby casino. Please consider bringing your significant other since this city has something for everyone.

"Before you criticize someone, you should walk a mile in their shoes. That way when you criticize them, you are a mile away from them and you have their shoes."

Anonymous

Expand Your "Scope of Work"

Lloyd Kittredege, AMS®
Membership VP



As our economy continues to be strained, so does the Pre-Purchase survey business suffer in some areas of our country. Everyone has heard these words before, change your marketing thinking and take a really close look at how you can get exposure and knowledge in our profession that you are not in.

The International Symposium which will be held in Halifax, Nova Scotia this year and the plethora of regional meetings that are held throughout the country are two areas that we can take advantage of. There are also numerous other venues where excellent information can also be obtained. A couple of areas that we can go after and are located everywhere in the country are container and cargo inspections. Yes, you will have to put out some effort and sometimes some cash (for seminars), but it can be done. Networking is what I think, the most important

key to breaking into these fields. In the SAMS® NEWS Volume 2, Summer 2009, Past SAMS® President Jim Sepel, AMS® wrote an article where he obtained an assignment of inspecting a cruise ship in FRENCH POLYNESIA, from a referral from Todd Schwede, AMS®. My company received a referral from Jim Singer, AMS® on an assignment to inspect many shipments of damaged bananas in the Chicago area. Yes, I know Sepel's assignment sounds better, but they both pay the bills and the banana "caper" should go into the winter months for us. My whole purpose to this article is to expand your "scope of work" and network, network, network.

Go to the International Symposium this year in Halifax and make as many of the International Meetings as possible for the education (expanding your scope) and THE NETWORKING! By the way Ken Weinbrecht, AMS® has a great lineup of speakers for us again this year. You cannot be a real part of SAMS®, and let it work for you, unless you are there meeting people and renewing old friendships. Plan NOW and make arrangements to go to Halifax. We will be there!

Coming to Nova Scotia is Like Coming Home

Stu McLea, AMS®

Secretary / Treasurer



SAMS® is in good shape, considering the economy, not only in the U.S., but Globally. We have purchased two side by side units in a business complex and our Cardinal building is on the market and we hope to have that building sold very shortly. Our advertising budget has seen a small increase to help pay for the re-fitting of the old display units with new panels giving it a more corporate look.

I have just returned from the Summer Board Meeting and it is the least amount of travel I have had to endure for a Board Meeting, I just drove across the bridge. The SAMS® 2011 Educational Symposium and AGM will be in my home town of Halifax, Nova Scotia, Canada. The Board was impressed with the city, the maritime attractions and the hotel facility located right on the Halifax waterfront. This meeting will be the first for SAMS® in Halifax, but Halifax is not new to the marine industry and surveyors, with hundreds of years of maritime tradition. The Maritime Museum of the Atlantic is first class and will be the location of our President's Reception, a real treat. The Museum is also home to a Titanic exhibit, a Halifax Explosion Exhibit (this will explain the ties between Halifax and Boston) one of the largest collections of model ships and also the set for Theodore Tugboat, a PBS children's show. You can also see a full-scale of Theodore at the Cable Wharf, a short walk from the Hotel.

My office has received a number of inquiries from our members with a number of questions. Here are just a few.

Q: What airline services Halifax International Airport?

A: United, Continental, American, Delta and Air Canada

Q: What is the weather like in early October?

A: Atlantic Canada can have what is known as an "Indian

Summer." Temperatures are summer like (70-75F). There is no need for a winter coat, but bring a sweater or light jacket.

Q: Are there lots of places to eat close to the hotel?

A: There are a very large number of restaurants and pubs in a very short walking distance from the hotel. My favorite is the "Blue Nose" (the slang name for a Nova Scotian) on Duke Street, just two blocks from the hotel. Food is good and the prices are very reasonable.

Q: What is there to do after the conference?

A: The Maritimes will be in full autumn colors, rent a car, head to Cape Breton or do the Light House trail or my favorite, head to Hall's Harbour for fish chips and watch the tide change in the Bay of Fundy (60 foot tides), some of the largest in the world.

Interested in planning a holiday in Nova Scotia, try these links:

<http://www.novascotia.com/en/home/default.aspx>

<http://museum.gov.ns.ca/mmanew/en/home/default.aspx>

<http://capebretonisland.com/>



Nova Scotia is Gaelic for New Scotland; you will see people wearing Kilts. This is not unusual. It is because Nova Scotia is New Scotland. If you have a Kilt, bring it and wear it with pride. If you have a family tartan, bring it and wear it with pride, because coming to Nova Scotia is like coming home.

To help us with grace at the Gala Dinner Thursday night, I would ask you to learn the Selkirk Grace.

**"Some hae meat and canna eat,
And some wad eat that want it;
But we hae meat, and we can eat,
And sae let the Lord be thankit."**

See you in Halifax; it should be fun and educational.

Jim Wood, AMS®

Meetings/Conventions VP



James Wood, AMS® is currently recuperating in his beautiful, picturesque Idaho home. For those of you who are able to attend this year's Annual Meeting, you will find that his choice was an excellent one. I'm sure you would join all of us in wishing him well and congratulating him on another job well done.

SAMS® Board of Directors

Please be sure SAMS® has your current contact information. This is important for referrals, mailings and to keep your website listing current. SAMS® Website is changed at least twice a month by our Webmaster. The current information is furnished to the webmaster by the International Office. Also don't forget to send in your education credits.

Come Up & Enjoy the Hospitality of our Canadian Neighbors

Ken Weinbrecht, AMS®

Education VP



Wow.....what a place. The hotel is first class, right on the water in the heart of this historic city. Our educational program is shaping up and I think you'll all find it very interesting. You will be receiving your agenda soon, but here is a little recap.

ABYC will speak about Webstir and give a demonstration on its use as well as some industry changes in

standards.

Transport Canada will speak about their mission in the industry.

A review of bylaws and ethics – an ADDITIONAL 2 CE'S WILL BE AWARDED FOR THOSE THAT ATTEND THIS SESSION.

The Presidents Reception will be held at the Maritime

Museum which has Titanic memorabilia.

Nova Scotia Boat Builders Association

Joe Lombardi, AMS® will speak about survey and repair of the Battleship USS North Carolina.

Confined space safety, yes it even exists in yacht surveying.

Atlantic Mercruiser

Lunenburg Shipyard Alliance – shipbuilders and repairers.

Baltek Balsa Core

Maritime Attorneys to speak about Marine Surveyors.

Best Practices in Atlantic Canada.

Brooklin Boat Yard

SEO Halifax – Maximizing search engines and web advertising.

The time of the year is excellent, nice, cool and you can enjoy the fall foliage as well. Come on up and enjoy the hospitality of our Canadian neighbors!

SAMS PHOTO CONTEST

We are in the process of creating a new SAMS® survey brochure and we'd like to have some input from our members.....so we are going to have a photo contest for the cover photo on the SAMS® brochures.

We'd like to have a few brochures that you can purchase like the existing one, except it will not be as detailed. It will be a simple 8.5" x 3.5" card with the photo on the front and your contact information on the back. We felt it would be sufficient to attract people to your business without giving all the details as the current brochure now has.

So here are the rules:

1. We will have several cards, yacht, commercial, and a claims card photo.
2. The photos must be your own and not pirated from the web or someone else.
You will need to certify that the photo is yours.
3. Photos will be sent to a brochure committee to be picked as the winners.
4. The prize will be a free registration for an upcoming Annual Meeting.

The contest will start 11/1/11, so don't start sending in any photos before then.

Further details will follow.

Start clicking!

Redesigned Show Booths

Tom Benton, AMS®

Public Relations VP



Advertising is pretty much on auto pilot through the summer months. We have new show booths for this fall's trade shows, and we are looking into a couple of new digital photo display units.

Hope everyone is as busy as I am this year.

Good Surveying!

Tips on Avoiding the Horrible Client

Jim Sepel, AMS®

Immediate Past President



Greetings from the sunny, warm and dry “rain forest” of Southeast Alaska.

We have had an incredible two weeks of wonderful, sunny weather, with temperatures in the high 70’s and low 80’s.

TIPS ON AVOIDING THE “HORRIBLE” CLIENT

There are signals to look for when fielding calls inquiring about your services.

Whenever you hear the following magic words, you should immediately consider possibly not taking the job:

A. Vessel was repossessed. In this case, if you are surveying a repo’d vessel for a bank, you will probably be treated just fine. But, you should be aware that most repo’d vessels are (1) filthy, (2) are lacking in maintenance, and (3) will take more of your time.

B. Vessel was used as a live-a-board. In this situation, chances are you will be on scene much longer. Again, you may find lack of maintenance and cleanliness issues. But, more importantly, you may find some safety issues as well.

For example: I have found 5 gallon propane bottles mounted next to main engines. I have found Paloma propane hot water heaters (which are not recommended for marine use). I have been frustrated by finding lockers FULL of stuff, preventing access to through hulls, bilges, etc. And, usually “live-a-boards” become an electrical nightmare with the addition of heaters, humidifiers, over-loaded circuits, and lack

of battery maintenance, etc.

C. The prospective client wants to negotiate or argue over your rates.

This one is easy. I try to end the conversation by stating if you want a professional marine survey that is accepted by all financial and insurance companies, then those are my rates, and “have a nice day.”

SAMS® AND REFERRALS FROM MEMBERS

SAMS® made it possible for me to work on cruise ships doing environmental audits, five years ago. That, plus a referral from Todd Schwede, AMS®, gave me a referral for a special cruise ship project in Tahiti two years ago. That same Tahiti client just sent me to Athens, to inspect a small cruise ship from Greece to Istanbul. Opportunities will happen with your SAMS® membership.

PLEASE VISIT OUR NEW HEADQUARTERS BUILDING

If you ever get to Jacksonville, be sure to visit our new office building. Your board and the office staff are very proud of our new facility. And, we are making progress in obtaining the adjacent unit, at a very good price. That way we will have plenty of space to grow, and our staff will have the facility they need to continue their excellent support of our membership.

See you in Halifax!

Keys for Success

Alison Mazon, AMS®

Testing VP



I have been reading Matthew B. Crawford’s recent book, Shop Class as Soulcraft. I find direct parallels between the mechanic that serves as the focal point of his book to the craft of a professional marine surveyor. Take the following excerpt:

Rebuilding a motor then, is more humanely involved than assembling one on

an assembly line. It is a craft activity. But, what does this mean, exactly? We have seen that a mechanic’s perception is not that of a spectator. It is an active process, bound up with his knowledge of patterns and root causes. Further, his knowledge and perceptions are bound up with a third thing, which is a kind of ethical involvement. He looks for clues and causes only if he cares about the motor, in a personal way.

I have reread that paragraph multiple times because it makes the point so clearly. I see a direct parallel to the difference between a professional marine surveyor who cares about his craft and the vessel he surveys and one who employs

the fee.

It is not a stretch to apply the same analogy to the AMS® candidate. Successfully studying for and passing the exam requires stepping outside of himself to objectively analyze strengths and weaknesses. A mechanic hits dead ends because he misses patterns or root causes. Similarly, an AMS® candidate can dead end due to the same lack of objectivity.

Your Keys to Success:

- Don’t get caught short. A candidate has 3 chances in 2 years from the date of qualifying to sit for the exam.
- Remember there is a 6 month waiting period between attempts, so test early.
- Prepare.
- Step Out of Yourself.
- Do Not Assume.
- Study the Full Spectrum of Surveying; you may only survey a narrow spectrum of vessels, but a professional surveyor should have depth.
- ABYC standards are building blocks -- certifications are key. Challenge your boundaries.

(The default to he, him, himself is for simplicity only; she, her, and herself are equally as appropriate.)

ABYC Webinars

Peter McGuire, AMS®

Canadian Regional Director



We recently lost an SA member due to non-compliance with the SAMS® "up or out" policy. Every SAMS® member, whether SA or AMS®, is responsible for his or her own compliance when it comes to matters such as the "up or out" policy and SAMS® education requirements.

SAMS® HQ sends out notification to each SA when he or she becomes eligible to upgrade to AMS Candidate, so there is plenty of notice given (and with the implementation of the new SA survey review programme, the transition should be that much smoother).

I attended my first ABYC "Webinar" last week. For those of you who have not yet done so, this format is an excellent way of keeping up to speed with ABYC Standards, all from the comfort of your own office / home. The cost

is modest and registered participants gain an Education Credit.

I was saddened to hear that Tony Reppard had passed away. Previously a SAMS® AMS® in BC, Tony had been in failing health for awhile. I met him at the SAMS® International Meeting in Seattle in 2001. He had recently returned from the 150th anniversary celebration for the America's Cup in the UK, where he had been a crew member on "War Baby" (Ex Ted Turner's 1979 Fastnet winning Tenacious). His description of the event, milling around with the "J Class" and 12 Metres was most vivid, the chance of a lifetime.

On another note, the Canadian Region says farewell to Kingston, ON surveyor Nicole McLoughlin, AMS®. Nicole is heading to the Islands to pursue surveying opportunities there. We wish her well.

Hope to see you all in Halifax this October.

SAMS® is Celebrating 25 Years

Be Dilligent in Your Surveys

Darrell Boyes, AMS®

Pacific Regional Director



I have read with some interest recent articles and comments being offered regarding survey content. Some have suggested that we include our Curriculum Vitae, instruction or comments on various operational checks and more.

This really strikes me as odd coming from professional Marine Surveyors that pride themselves with how much they know. Mr. Randall Sharpe, AMS® articulated his thought about this very well and I probably cannot improve what he said or how he said it.

I do believe that we as surveyors need to be very diligent about what we include in our reports for the entire world to see. Your Board of Directors both past and present have done an excellent job in making it easy for all of us. It is called "SAMS® Recommended Survey Report Content". This is provided to every AMS® and SA out there.

When you look at this and also consider the suggested references i.e., ABYC, NFPA, USCG, it is my opinion that you have all the tools that you need to assemble and write a competent report. If you take both of these segments and use a narrative style, you have it all.

Why do we need to think about adding a document about our credentials or how to operate various components of a vessel? We then begin to stray far away from what we are called and expected to do as a part of our inspection process.

To those of you that are considering this silliness, I would ask that you reconsider and stick with what is tried and true. Use the tools that are presently available and articulate the subject matter well. Remember what you write is not only a reflection of who you are it is also a reflection on SAMS®.

Let's not try to reinvent the wheel.

Knocked Out By a Watercraft Exclusion

by James E. Mercante, SAMS® Affiliate

It's boating season again! So, it's time to make your list of boating essentials and check it twice and that includes checking your insurance policy. One unwary boater found out the hard way after an accident (of course) that his coverage was forfeited by policy exclusions. The insured loaned their "Kite-Tube" to a friend for some waterborne recreation. The friend, who decided to take some of his guests out for a tube ride, had a boat powered by a 120 horsepower outboard engine to tow the tube.

Landing in lawyer's office

A Kite-Tube is a circular inflatable tube designed to be towed behind a power boat. The U.S. Consumer Product Safety Commissioner has recorded many injuries involving Kite-Tube accidents, including death, broken neck, punctured lung, and chest and back injuries. Although Kite-Tubes are restricted in several waterways, they have not been banned throughout the nation.

When towed behind at certain speeds, the tube can rise above the surface of the water and become airborne. One must hope to land safely as the boat continues to travel ahead. One gal didn't land so safely and suffered injuries. Her next landing was in her lawyer's office. She sued both the owner of the vessel and the owner of the Kite-Tube in state court. Not to be checkmated, the insurer of the Kite-Tube countered by bringing a "declaratory judgment" action in Federal Court, asking for the court to "declare" that the homeowner's insurance policy issued to the Kite-Tube owner, excluded coverage for the casualty.

Insurer counters

The insurer relied upon an exclusion in the policy to deflate the claim. Every policy of insurance, whether a marine or non-marine policy, will contain some exclusions from coverage. Boaters should read their policy and become familiar with the exclusions. It may govern your conduct during and after boating season.

The homeowner's policy issued to the Kite-Tube owner had an exclusion that forfeited coverage for certain types of casualties. Exclusion 6 reads in pertinent part as follows:

Exclusions

6. We do not cover bodily injury or property damage arising out of the ownership, maintenance, use, occupancy, renting, loaning, entrusting, loading or unloading of watercraft away from an insured premises if the watercraft:

- a) Has inboard or inboard-outboard motor power of more than 50 horsepower;
- b) is a sailing vessel 26 feet or more in length;
- c) is powered by one or more outboard motors with more than 125 total horsepower;
- d) is designated as an airboat, air cushion or similar type of watercraft; or
- e) is a personal watercraft, meaning a craft propelled by a water jet pump engine and designed to be operated by a person or persons sitting, standing or kneeling on the craft.

The Kite-Tube owner admitted during the case that the Kite-Tube was a "watercraft," but when push came to shove, the owner tried to back away from this admission. If

watercraft and vessel are taken to be functional equivalents, then a simple reference to the nautical rules of the road would indicate that a Kite-Tube is not really a "watercraft". The rules of the road (Rule 3) define a vessel to include every description of watercraft "used or capable of being used as a means of transportation on water." It implies the craft having its own means of propulsion, whether that be motor, sail, or oars. If a Kite-Tube qualifies as a "watercraft," does a parasail qualify? A banana boat? A water skier?

No coverage

Faced with the "watercraft" admission, the judge rejected the owner's attempt to retract it later in the case. The owner argued in the alternative, that the relevant exclusion only applies to a watercraft that has an inboard-outboard motor power of more than 50 horsepower as stated in exclusion 6(a). But the judge stated that the applicable exclusion was 6(c) which excludes coverage for watercraft powered by an outboard motor "with more than 25 total horsepower". The insured argued that this exclusion did not apply because the Kite-Tube was moving behind a boat while attached to a tow-rope and only the boat, not the Kite-Tube was being "powered by" a motor.

The judge disagreed again and determined that exclusion 6(c) anticipated and excluded the situation in which a watercraft is being powered by a motor affixed to a vessel and said it would be meaningless if "powered by" in the exclusion also applied where the power was attached to the watercraft. In other words, the court found that exclusion 6(c) was broader than 6(a) and applied regardless of how the outboard motor causes the watercraft to move. In determining that the Kite-Tube owner was not entitled to coverage due to the exclusions, the judge concluded the Kite-Tube would have been stationary unless the boat was pulling it.

Taking the air out of the insured's case, the judge determined that since a boat with an outboard motor of more than 25 horsepower was towing a watercraft, the homeowner's exclusions were triggered and the homeowner's policy did not afford coverage for bodily injuries resulting from that activity.

While I'm no Kite-Tube expert, it seems to me that the judge's concession that the Kite-Tube would have been stationary unless it was being pulled by a boat would mean that the Kite-Tube is not a watercraft. The judge may have reached a proper result under the insurance policy, but it would appear that the "watercraft" logic was not entirely airtight.

Conclusion

Isn't it amazing how a simple set of facts (and a day of fun on the water) can lead to a state and federal lawsuit, and various and inconsistent interpretations of provisions in a seemingly unambiguous policy of insurance? Perhaps a little advance knowledge of policy terms, conditions, exclusions and indeed, activities that can be potentially dangerous would be a step in the right direction for boaters about to embark upon a new season.

James E. Mercante is an admiralty partner with Rubin, Fiorella & Friedman LLP, and Commissioner on the Board of Commissioners of Pilots of the State of New York. The information in this article must not be construed as legal advice and laws may vary from jurisdiction to jurisdiction.

News From the Northeast

Paul Logue, AMS®

Northeast Regional Director



Halifax, what a fabulous city. Great old and new architecture mixed in with each other. A nice shiny high-rise bank, right next to an old iron and stone building, housing restaurants, shops, or a museum. This abuts the harbour front with North America's longest wood boardwalk. Everything is just about a 5 minute or less walk from the Marriot Hotel,

which is right on that boardwalk. There will also be plenty of places to look at for any guests. The airport has transportation called the Airporter van that runs hourly for 19.95 to our hotel. For 14.00 per night you can opt for their phone and wireless plan. It allows you unlimited phone usage back to the states and wireless for your laptop. If you opt out of that, just be careful on checking your cell phone carrier for roaming charges.

Ken Weinbrecht, AMS® has done a great job with speakers on both Yacht and Commercial. Jim Woods, AMS® and Stu McLea, AMS® have also done a great job of setting up this venue in Halifax. I remember the meeting where we all decided on this. You will not be disappointed by this great Little / Big City with lots of Maritime Heritage. By the way, all of the people who live and work in this city are very friendly. No Big City attitudes here. Hope to see you all there.

Business has been brisk all season long for a lot of people. That's good news. Have to admit though; there are a

lot of shoppers on the C and V Insurance Surveys. Pre-Purchase though shows more 20' to 26' range boats than in the past. I am proud when a first time boat buyer thinks enough of our industry to hire a marine surveyor so they go in eyes wide open. I remember back about 5 years ago when I had a couple of surveyors say to me they do not survey small boats. Or they would leave a couple of days open in their weeks ahead for big boats and say they were booked for the smaller buyer. That has all changed here in the Massachusetts area. Those same surveyors are now taking smaller boats. It's not a dig against those surveyors. It's just a trend we should all be wary of and never look down upon the first time boat buyer. They have a good experience and remember the people buying the small boats will move up and want bigger boats surveyed. Damage claims have also started to pick up.

We will be having a meeting sometime in early to mid winter. No dates or place selected yet. Our last meeting was a USPAP meeting that was very helpful for us all to start showing or explaining how we arrive at our values. I have actually used it in court now a couple of times. The judge and even opposing attorneys have accepted my value of the vessel. Sometimes a small piece of the pie in a divorce case, but nonetheless you did your job for your client.

Please remember that it is tough for me to proctor an exam every time someone calls. This is especially true in the busy season of spring through fall. We have been having two meetings per year plus the International where you can test. Also, you can test at our new SAMS® HQ anytime you want with some advance notice.

"Small opportunities are often the beginning of great enterprises."

-Demosthenes

USPAP Course Coming Up

Bob Horvath, AMS®

Great Lakes Regional Director



SAMS® 25th Anniversary, Halifax

Having recently returned from a BOD meeting in Halifax, I can personally attest to its beauty and rich nautical history. The Halifax Marriot Harbourfront Hotel is right on the water and the views are spectacular.

There are so many things to do that make it worthwhile to come early or stay later and make this a mini vacation. You can ride on an amphibious duck, or a famous tugboat, go whale watching, sail on a Tall Ship or go on a ghost walk plus many other sights too many to mention.

As usual, our VP of Education, Ken Weinbrecht, AMS® has an excellent educational program of interest to all.

SO MAKE YOUR RESERVATION NOW!

As some of you may have noticed, the SA Survey Report Review is now in place. You will be asked to submit copies of your reports to the national office on your anniversary date of joining SAMS®. This program has been put in place to avoid any problems later on when it is time for you to upgrade to AMS®. Maybe this would a good time to review your report format and make sure it complies with the SAMS® minimum report content.

I am presently working on our fall regional meeting content. I have had many requests to have a USPAP course. We need 25 attendees to keep the costs down. We have 15 committed at the present time, so we need at least 10 more to make this happen.

By the time you read this, I will have nailed down and informed every one of the dates and costs.

See you all in Halifax!

A “Pawn Star” Story

By Kells Christian, AMS®

I got the phone call while I was walking through a boat yard. The caller identified herself and asked if I would be interested in appraising a one man submarine. I quickly responded “no”, as submarines were clearly beyond my expertise. She then said she was with a reality TV show called “Pawn Stars” and they needed an expert to appraise the sub and if I couldn’t do it, if I knew anyone who could.

That evening I told my wife and kids about the call. The kids watched the show and were very excited about the opportunity. I had seen the show but was not very familiar with it at the time, but if it interested the family, I was willing to give it a try.

I called the producer and clarified the assignment. They needed an appraisal as part of their TV show. I told them I was very experienced at evaluating odd vessels and as long as no one was going to try to use this sub based on my opinion, I would be happy to appraise it. They said that I was hired, that they did not pay their experts and that the filming is done in Las Vegas and I would have to travel from San Diego to Vegas on my own expense.

I had a scheduled trip to Las Vegas to meet my relatives for a little Vegas fun. The production crew said they could accommodate my schedule and sent me some preliminary information on the sub. I did a little research using the information provided and began my education on small submarines.



Turns out there are several common legal uses for small private (non military) submarines. They include tourist rides, research, yacht toys and a few people just like to mess about in them, many similarities to the boat business. There is an internet group, psubs.org, which stands for personal subs. The values depend on the manufacturer, quality, size and depth rating. There is a fairly popular “kit” sub, called Kittredge, and many subs for sale at the lower end of the range are of this origin. There is also an illegal “smuggling” market for submarines.

The shoot was scheduled for December 17, 2010 and I traveled the night before with my 10 year old daughter. The next morning I did a little more research. I had been unable to find the specific type of sub the producer had identified, so I tried to get as many comparables as possible. It turned out that there are sub experts and sub brokers and I enlisted many of them to help me in attempting to value the “Quest” one man submarine. No one knew the “Quest”.

Bright and early in the morning, my daughter and I took a cab to the World Famous Gold and Silver Pawn Shop in a seedy area of downtown Las Vegas. We met the stars and awaited the production crew. They showed us the sub and we started talking about our research. I told them no one had heard of a “Quest” submarine and soon many of us were on the internet searching, but had no luck. We discussed what I had found with the director and he was happy to hear I had some historical information on submarines. The show is on The History Channel and often uses bits of historical information for interest. I had enough information to value the sub and so we

decided to shoot, even though we had no specifics on this sub. The sound guy hid a microphone under my shirt and just as we began to shoot, it began to rain. We could not film and the shoot was postponed.

My son and wife came into Vegas that night. It was his birthday and he wanted to see the Pawn Shop, so we took him by. It was full of people. The show is reportedly the highest rated Monday night show behind Monday Night Football. The shop sells lots of show related merchandise and my daughter had already been given signed shirts for her two brothers and herself. She was most pleased with Chumlee’s autograph. He is a large “ish” man named after a cartoon character and is the comic foil in most episodes.

As a result of the postponement, I was able to do the job of a marine surveyor and accomplish proper research and an accurate appraisal. I was unable to locate a hull identification number, but I was able to send photos of the sub to all the contacts I had made in the industry. Two people knew the sub. I found out it was one of two built in an attempt to make an affordable one-man sub for mass production. It was sold to an Australian film crew for a show called “Quest” but likely never used in filming. It was rated to 100 meters and while the pressure hull still had value, most of the sub was junk. This particular sub requires the operator to lie down and lift his head. It is hydrodynamic in its shape, but the more popular and valuable current models allow the operator to sit down and thus are better ergonomically.

We rescheduled the shoot for January. The shoot went well, most of the time. We broke the shoot into two parts. The first part was the four stars of the show and me standing around the sub and discussing aspects of the sub and its value. The sub was in a small outside storage space surrounded by the pawn shop and a fence, which was about six inches off the ground. We concluded the shoot in this location and continued with just me in the parking lot. At this point, I tanked. I didn’t feel nervous but I certainly acted like I was. I could hardly finish a sentence and my wife wanted to step in and finish up for me.

The show aired several months later. The editors were brilliant and they made me look like I knew what I was talking about. I have made the most out of the experience, using it for publicity and it comes up often. Many of the brokers I work with mention it to clients. Many of the marine professionals tease me about it and I received lots of emails from long lost friends and distant relatives who saw the show. It has already been on as a rerun and the episode is named “Sub for sale”. It is on YouTube and we have a link to it on our web site TheMarineSurveyors.com.

It was a very interesting and fun experience and well worth the effort and expense. It has undoubtedly led to new business.

A History Lesson

Robert Heekin, AMS®

Florida Regional Director



As it pertains to the Florida Region, I have continued to receive a flurry of Surveyor Associate applications. I am also seeing a marked increase of surveyors taking it upon themselves to comply with the Up-Or-Out policy in regards to taking and potentially passing the AMS® designation test. This is because SAMS® headquarters staff is doing a superior job of keeping the candidates on their respective toes

with tickler correspondences.

In an attempt to fill out this column and rather than discuss the Florida climes as an alternative, I hope it is acceptable that I revert to a little history lesson. I personally was surreptitiously a history major in college. This means that you received a college degree with little or no promise to create any practical or useful applications for your specialty.

Most of us at SAMS® are affiliated with insurance companies and or insurance contracts in some form or another. Many of the surveys and the valuations contained within our survey documents are used by insurance underwriters in order to approve and bind coverage. While I am quite certain that virtually all of us have some knowledge of the Lloyds of London concept, this is the rest of the story.

Lloyds of London is a British insurance and re-insurance market. Wikipedia defines it as serving a partially mutualized marketplace where multiple backers, underwriters, or members, whether individuals [traditionally known as Names] or corporations come together to pool and spread risk. Lloyds, as it is commonly referred to, contrary to popular belief, is not a company. The motto of Lloyds contains the phrase "utmost in good faith." According to Wikipedia, Lloyds grossed over 21.97 billion pounds in 2009 and had a record pre-tax profit of over 3.8 billion pounds. Lloyds originated in a coffee house in the 17th century. As water travel expanded, it is easy to comprehend that there became a big demand for shipping and cargo insurance. This new market was rooted in a place named Edward Lloyd's Coffee House in 1688. Yes, there is a person named Ed who we can identify as the father of Lloyds. People gathered there at the coffee house, drank plenty a cup of coffee and this transitioned to the risk taking that we

witness today. Ship owners would write down on paper the specifics of the proposed voyage, the name, route and ports of call. The coffee drinkers would then sit in booths and benches and determine how much risk they were willing to accept. The insurer group would then sign their name under the shipping data; hence the term underwriter was born.

Investors later formed groups now known as syndicates to back underwriters. The risk taking spread beyond the shipping industry and corruption was extremely widespread. In 1771, this corruption threatened the existing genuine business practices and 79 individuals established themselves in a nearby building. The name Lloyds was maintained in spite of the passing of Edward Lloyd. Another tradition that went unchanged was the use of wooden benches arranged in an open room known as boxes where business is routinely transacted. In 1906, Lloyds of London hit a credibility home run when a leading broker and underwriter signaled to his US representatives that all claims were to be paid in full as it pertained to the San Francisco earthquake victims. All the while, domestic insurers were handling claims with much less fervor.

The financial structure today is backed by an exclusive group of investors known as Names. A potential "Name" has to be sponsored by an existing Name and the would be Name is required to have a substantial net worth and they have to agree to post advance monies backed with various forms of real collateral. Lloyds has over the years received the reputation for insuring the non-insurable. I have had the opportunity to visit Lloyds of London back in the early 1990's. The system, while antiquated in some respects to me, still works and is still financially solvent. I witnessed brokers that came to the "box" soliciting various forms of business. They were sometimes sent scurrying away after it was realized that all the particulars of the risk were not fully disclosed and additional information was generally demanded. The Lloyds building is steeped in tradition. A bell is still rung and large losses are historically inscribed in a very large book in the front of the edifice when a large loss is announced. Coffee is still the favored drink, but lunchtime sometimes beckons that a sandwich [standing up] and a pint of ale is the favored bill of fare. Lloyds of London while known over the years as the standard bearer actually did not invent the ship going insurance concept. This was developed much earlier, no doubt in a somewhat more crude format by the Phoenicians.

SAMS® Board of Directors Meet with Coast Underwriter Staff

During the Summer Board Meeting the SAMS® BOD took time to meet with Canadian Marine Insurers "Coast Underwriters" at their Halifax office. Coast is a full service shop with offices across Canada writing recreational and commercial marine risk policies. The meeting with Coast's underwriter and claims staff went very well. They were very interested in hearing SAMS® optioning on survey content and when in a vessel's life should it be re-surveyed. Coast is very excited to have the SAMS® Educational Symposium held in Halifax this year and they are organizing some of their staff to attend our conference.



Business Indicators are Positive

Randy Renn, AMS®,

Mid-Atlantic Regional Director



Hello there Surveyors from the Mid Atlantic! First, I would like to thank all those who attended the Regional Meeting in Charleston, SC. Lots to learn about Gyro Stabilizers of smaller craft, bolt on catalytic convertors and infused composites. Hard to keep up! Also a hardy Thank You to our associates as they participate at great costs and efforts!

Here we are again with yet another summer on the horizon and a reportedly good spring behind us. Business indicators are positive and the industry may have caught a short breath. We have not seen the surviving boat dealers and repairers falling away and in fact some dealers/repairers are calling for the return of tech types.

A certain way to ensure our growth and success is through our networking system and one on one contact. We have a fine opportunity coming up in October. Having just returned from a board meeting (where your board does Yeoman's work) in Halifax, Nova Scotia, I can tell you our International Meeting will be in a great venue. The program is filled and the location is wonderful for surveyors and partners alike. It will be the place to advance your business through another International Exchange and support SAMS® at the same time. So dust off your passports and plan early to attend. The hotel is in a very active part of a remarkably clean and bright downtown district. Easy access from the airport via "Airporter" shuttle and dining galore. In addition English is spoken there "Eh" and the menu print is "large-Eh."

Our numbers stay about the same with 134 Mid-Atlantic types still surveying and that is inline with the 5% drop across the SAMS® membership board. Again, will remind you to take

your AMS® test as soon as you can to give yourself as much time as possible to retest.

The test is no piece of cake and a large percentage do not pass on the first attempt. No shame in that, as we do not test every day. Remember to write down and report your CE efforts so those numbers are current. You need to report the numbers to be certain they are in your record for upgrades and up or out situations.

Let's have more "Breakfast Meetings". A call is out for volunteers to organize in your locale. Have a meeting the third Tuesday, 2nd Wednesday evening, whatever you will find very quickly, the advantage of surveyor interaction.

On an ongoing advisory heading, please, please do not take an assignment you cannot properly perform! If you cannot tell someone in precise terms the difference between a garboard and a shear plank then simply do not take the job! More than once a month someone will call and ask "what is the thing between the what's-its". We are here to help but please do not go into deep water without a chart!

From the news tidbit department, some pending legislation concerning dB levels in recreational boats not involved in a sanctioned competition. Some new rulings in the works that will likely affect us in way of measuring sound output at idle. Your State will have a level, perhaps 91 or 89 dB. This may soon change to 85 dB as all States will have a similar standard. This is a big change in way of sound loading and will prove problematic for many "Recreational Boats" with modified exhausts. A good tool for this is the Radio Shack 330 2055 Digital Meter with "weighing"- a needed feature. We have used one for years without a problem and at \$49.90 US not too much of a burden.

The secret of success is making your vocation your vacation.

By Mark Twain

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 **Oct. 15, 2011**. 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.

Hello Again Soon to be Globalized Marine Surveyors! The “Harmonization” process is still very much alive of course and will be nearly unending as new products and systems come to the market. Standards come onboard, go to task, get modified, reset, etc., in a perpetual wheel. Last count, there were 72 recreational vessel numbered standards that have been “Harmonized” according to IMCI (International Marine Certification Institute). The subjects go from Inflatable Craft to Fuel Hose, etc. This effort represents a time frame of 13 years reflecting the very difficult task of having so many parties with so many interests. By way of example part of the standard for Joy Stick controls expresses that when the stick is released, the power plant goes to idle and neutral and centers itself. This may be good in some cases; however, jet boats do not have a “neutral” they have bucket controls which sets up another set of system activity and on and on for practically every item. If you turn it on or off, it gets wet or hit with a hammer or tool in its lifespan, there is a standard that speaks to it or how to do whatever it is.

By and large, reading about Standards development or attending meetings where White Papers are read is ...well, not exciting. At a recent meeting, we were introduced to a potentially “Beneficial” standard that is not just fresh off the drafting board, but very close to being adopted and is actually being referenced. Wait a moment! A Standard that may actually be beneficial to our Surveying lot, wow what can this be? It would be ISO 11347 or “Measurements and Analysis of the Visual Appearance of Yacht Coatings for Vessels Greater than 24 Meters”. This may include DOI- Distinction of Image, Color, Gloss, Thickness, Fairing and Hardness. Part of the process has been contributed by Pinmar, a leader in Super Yacht finishing as well as ICOMIA and Wrede Consulting. ICOMIA has had “a guideline of Objective Surface Quality Criteria” for a some time. How does this benefit surveyors? It nearly codifies a branch of our business where unearthed profit potentials certainly lay. In my view, ISO 11347 also means that we must inform our potential client that we do or do not do finish inspections as part of our surveys on vessels over 24 meters constructed after the Standards acceptance date. The cost of the Wave Scan Device that measures some of these criteria is quite high even for simple or one measurement type devices and can be \$35,000+ for a full set of gear. Charges for inspections are reportedly very high to justify the equipment and training required. BYK Gardner is one source for equipment that you might have found in an aircraft or automotive factory and now in a ship yard. Something to think about.

Recently, I received a request to opine at the State level on an updated dB limit effort by what is potentially a Standard for all mainland US DNR's or Resource Departments - not Constabulary Departments. Another area of potential profit is, when this takes effect, may be measurement requirements by local enforcement groups. I was asked if this is something that a normal surveyor might do and replied, it is something some of us do already. The level would be dropped to 85 dB at idle in gear from any angle on the vessel. A more ambitious standard may be applied to vessels underway.

Last letter, I suggested that an overseas party might expect to see 60 photos after a survey for certification. The format now requires 124 photos to satisfy the inspection criteria. The flooding calculations and port/perforation calculations have not changed and I did get a metric tape. There are sound level measurements on untested vessels that are not complex, but require specific equipment. Again, you are performing inspections that you know will be for export and are not export certified. It would be prudent to be very, very specific that your inspection was not for vessel certification or classification and what standards were used. Have nightmare stories of great intentions gone awry.

Please call with questions. Hope to be seeing you out there!.....Randy

Useful Continuing Education Links

Where? Go to the SAMS website www.marinesurvey.org and click on “Useful Links” from the navigation frame.



Abaris Training Resources - Inspection & Repair of Advanced Composite Structures
 American Society of Appraisers
 Chapman School of Seamanship
 ProBoat E-Training - Professional BoatBuilder Magazine's Online Source for Marine Education
 Havorn Marine Survey & Shipwright School - Seattle Washington
 Maritime Bureau - Online Education for the Professional Surveyor
 Maritime College - State University of New York
 National Cargo Bureau - Cargo & Ship Safety Training
 Sailing Knowledge - UK
 Sea School - Serving Mariners Since 1977
 WoodenBoat School - Brooklin, Maine

2011 Winter Meeting Set

Kristoffer A. Diel, AMS®,
Gulf Regional Director



The Society of Accredited Marine Surveyors® (SAMS®) Gulf Region Winter Meeting opens in New Orleans, LA on Wednesday, 30 November 2011, with a two-day Uniform Standards of Professional Appraisal Practice (USPAP) course that provides 15 hours of continuing education. The winter meeting continues through Saturday, 2 December, in conjunction with the International WorkBoat Show, and provides an opportunity for additional continuing education, professional development and networking.

USPAP provides standards for all appraisal disciplines. The course being offered prior to this year's meeting includes lectures, materials and a fast-paced and practical approach for marine surveyors. Roger Durkin, J.D., M.S., ASA, is the instructor. He boasts a 98% pass rate and is regarded as a highly entertaining lecturer. Registration for the USPAP course is \$350. Enrollment is limited and provided on a first-come, first-serve basis.

The Gulf Region Winter Meeting convenes Friday morning, December 1, and concludes the following afternoon. Speakers will focus on topics of interest and concern to SAMS® members including new compliance issues. Registration for the Gulf Region Winter Meeting is \$100.

You may register for the USPAP course only, the Gulf Region Winter Meeting, or both. SAMS® members from the Gulf Region are especially encouraged to attend the Winter Meeting, but members from all regions are welcome.

SAMS® Vice President Joe Loble, AMS® will head an informal receiving line at the Opening Reception. Several Board Members are expected to join Joe and SAMS® Gulf Region Director Kris Diel, AMS® in a special welcome to members and show of appreciation for their attendance.

Hotel Provincial is the site for both the USPAP course and the regional conference. Located in New Orleans' historic French Quarter, Hotel Provincial is one short block to the riverside trolley and a quick ride to the Morial Convention Center where the International WorkBoat Show takes place during the same time period. SAMS® members who are interested in attending the WorkBoat Show can get passes without any additional cost.

Hotel Provincial rates (Single, Double, Triple or Quad) for Tuesday through Thursday are \$119/night, and rates for Friday and Saturday are \$179/night. All rooms provide wireless access and guests also enjoy Continental breakfast each morning. Secured and unlimited "in and out" on-site valet parking is available for an additional \$23/day. Reservations for these rates will be available under the name "SAMS® GULF."

The Accredited Marine Surveyor (AMS®) exam will be offered during the regional meeting from 8 AM to 12 Noon on Friday, December 2. This proctored examination requires candidates to schedule a test appointment by notifying the SAMS® International Office. Candidates should also bring the ABYC Rules & Regulations for Recreational Boats booklet when they take the Y & SC exam.

The Gulf Region Winter Meeting is held in conjunction with the New Orleans International WorkBoat Show, the largest commercial marine tradeshow in North America. The tradeshow is of special interest to people and businesses working on the coastal, inland and offshore waters. An estimated 1,000 companies exhibit at the Morial Convention Center, displaying products and services for commercial vessels and the companies that build, service and operate them.

SAMS® exhibits regularly at the WorkBoat Show and anyone attending the USPAP course and/or the Gulf Region Winter Meeting can get passes to the tradeshow without additional cost. It's also easy and convenient to walk about a block from the hotel to the trolley and take a short ride to the convention center where the WorkBoat Show will be held.



Celebrating 25 Years With SAMS® Are the Following:

SAMS® Charter Members:

#11	James R. Singer, AMS®	Highland Park, IL
#14	Carl S. Foxworth, AMS®	Savannah, SC
#15	Robert Gible, AMS®	Tuckerton, NJ
#16	Eugene P. Sipe, AMS®	Estero, FL
#18	Daniel Belson, AMS®	Brick, NJ
#22	Albert E. Truslow, AMS®	Southington, CT
#24	Donald Walwer, AMS®	N. Eastham, MA
#25	Jim Cukrowicz, AMS®	Grand Junction, MI
#27	Mark T. Perkins, AMS®	Key West, FL
#29	Gary Naigle, Retired	Norfolk, VA
#30	Ray McLeod, Retired	Grand River, OH
#31	Norman LeBlanc, AMS®	Danvers, MA
#32	Richard Frenzel, AMS®	LaGrange, TX
#33	John Lobbezoo, AMS®	Spring Lake, MI
#34	Donald Patterson, AMS®	Corpus Christi, TX
#35	Downing Nightingale, AMS®	Jacksonville, FL
#38	Dexter A. Holaday, AMS®	Noank, CT
#41	Neil G. Stoddard, AMS®	Taunton, MA

Original Surveyor Associates:

Kenneth Weinbrecht, AMS®	Yaphank, NY
George A. Zahn, Retired	Gloucester, VA
William B. Robbins, AMS®	Haddam, CT

Original Affiliates:

Helen Ackerson	Port St. Lucie, FL
Roger Beale	Jacksonville, FL





RoseMary, Anne, Irene & Rhea

Members' Corner By Rhea Shea, Office Manager April 2011 - July 2011

The following members are now **Accredited Marine Surveyors**, with the earned designator: **"Yacht & Small Craft"**

Scott Bagnall, Ft. Lauderdale, FL
R. Benson Baker, Tortola, B.V.I.
Allen J. Dannewitz, Hampton Bays, L.I., NY
Richard A. Fisher, Houston, TX

Sadu Richard Frehm, West Palm Beach, FL
Kevin Moore, Santa Rosa, CA
Tom O. Munstermann, Calvert City, KY
Joe Schmick, Honolulu, HI
John F. Whiteley, Scott Depot, WV

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

Warren B. Johnson, Arlington, WA

The following members are now **Accredited Marine Surveyors** with the earned designator: **"Hull & Machinery" & "Cargo"**

Ishtiaque Ameen, Sunnybrook, QLD, Australia

James F. (Scott) Phillips, Galveston, TX

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

J.L. Cameron Buchanan, Orillia, ON, Canada
William S. Collier, Winston, GA
Richard E. Dender, Locust, NJ
Clinton Evans, Corpus Christi, TX
Peter Gould, Ft. Lauderdale, FL
Richard H. Heiss, Lemont, IL
William E. Henry, Port Hope, ON, Canada
Robert J. Hutchison, Port Orange, FL
David H. Johnson, Ketchikan, AK
Michael Maguire, Warwick, RI

John Moro, Cedar Grove, NJ
Serge Perron, St. Nicolas, QC, Canada
Todd R. Reynolds, Wrightsville Beach, NC
Pierre Richard, Chambly, QC, Canada
Roy Smith, Festus, MO
Paul Douglas Steffler, Destin, FL
Alexander P. Thorpe, V, Wrightsville Beach, NC
George Vitale, Tequesta, FL
Robert Walther, Orleans, MA

Applicants seeking Membership with SAMS®:

Debbie Aliya, Grand Rapids, MI

Jose Menoyo, San Juan, PR



SAMS[®] NEWS

Society of Accredited Marine Surveyors[®], Inc

Society of Accredited Marine Surveyors[®], Inc
7855 Argyle Forest Blvd., #203
Jacksonville, Florida 32244-5730

SAMS[®]
Annual Meeting &
Educational Symposia
October 5 – 8, 2011

join us at the
Halifax Marriott Harbourfront

Hotel Information:

1919 Upper Water Street, Halifax, NS, Canada
Phone: 902-421-1700 or 800-943-6760

(Identify yourself as a member of SAMS[®] Group)
Deadline for Room Rate is Sept. 14, 2011

Registration Packets will be
mailed in August

A few scheduled topics include:

- ABYC
- Transport Canada
- Nova Scotia Boat Builders
- Lunenburg Shipbuilders & Repairers
- USS North Carolina Battleship
- Atlantic MerCruiser

Get The Word Out

