



SAMS® NEWS

Society of Accredited Marine Surveyors®, Inc.

Volume 23, Issue 2

Editor, Donald Walwer, AMS®

Winter 2011



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SAMS® NEWS

Newsletter of the
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Editor's Corner

by Donald Walwer, AMS®
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As with all things, it is time for a change in our Newsletter. The BOD has reduced the number of issues to three a year. This should give more time to those that contribute, to do so. All of SAMS® members need to be kept up to speed on developments in the marine field and the changes that are occurring in building procedures, materials, standards, rules etc., such as the USCG currently seeking rules that all commercial vessels over 26 feet involved in towing etc., be inspected. Even those under that length dealing with certain materials must be inspected. The wording that was in the October issue of Workboat indicated that, in all probability, it will require a third party examiner setup. This is what happened many years ago when the FV Safety Act came on the scene. I recall Jane Christen AMS® helping me put together a test for SAMS® AMS® members to qualify. For all that contribute, a request that your article contain news, events, situations that have interest, and where applicable, upcoming events, and what is happening in your specific area of responsibility.

I recommend that all read closely the Article by Randy Renn; It is an example of what is coming up in our field of endeavor. Follow the old Boy Scout motto, "BE PREPARED."

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A Word From our President

Joseph B. Lobley, AMS®



I am honored to have been elected your SAMS® president for this year. I was appointed the North East Regional Director by Jim Wood, AMS®, CMS, Past President in 2004, and have served on the board for the last six years. This is the first year that

“Woodsie” hasn’t been at the board room table since 1997, but his presence is still felt. During my time on the Board, I have been impressed with the progress we have made in many areas during a time of growth and now a challenging economic climate. The new office is now in full operation which has not only improved efficiency, but has provided Rhea, Irene, Rosemary and any future employees with a professional and safe work place. Drop in if you are in the area, take a tour and meet the people that are on the other side of the telephone or e-mail.

Some of the progress I mentioned are the continuing improvements to the Policy Manuals for the purpose of easier understanding and application. You all should know that the General Membership Policy Manual is used to “facilitate the orderly conduct of our day-to-day operations in the management of the society’s business.” As a member, you should take it upon yourself to read this manual and the recent changes, since it has implications concerning Continuing Education, Up and Out, Advertising and more. The manual is available in paper and digital form. Contact SAMS® International Office for a copy.

One other important improvement is to the value of your SAMS® membership. Tom Benton, VP Advertising/ PR, as well as the previous officers handling that job, constantly review and analyze what gives us the biggest bang for the investment dollar. If you consider

the website, rosters, and online and printed ads, we are visible in multiple markets and I, for one, have received a lot of work through the website in particular. The membership screening process has been fine-tuned to ensure that we are accepting members with good marine backgrounds and the necessary basic skills that can allow for learning and growth without forgetting the intent of SAMS® founders. Our strict adherence to Continuing Education and the Up and Out Policy results in a group of better educated, better trained surveyors which is paramount to the success of the Society as a whole. A remarkable byproduct of the system we have in place is the networking that develops at the Annual Educational Symposium and the Regional Meetings, which puts us together to exchange information and experiences, which is invaluable. I always walk away from one of our meetings with new contacts and acquaintances.

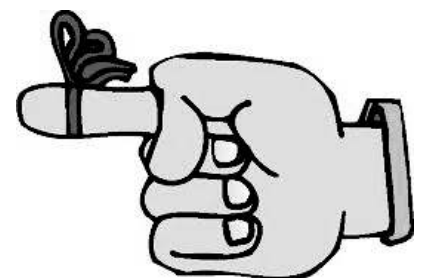
George Gallup, AMS® Past President and I both agree that the next area of improvement upon which we need to focus is to increase the number of Affiliate Members. We have to show that an Affiliate Membership in SAMS® has substance and value. This can only be done if all of us look to our affiliates and use their services whether it is oil analysis, metallurgical or forensic analysis, legal advice, or buying tools and equipment. Let’s support them so they can be there to support us.

In closing, I assure you that I take my new position seriously and will work hard for this organization. I have been fortunate to serve on the Board with a great group of people that have mutual respect and share the same goals. The amount of hours the Board Members and Regional Directors spend on SAMS® business is staggering, so be sure to thank them for all they have done.

Useful Continuing Education Links

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

Also don’t forget to send in your education credits, which we are happy to process at any time throughout the year.



Halifax

Stu McLea, AMS®
Executive VP



Halifax was a great time and Ken-ny Weinbrecht, AMS® did a great job of putting together a great line-up of speakers and some with a local flavor. Next year is Baltimore and the planning will be starting very soon for that meeting, which should be very well attended. If you have a suggestion for a speaker or a topic you would like discussed please let Ken Weinbrecht

AMS® know.

SAMS® has always tried to move the locations of our Annual Meeting and Educational Symposium and this year was supposed to be an international location. The Board looked at a number of places, but given the world economy it was agreed that the Board would not leave North America. Halifax was chosen because of its historical location and also because it had an international airport that supported flights from Europe on a daily basis. The Halifax meeting was a success, but the number attending was not what SAMS® would have seen if a meeting had been held in the US. We are in fact an international organization; therefore, we have to give everyone the opportunity to attend an international annual meeting and education symposium. I am sure those in attendance had a good time. For those members who came early with their significant others and

made a holiday of it by traveling to places like New Brunswick, Prince Edward Island and Cape Breton, I know you had a great time before, during and after the meeting.

Finally, I would like to thank my wife, Linda. Those of you who have been to meetings in the past have gotten the opportunity to meet her. To run a meeting, especially in a foreign country, you need people on the ground. My wife, Linda, stepped up to the plate and took on the role as local contact person for the conference. She was in daily contact with the Jacksonville office to ensure that the movement of supplies and delivery to the hotel went off without a hitch. Linda, you made it look so easy, and I thank you for your help making this conference a success. My thanks also goes out to Mark Shea, Rhea's husband, who has been to a number of conferences. Mark is always ready, willing and able to help out. Mark, we appreciate your time and dedication to SAMS®. Thank you.

As the new Executive Vice-President and Ethics Chair, I have been busy with Ethics complaints which started in the first week. It has not been a lot, but even one is too many. I would like to remind our members that in the roster there is a section called "Ethics and Rules of Practice." It is only one page, and everyone should read it at least once a year. Not knowing and understanding these are what gets our members into trouble. Please give it a read.

Have a good winter, and remember this is the time to market yourself, your business and SAMS®. I hope to see you all in Baltimore.

Expand Your "Scope of Work"

Lloyd Kittredege, AMS®
Secretary / Treasurer



In the last Newsletter I talked about expanding our businesses by widening our scope of services. I attended the Annual Meeting and Educational Symposium in Halifax, Nova Scotia, and tried to listen, (rather than talk--this is very hard for me to do), around the various rooms as to what our colleagues are doing to get work in this down economy. What I heard is exactly what I said in the last Newsletter.

The people in attendance are a good part of the successful members of our Society, and most have expanded their services. For example, a few members were talking about doing some underwater inspections on vessels and docks that could not be easily moved or taken

out of the water. This got me thinking that our company, Lake Effect Surveying, has not offered this service. My son, Buck, is quite a swimmer and we have decided to have him become certified and add this to our box of tools. I am sure that it will take some time to get the word out that we can do this, and will add a little expense, but in the long run we think we can make it pay for itself. I believe if you don't try you will die in this business. I am not going to say a lot about the Halifax Meeting except Buck and I both thought we got our dollars worth, again, and we sure had a good time seeing old friends, having an adult beverage or two, eating some great seafood, and even learning a few things that are going to help our business grow. Time for us Yankees to find our winter coats and boots and hunker down. It's cargo and insurance claims for the winter for us.

Education

Ken Weinbrecht, AMS®

Education VP



According to the returns, Halifax was very successful and informative. Now, on to Baltimore. I'm going to try something a little different this year to see how it works. Wednesday will be a "Standards/Ethics" day, Thursday will be a "Yachts/Commercial" day and Friday will be a "Technical" day. Here are some highlights that I have been working on for about 6 months:

- * Guogeon Bros.
- * Marine insurance companies to speak about policies and claim reports.
- * ABYC, NFPA, possibly SAE
- * Photography for the surveyor.
- * A medical doctor to speak about safety issues for surveyors, i.e. bilge water, waste tanks etc.
- * Maritime attorneys: Writing your report, keeping records, defending your report.
- * A major rebuild manufacturer; Boat Renovations of older vessels.
- * Fire/Arson investigation.
- * Engine manufacturer

You should also be aware that this is just before the Annapolis Boat Show so you can plan to attend if you're in town.

There has also been a change to our CE requirements for AMS® members. The requirement to attend one International meeting in five years was never really clear when that had to be completed; so we clarified it in the policy manual. The requirement is to attend an international meeting for at least two days of credit (sign in) within your 5 year period.

Example: You become an AMS® in March 2010. You must make the annual meeting requirement by March of 2015; which means you must make the 2014 International meeting. Since our meetings are published about three years out; you should all have enough time to plan which one you would like to attend. We felt that this clarified the meeting requirement and should eliminate anyone asking for extensions.

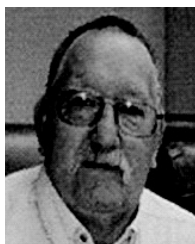
I have also had requests that either an ABYC course or a USPAP course be given prior to the International meeting. We are looking into that but, obviously there will be costs associated with taking additional courses and attending the meeting. We'll keep you advised.

Start making plans now to attend Baltimore; we expect that there will be about 300 people in attendance. The Inner Harbor is a beautiful venue and I'm sure that you will really enjoy it.

Public Relations

Tom Benton, AMS®,

Public Relations VP



It is time for me to look at our advertising program and see if there are any adjustments that need to be considered. If any of you have ideas, I would like to hear them. Advertising is one area where sometimes you just don't know if you got a bang for the buck. The International Office does a pretty

good job of tracking where the calls come from, but with the internet roster, lots of surveyors get calls that don't go through the International Office.

With the completion of the 2011 season, it is time for us to take a hard look at the upcoming educational opportunities, and decide which ones we will gain the most from. I'm looking at classes on valuation, and from what I see, many of you should be also. The USPAP class is on my list! 2011 was an interesting year with lots of diversified work. Some surveyors mainly do purchase work, while others mainly do damage appraisal work. For both of these type surveyors, it might be good to look into getting some experience

with cargo inspections. I get several calls every year wanting me to inspect various types of cargo, including on-load inspections, off-load inspections, damaged cargo, etc. If it is something that I know about, I will take the job; but for the most part, I have to turn them down because I don't feel like I have a sufficient level of expertise to do the job properly. This brings up a point that I try to make every chance I get. Only take assignments that you are competent or qualified to perform. This year, I have been privy to a few cases where a surveyor has taken a job about which they knew virtually nothing. In most cases, all they have done is disgrace the reputation of the profession, and caused some degree of harm to the reputation of SAMS®. Please remember that it is an ETHICS violation to accept an assignment that you cannot perform in a professional manner. Take a few minutes to review our "Code of Ethics" found on page 7 of the roster book. If you want to break into another discipline in our profession, find a qualified mentor who can guide you through the necessary learning process so you don't get yourself into a bad situation. This is important, nobody knows it all!

Ethics

Jim Sepel, AMS®
Membership VP



Greetings from the “rain forest” of Southeast Alaska. Yes, this is our rainy season, no doubt.

Let’s talk about one of my favorite subjects: ethics. We all have a belief system of what is right and wrong. Here are some thoughts on the subject.

1. As Joe Lobley, our new President, reported in Halifax, our ethics complaints to SAMS® HQ are down.

We usually average about 20 to 24 per year; but, we received only eleven last year. So all that emphasis we did in teaching and discussing ethics at our regional and International Symposium must be paying off. Now, not all of those complaints are true “ethical” issues (lying, cheating, stealing, misrepresentation of facts, or conflicts of interest). Most are still complaints about “work product.” The hidden agenda here is: don’t take a job that you’re not qualified to do. If you get an offer to do one of these jobs, contact another SAMS® member who knows and does this type of work. Offer to carry the bag, to go along and learn. If you don’t know who might do that type of job, contact your RD for help. If any SAMS® member won’t let you tag along, please call me.

2. Conflict of Interest:

a. You should NOT be involved in the sale of any vessel that you have either repaired, brokered, or sold insurance for. Your membership committee and the RD’s work very hard to screen ALL applicants. We try to go deeper when vetting someone who is a marine repair technician, and boat broker, or is involved in marine insurance. So far, the few members we have who fit this category are doing a good job of avoiding conflict (that we are currently aware of).

But, there still is a “perceived” conflict present here.

b. How often have you been asked by a friend or acquaintance to “please let me know if you see any good boat deals?” or “...seen any good 28’ aluminum boats for sale?” Your answer should be: “SORRY, WE FOLLOW A STRICT CODE OF ETHICS AND DO NOT GET INVOLVED IN REFERRALS FOR BOATS FOR SALE.” If you refer a buddy to the sale of a boat, it just might come back to haunt you. Remember, we must avoid the “perception” of conflict.

3. CODE OF ETHICS, page 7 of the Directory. When was the last time you read this? I encourage you to look at it again. Look for the phrase, “misrepresenting the facts.” For example: do you do insurance damage claims? Beware of manipulating the facts to support the conclusion you or your client might want in the case. Why would you do that? You are supposed to be impartial and the expert. Maybe the case is too difficult. Maybe you are not sure about the root cause of the loss. Maybe you should not have taken the job?

Be sure to make plans to attend our upcoming Pacific Regional Meeting in Oahu. Your RD, Darrell Boyes, AMS®, is putting together an exciting program. One item that you’ll participate in is a new and fun ethics session involving a real life incident. Really, I don’t have to make up this stuff, it just happens in real life!

See you in Hawaii,
February 19th!



Canadian Region

Peter McGuire, AMS®
Canadian Regional Director



It was great to see such a good attendance of regional members in Halifax. The presentations were excellent and informative, and as always, the social events and camaraderie second to none. At the Board meeting on the Saturday following the Meeting, we got the go ahead to have the Canadian section of the AMS exam translated to French (merci). This should be in place for the next SA’s from La Belle Province when they sit for their tests.

As a SAMS® member, I receive a number of free and informative magazines. First of all, there is *Professional Boat Builder*, a mine of really useful articles and information with top notch writers. This has to be the best deal ever. Next is *Marine Log*, which focuses on commercial aspects of our business. If you do not currently receive these, you might want to look into a subscription. Wishing all our members a prosperous season for 2012.

Testing

Alison Mazon, AMS®

Testing, VP



As marine surveyors, we are often asked for advice or opinions on nearly everything marine. People expect us to know anything about everything. The word “marine” is incredibly broad and encompasses everything from round, skin-covered stick boats to square riggers to carbon fiber maxi multihulls to Panamax container ships to nuclear submarines and all things in-between. I have yet to meet a surveyor (or human) who is an “expert” on all.

Due to our geography, vessel mix, or interest, most of us end up specializing in a narrow segment of the marine world. But, as you are developing your craft, consider how it is to your advantage to learn about the marine world outside your developing specialty. A neurologist today studied general medicine and many other specialties before choosing neurology. The advantage is a broad based knowledge that will serve many times during a career — often in unexpected ways.

My point, and I do have one, is the advantage to accrue marine knowledge beyond a very narrow segment. A well rounded surveyor with the depth of knowledge can stand out from the crowd when faced with those unexpected departures from the ordinary.

If you are surveying center console outboard sport fisherman boats, you can still subscribe to some of the com-

mercial trade magazines. You will be surprised how EPA and world emission regulations are affecting supertankers, cruise ships, and tugs. If you are working brown water shipping, Professional Boat Builder magazine may expand your knowledge of props, shafting, and rudder design. Fish boat surveyors could pick up knowledge about synthetic rigging advances from sailing journals, etc. Cross-pollination of ideas, information, and advancements can keep a surveyor better informed and better able to grow his or her business. Attend seminars outside your speciality. Subscribe to broad based periodicals, RSS feeds, and newsletters. Sit in on the many opportunities the marine industry offers at trade shows, IBEX, houseboat shows, sail-only shows, megayacht boat shows, etc. Attend many different marine settings to observe and learn. Commercial basins, container ship ports, yacht clubs, engine builders, wood boat schools, etc. can all educate.

Keep in mind that the AMS® exam for any designation has to be broad based. It is to the AMS® candidate’s advantage to be a marine industry generalist as much as possible.



Great Lakes USPAP Course

Bob Horvath, AMS®

Great Lakes Regional Director



The SAMS® 25th Anniversary and International Meeting in Halifax has come and gone. All those in attendance reported they had a great time.

As usual, our VP of Education, Ken Weinbrecht AMS®, had an excellent educational program.

A new Board of Directors was voted in and plans are underway for the 2012 Meeting in Baltimore.

On November 3rd and 4th, the Great Lakes held a USPAP course at the Sandusky Sailing Club in Sandusky, Ohio. We had 35 members attend, some coming from as far away as Florida and Ontario Canada. Everyone complimented the great instructor, Mr. Roger Durkin, and the course content that he presented. I am sure that a lot of survey formats will be massaged after taking this course. Anyone that has not taken this course

should plan on taking one in the very near future.

I would like to thank Kevin Bache, AMS® and Fritz Everson, SA for making the arrangements for the hotel, clubhouse and all the great food we had for lunches and breaks. Also, thanks to Charlie Miller, AMS® for his assistance with airport delivery and signup sheets. As usual it takes many hands to have a successful meeting.

During our meeting the subject of having a western Great Lakes sub-regional meeting was discussed. A motion was made and passed to have one. Scott Schoeler, AMS® will be the coordinator for this meeting. More details to follow via our Great Lakes Members only email as to where, what and when it is decided on.

Meetings and Conventions

Paul Logue, AMS®

Meetings / Conventions VP



We had one of the best facilities and some of the best service you could get in any meeting space with Halifax. We all know how difficult it was to get there as the ferry was not running anymore. Moving forward, we should have a great turnout in Baltimore this year. It's easy to get to and flight-wise not as expensive. We are looking forward to it.

The Board and I have listened to the various needs of our members. We want to make the destination easily accessible and try and get the most bang for our buck. That has always been the case in the past as well. My goal is to try to find destinations that are as affordable as possible and that will accommodate up to 300+ people. With that being said, I have been doing research on our next destination after Baltimore, which will be the Western Region. I have been getting some great advice from Jim Wood and will share with you what our parameters are.

1. We need to rotate around the country in order to make it convenient for our membership in that area and the rest of the country to get to. This includes choosing an International location as well. We, the membership, chose not to go to Spain, due to expense.
2. We like to meet in a region that has some Maritime Heritage.
3. We do not need to have a 5 Star Hotel, but we need to be able to accommodate up to 350 people, as we did in Fort Lauderdale. In order to service that many people, we need to look at hotels with meeting spaces large enough to meet that need. Catering needs to be reasonably priced and we

must take into consideration the cost of meeting rooms vs. waived fees if food and beverage is at a minimum number. We must also consider things like parking, etc. Room rates are going up all over, so I am negotiating now for 2013. That is comparable to us saying what our fee will be in 2 years. There are a lot of considerations that go into the planning of our meetings. I also know we need to get the best room rate possible for our membership. Lastly, the hotel needs to be in a safe and desirable area for guests. That includes our free speakers.

4. We need to be able to fly into areas that have affordable plane fares and good frequency.

With all that being said, I am exploring places that we have had great turn outs in the past, and possibly going back to those areas again. For instance I am getting great prices in San Diego again at \$139.00 vs., Seattle or San Francisco at \$250.00 and up. The place in San Diego is in Mission Bay, and will be totally renovated by then -- different from where we went before. Maybe we can do this like other organizations where we find three or four venues within the U.S. that keeps attendance up and are affordable.

Remember, we are a Professional Organization that commands the respect of Banks, Insurance Companies, Attorneys, Other Maritime Professionals, and the Individual person buying the vessel. My goal is to keep our meetings professional, while obtaining the greatest value possible. Our good friend, Jim Wood, has been doing that for years and I plan on continuing that tradition.

Message in a Bottle

Dan McDonald, AMS®

Cargo Chairman



This story caught my attention, as it shows how a romantic form of communication proved useful when all else failed. The vessel Montecristo, carrying scrap iron from England to Vietnam, was attacked by pirates in early October of this year, after it left the escort of a Japanese naval vessel and entered the Indian Ocean. According to the owners, the ship was hijacked 620 miles off

Somalia by pirates in a small boat. The hijackers disabled communications so that the crew could not use their cell phones or the Internet. The resourceful crew (who hid inside a special armoured shelter on the ship when it was hijacked and were still able to control the vessel) resorted to a handwritten message, which was placed in a bottle

and tossed into the sea. They then navigated the vessel toward waters patrolled by anti-piracy forces. The message told rescuers that the crew were all safe in a locked part of the ship, and an operation could be launched without risking injury. The bottle was found and delivered to the authorities. NATO, through its anti-piracy initiative called "Operation Ocean Shield," coordinated the rescue using British and American commandoes, who raided the vessel, freed the crew and captured the hijackers.

This story has a happy ending; however, piracy continues to be a troubling menace to shipping. As of October 13, 2011, Somali pirates were holding at least nine large ships with an estimated 246 hostages. This is not only traumatic for the vessels involved, but also increases freight and insurance costs for other shipping.

Before closing, I would like to congratulate and thank all those involved in organizing the SAMS conference in Halifax in October. It was a great venue, and we had some outstanding presentations.

Mid Atlantic Region

Randy Renn, AMS®



Hello There Surveyors from the Mid Atlantic! First I would like to thank Greg Weeter and Mark Ohlson who did yeoman's work to help get the SAMS® booth assembled for IBEX. A hardy Thank You!

Here we are again with yet another summer under our belts with some very good reports on improving business and some return to normal. For those who attended Halifax, it was a good show-

ing and we all I think came away with solid feelings. Our regional numbers are down a bit from max at 138.

In my view, IBEX was a real success with 19 visiting the booth and surely more in classes. What a wonderful venue in which to learn and be wowed at the same time. So many innovations, fuel cells, so much for generators, ten year bottom paint, so much for haul outs, maxi barnacle removal-which need it with ten year paint? On and on. Electric propulsion is certainly here to stay and making a footprint.... if not a carbon one. Certainly, we cannot go boating in the future without under lighting for our drink holders. On the serious side, there were expanded views of the newest fuel delivery components. It would be of some value to go to catalogs such as Vetus Den Ouden and get a visual of what is actually in these systems that will be/are vapor tight and air filtered. I recently spent entirely too much time looking for a fuel vent that was not there.

Our next meeting will be this winter and, as always, we're

looking for suggestions as to subjects and number of days. It has been suggested that we have a USPAP course, so I'd like some feedback on that. You will be able to AMS® test at the meeting, so take it early so you can to give yourself as much time as possible to retest should you need to. The test is no "easy A," and a large percentage do not pass at the first attempt.

We will be sending out a questionnaire about your dealings with Brokers/Dealers/Yards. Please respond honestly and let the chips fall where they may

We are still looking to have more "Breakfast Meetings." A call is out for volunteers to organize in your locale. Once again, if you have a local event where you would like to have a SAMS® booth, speaker or presence please call. We have some funds.

On an ongoing advisory heading, please, please do not take an assignment you cannot properly perform!

From the "Cool Tool" Dept., how about a flashlight that throws an equal/flat square beam? Done with mirrors, no kidding. Bushnell makes a very cool, very strong light that puts out a beam that is square and does not have hot spots or lens shadows. At 165 Lumens, three rechargeable Lithium's and 9.8 oz. quite nice. In color classic anthracite it is a real pleasure to use in the bilge and much easier on the eyes than LED or incandescent. \$69.95, do your old eyes a favor--model Bushnell HD Torch 100400c.

P.S.: A Lumen is a description of Luminous Flux opposed to Radiant Intensity as measured in Candelas....just had to know.

Introduction

John N. Lowe, AMS®

Northeast Regional Director



A quick note of introduction to those of you who do not know me: my name is John N. Lowe, AMS #875, living in East Northport, NY, operating Lowe's Marine Survey since 1996. I was appointed as the new Northeast Regional

Director at the Halifax meeting this past October and had an exciting time organizing the December meeting, setting up the AMS® exam for several candidates and handling several glitches with members within the region. I've had lots of help from Paul Logue (past director) and several other local members as I am still very "wet behind the ears." I will be counting on the region's membership for help until I get my bearings. I got my start in boats as a deckhand on several charter and head boats, eventually moving up to Captain/owner of my own charter business which I ran out of Cold Spring Harbor and Montauk, NY. At that time, I also delivered yachts. Part of this business is per-

forming your own repairs and maintenance as you cannot wait for or cannot afford a mechanic; hence, I became pretty well versed in vessel systems. After a while, my charter customers would ask me to look at boats they were considering buying, which I did. This grew into strangers calling and asking if I could look at their potential purchases for a fee. At this point I knew that this could become a viable side business. I joined SAMS® and started Lowe's Marine Survey. As luck would have it, things grew to the point that I sold the charter business and went into surveying full time. I still charter from Montauk on a friend's vessel, but have limited time due to surveying. I look forward to serving the region and am open to any and all recommendations for programs and meetings that anyone has to offer. Feel free to contact me on my cell (516) 359-0806 or via E-mail at Captursa@aol.com . I look forward to meeting all of you at our regional meetings, we have a meeting planned for Dec 7-8, which will have passed by the time you get this, but I also would like to do something late winter before we all get going again for the spring run, Ideas anyone?

The SAMS® X-Factor

Robert Heekin, AMS®

Florida Regional Director



Back in 1993 I wrote an editorial for my previous company's newsletter titled The Channel Marker that was headed NAMS [National Association of Marine Surveyors] versus SAMS® [Society of Accredited Marine Surveyors]. The article chronicled the then arguably slight differences between the two organizations and acknowledged the

freedom for independent surveyors to conduct business without being affiliated with either of the groups. The conception of these organizations was inevitable because our occupational field was known to be highly unregulated and therefore held as being unreliable. The article still has relevance even today. I still see competitive tendencies that take place between the respective organization members. My piece recognized the fact that NAMS was incorporated first in 1962. SAMS® just for the record was organized in 1986/87. I spent my first 10 years of my SAMS® membership on the sidelines. After all, somebody has to do it. But most recently I stuck my neck out and accepted the Regional Directorship of the Florida Region. This has given me a much broader perspective of the goings on at SAMS®. I attended my first ever [BOD] Board of Directors meeting in June 2011. This was an incredible eye opener. We operate this thing with professionalism and with a design to make us the standard bearer in the industry. No slight to NAMS as I am admittedly biased when I proclaim that SAMS® alone has the X-Factor.

As the Florida Regional Director, I hear some threats by members about leaving the organization for one reason or another. But where can you go and get a dedicated Board of Directors, a \$2 million liability insurance policy, unrivaled networking potential, and a public image second to none. Our edge can be attributed to proactive trademark actions, web-site innovations, a contemporary logo and aggressive marketing and advertising, in house proficient staffing and precision planned meetings just to name a few of our advantages and perks. Many things we do may be controversial or have disapproval ratings by some of the members. Decisions and policies that are made

affect a broad base of constituents. As we grow as a group, these delicate issues become more difficult and cumbersome. For instance at the recent BOD meeting, I overhead such subjects being discussed as our current financial state and the fiscal viability of past and future national meetings. Another issue discussed at length was the growth patterns of our membership and a continued drive for more affiliate members to be added. SAMS® has achieved the X-Factor because we care about the past, the present and the future. We as surveyors audition every day for the public. One of our biggest fears is that the person auditioning [surveyor] appears foolish and/or unprepared as he/she represents and mirrors our group as one of our members. That brings us back to the big picture. SAMS® publishes a list of names [another perk]. These names are anointed a status that in turn gives the public confidence that this person will represent the profession of surveying with accuracy and consistency while promoting and upholding an ethical behavior.

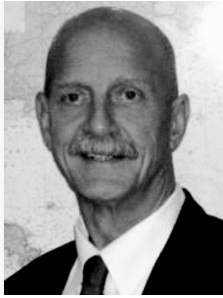
One of my jobs is to interview potential members, which is much like the interview process that one encounters while seeking employment. A vast number of these interviewees have enrolled in the Chapman's School of Seamanship or similar specialty trade schools. This is certainly an admirable comprehensive first step that displays a certain amount of dedication. But we all know that this training can only be honed by on the job experience. I look for Surveyor Associates candidates that are not afraid to seek out the advice from a veteran SAMS® member that are logistically desirable, who can expand on the basic knowledge that was learned in the classroom. We are all, as they say, practicing the art of surveying. I guess everyone knows by now where I am going with all this. I seriously wish I were Simon Cowell so that I could then go around wearing a T-shirt and jeans, make ungodly amounts of money and virtually say anything about anything. But for now the only thing I have in common with Simon is the T-shirt and jeans albeit ala the late great Steve Jobs.

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 **March 1, 2012**. 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.

Thank You

George Gallup, AMS®
Immediate Past President



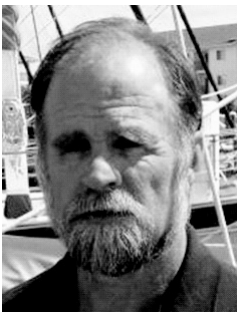
Let me begin, by saying how much I enjoyed serving as your SAMS® President for the past two terms. I was truly honored, proud and humbled. Being at the helm of such a great professional organization was definitely the best two years of my professional life. As you all know, the torch has now been passed to your new President, Joe Lobley. I have worked closely with Joe for many years on the Board of Directors. You

can feel confident that Joe and the new SAMS® Board of Directors will steer this great ship on a straight course. In my new role as Immediate Past President, I still enjoy the honor of serving you on the Board of Directors and on the Executive Committee. I have taken on two assignments, both of which I would like to enlist the cooperation and help of our members and affiliates. As you may know or suspect, most of our members are getting up there in age. This is evident when you look around the room at one of our meetings. As with most organizations the “graying of the fleet” is a natural progression. I don’t see enough younger folks looking to join our ranks and become professional marine surveyors. We are a very strong organization of around 950 members worldwide and we need to stay that way. My new goal is to search out all of the educational facilities that are teaching marine related courses. We, SAMS®, would like to reach

out to each of these educational facilities to let them know that there is another career path available for the dedicated professional besides becoming a technician. This is where I need your help. I do know of quite a few marine related educational venues, but there are more out there. If you know of a college, community college, technical school, or any other educational venue that is offering marine related courses, please forward that info to our International Headquarters in Jacksonville. We will be compiling a list and making contact. Our intent is to make them aware of SAMS® and the career of marine surveying. We will probably offer qualified educational opportunities the chance to become SAMS® Affiliate members. This brings me around to my second goal. SAMS® is very dedicated to strengthening our Affiliate Member base. I hope that you have noticed the changes to the Affiliate section in the printed and online SAMS® roster. We have tried to make the Affiliate section more user friendly. We are on a drive to obtain more qualified Affiliates that will enhance your business. I am soliciting your help in directing more potential Affiliate members to SAMS®. If you know of a potential marine related professional that might be of benefit to SAMS®, please mention the SAMS® Affiliate membership program to them. You can also send their contact information to the International Headquarters in Jacksonville and we will send them an introduction letter. Our Affiliates are there to offer services to our members. I encourage you to use our Affiliate Members services. Thank you from the bottom of my heart,
Your Immediate Past President
George Gallup, AMS®

Gulf Region

Kristoffer A. Diel, AMS®
Gulf Regional Director



It was great meeting new friends and visiting with colleagues at the SAMS® 25th Annual Meeting in Halifax. Wednesday, November 30 through Thursday, December 1, we had a two-day USPAP course covering marine appraisals, which was put on by Norm Laskay. Thirty members attended both days, and it was a very successful and informative session. Friday was our Regional Meeting. For that, we had 58 members in attendance, including President Joe Lobley and Testing VP Allison Mazon. After the meetings, most attended the International WorkBoat Show, with several members manning the SAMS® booth. It was a very successful endeavor. For those who are a bit shy of the required number of Continuing Education Units, this gathering provided a unique opportunity to acquire up to twenty-seven (27) CEU's. The USPAP course provides fifteen (15) CEUs and the two-day Regional Meeting provides twelve (12).

John N. (Jack) Allinson II opened the technical portion of Friday's Regional Meeting with a two-hour presentation on non-destructive testing in marine surveying. His presentation featured three technologies and equipment demonstrations: Audio Gauge for Material Thickness, Airborne Ultrasound for Leak Detection and Infrared Imaging for Temperature Detection. SAMS® exhibits regularly at the WorkBoat Show. With over 1,000 exhibiting companies and organizations, this is the biggest commercial marine trade show in North America and one big opportunity to find the new idea or product in the industry that best suits your interest!

News from Standards Liason

By Randy Renn, AMS®



Good Day Surveyors, Hull Thumpers and Metal Gaugers of all Stripes:

This is yet another letter from the bewildered Standards Liaison Department -- bewildered, dazed and a bit confused. SAMS® continues to monitor standards progress and SAMS® main effort is to report, where possible, the "Global Harmonization" progress and condition changes.

By the time you have read this, some modifications will be in place that will affect the atmosphere in which most of us operate. We might not think that there is much out there to affect our world, but I am worried we may have overlooked the tide rising and enjoyed the waterfront view. ABYC certainly does a banner job of keeping us apprised of changes in standards that they address. They cannot, however, educate us as surveyors in areas about which we need to have some understanding.

Having posed the question to several surveyors about "Tier 1, Tier 2, and Tier 3," mostly I get a stare, and rightly so. Why did I need to know? The Tiers are levels of pollutants standards that started in 1994 as Tier 1. The standards moved in way of implementation on a larger scale as Tier 2 in 2004-2009 with some extensions. As of October 2011, the force of the standard is planned for implementation for June of 2012, with full effect in 2014-Tier 3 "worldwide" open ended. These standards will affect SI-spark ignition-gasoline

and CI-compression ignition-diesel engines in practically all applications. Applications will or do include recreational and commercial vessels except canoes, board boats and units less than 15KW at this time. The standards are here about Nitrogen Oxides, Hydrocarbons and Particulate Contaminates. One of the title formats reads "Conformity of Production Assessment for Exhaust and Noise Emissions." Standards are fairly straight forward, with the US not being the most stringent as of yet. California, along with other countries and groups have varying levels of purpose, but to the same end.

Why do we need to know about this? Not being servicing technicians, dealer mechanics or brokers, it is a good question. In my view we need to have an understanding, not just about what we do, but also what we do not do. To that end, I suggest you grab your 48 oz. coffee mug and begin to explore the inner sanctum of 40 CFR 1045. A fabulous read, "regstoday.com" is a fine source. Engine surveyors will need new tools for certain.

We will shortly be performing surveys on 2012 vessels fitted with catalytic convertors. Those of us who attended the SAMS® meeting where the gentleman from "In the Works" demonstrated a bolt on replacement for gasoline risers, will recall he said next year all gasoline engines will have convertors. No news, and he was correct. All gasoline engines at IBEX had convertors. We should plan to inform our consumers that we do or do not inspect convertors or emissions/controls systems as part of our surveys. Further, to what standard we use. If it is law, there is profit in there somewhere. Perhaps we should learn to inspect them.

Member's Corner

By Rhea Shea, Office Manager

2011 was an exciting year for us with the International Office move. We are enjoying the new location and building, which is a definite asset for SAMS®. If you happen to be in town, please stop by and visit.

Please remember to let us know as soon as you have any contact information changes so that we can keep you up-to-date with information and referrals. You may also **turn in your education credits any time during the year**. If you need a Reporting form, please let us know and we will email you one.

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

Alan P. Bartlett, Malta, NY; **Paul B. Murphey**, Winter Garden, FL; **William F.G. Patterson**, Richmond, VA; **Johnny M. Smith**, Pensacola, FL; **Roy Smith**, Festus, MO; **Philip Topps**, Little Egg Harbor, NJ; **William E. Weyant**, Havre de Grace, MD; **William Woodside**, Stevensville, MD

The following people have been accepted into SAMS® as **Surveyor Associates**:

Scott Anthony Grimes, Oroville, CA; **Kenneth R. (Kenny) Ivey**, Little River, SC; **John Corbett Jenkins**, Lutz, FL; **Jeffrey Allen McKnight**, Malabar, FL; **Jose Menoyo**, PR; **Adam M. Pichette**, Sturgeon Bay, WI; **Brian C. Reynolds**, Glen Mills, PA; **Curtis Starratt**, Annapolis, MD;

New Affiliate Members: **Debbie Aliya**, Grand Rapids, MI; **Joseph Frohnoefer, III**, Southold, NY; **Alycia N. McGlone**, St. Petersburg, FL; **Cary Robert Wiener**, Harrison, NY





At
your
service!

We, at the International Office, are here to be a support to you. Let us know how we can help.

904-384-1494 or 800-344-9077



Applicants seeking Membership with SAMS®

- Martin Russ Enright – Sidney, BC, Canada
- David M. Graham – Arlington, VA
- Marty Huysman – Pawcatuck, CT
- Steven D. Jones – Boulder City, NV
- Frederick A. (Ted) Lane, Chester, NS, Canada
- Sandra Leigh Pirtle – Friendswood, TX
- William Robinson – Sneads Ferry, NC
- Charles W. Solarek – Everett, WA
- Rory J. Williams – Las Vegas, NV
- Marcus Witkowski – Tinton Falls, NJ
- Angel Felix Zeno – Ada, MI

Pacific Region

Darrell R. Boyes, AMS®
Pacific Regional Director



As I considered what to write for the SAMS® Newsletter, it occurred to me that what I am facing as a Regional Director is what our Board of Directors faces every year when planning the annual meeting. Whether this meeting is targeted to reach the entire SAMS® community or only a region, the process is the same -- plan, plan, and plan some more.

One of the unique attributes of our organization is that we, as members, decide where annual meetings will be held. The Board's desire is to travel to all parts of the country so that all geographic areas are covered and there is a chance for everyone to be closer to home at some point. There is also an interest to honor our international members with an "out of country" experience. The Pacific Region also attempts to balance meetings between the northern and southern parts of the region.

One of the considerations is the theme or tone, if you will, of the community where the meeting will be held. Does this community and surrounding area promote an interest in the maritime community? Will this be an interesting location for people to visit? What is readily available that can provide teaching tools to enhance our profession?

Another consideration is the ability of the community to

provide us with accommodations necessary to provide both a meeting place and reasonable amenities that will meet our needs. Hotels require that planners agree to a specific number of rooms that will be booked under the organization's name. This means that if we estimate for 200 members and only 150 attend, we are still obligated to pay for the additional 50 rooms. The same holds true for meals, etc. When these events are planned, cost is always utmost in everyone's mind. The rates for hotels, food, labor and transportation are all escalating. So please, when "Uncle Joe's Rooms for Rent" offers rates that are less than the hotel where we are holding the meeting, consider the effect that this may have on your society as a whole (monetarily) and, if at all possible, try to support what it is that we are trying to do. Also, providing educational speakers for the meetings is a challenge due to the the fact that companies are either charging for their service or just not providing outside education at all. We are fortunate to have been able to rely more on our members' expertise to provide some amazing education.

Remember, these meetins are not optional to put on; they are a requirement for each of us. When you plan on what annual meetins you will attend, please think about what I have attempted to explain.

When your Regional Director sends out an SOS flag about helping with the next annual meeting, please be sure to answer that call.

Changes at the Boat US Referral Service

There have been some significant changes at the BoatUS Surveyor Referral Service, which is a service available to our Organization's nearly 1,000 members as well as to the general public.

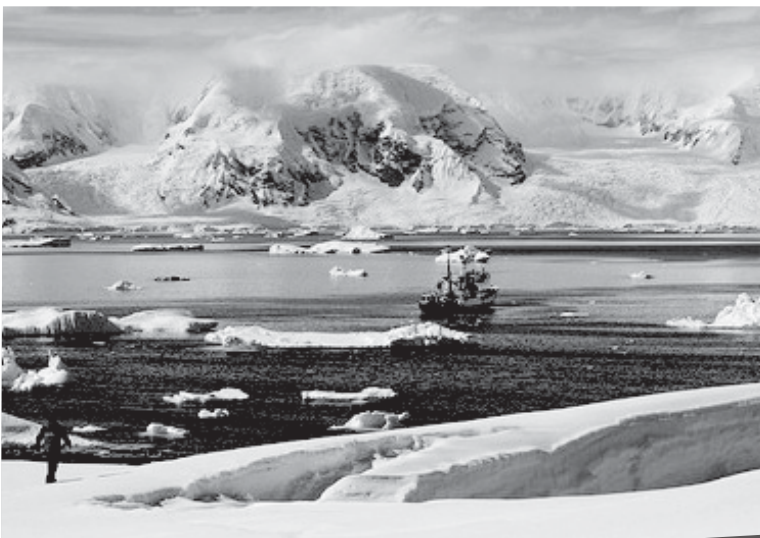
If you are a Certified (CMS) member of NAMS or an Accredited (AMS®) member of SAMS®, you can be listed on the BoatUS Surveyor Referral Service. There will not be a requirement to submit sample surveys and references for consideration in order to be accepted. This is a change from the previous listing requirements and reflects the confidence BoatUS has in the admissions and testing practices of the two major surveying organizations. Surveyors who have not been Certified/Accredited by NAMS or SAMS® will still need to submit an application and references in order to be considered. Anyone who is currently on the list will remain on the list.

The fee to be listed is being **cut in half**—from \$100 to \$50 annually—and will now include a subscription (paper copy) to *Seaworthy* as well as a BoatUS membership. Benefits of membership can be found at BoatUS.com. One that is noteworthy for surveyors is access to the Online Consumer Database, which is a nationwide database of consumer complaints about

various makes and models of boats, engines and equipment, as well as related safety information. The database also includes the company's response, if any, to each complaint as well as manufacturer recall notices, Coast Guard safety alerts, and a selection of service bulletins issued by boat builders and engine makers.

Note, however, that it is possible for a listed surveyor to be suspended or even removed permanently from the list. Reasons for suspension include: Not referencing current ABYC and NFPA standards or Coast Guard regulations; Repeated failure to report boats' true condition or value; Submitting reports that lack detail; Lack of professionalism and poor service. (Includes repeated complaints from members about bad temper, alcohol, or chronic inability to deliver reports in a timely manner [more than two weeks]). Reinstatement is possible once it has been demonstrated that the reason for the suspension has been corrected.

Someone can be permanently removed from the list for failure to abide by his or her organization's code of ethics, including failure to be truthful, failure to avoid conflicts of interest or failure to present surveys without prejudice.



Integrity...

Is it in you?

“Integrity is the essence of everything successful.”

“Have the courage to say no. Have the courage to face the truth. Do the right thing because it is right. These are the magic keys to living your life with integrity.”

“Integrity is doing the right thing, even when nobody is watching.”



In Memory of

James E. Wood
AMS® #267,
SAMS® President 2004-2005
SMS, Y&SC, T&B, H&M, Cargo

Our society lost a true friend on January 1, 2012. Jim Wood joined our organization in 1992, and had served on the SAMS® Board in various capacities since 1997. He was a strong advocate for SAMS® in our industry. His hard work, determination, and keen intellect will not be forgotten, and his influence will continue to be felt in years to come.



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

SAMS®
2012 Annual Meeting

October 10-13, 2012

*Join us at the
Hyatt Regency, Baltimore*

