

HOOSIER SURVEYOR



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PROFESSIONAL LAND SURVEYORS, INC.

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SPRING 2000



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PRESIDENT'S THOUGHTS

by Les Weber, PLS, Fort Wayne, Indiana



As I begin to write this article, the Public Hearing for Continuing Education scheduled for May 3, 2000 hasn't taken place yet. However, I have to believe that everything went as well as we hoped it would. I am confident that Rick Miller will have done his usual exceptional job and that the merits of the

regulation will have stood up to any possible objections. With that assumption, we can all look forward to the implementation of the Continuing Education requirements with our next license renewal.

Some times cold reality sets in on even the best of intentions. As I entered this year as your President, I had great hopes for what we would be able to get accomplished. Well after careful evaluation, cussing, discussing and facing the inevitable, it's just going to take longer than I had hoped. In developing the budget for 2000-2001, it is all too apparent that we can't do everything I would have liked to do. We are going to move ahead, but at a somewhat more subdued pace. One of the big items we will be addressing, is getting our website current and keeping it that way. As soon as the necessary changes have been made, we will be posting reports on the Board of Registration meetings as they happen. Also any significant activities of our Board of Directors and Officers will be available for review. As I visit Chapters and speak with members and non-members alike, I constantly hear that the lack of information is one of the greatest concerns within or about our society. Hopefully, we can develop the website into a place where all members can go on a regular basis and get current information regarding the activities of both the Board of Registration and I.S.P.L.S. Board of Directors.

The summer and our busy season as surveyors are rapidly creeping up on us. The Committees of I.S.P.L.S. and its officers will continue to do their usual job in promoting and protecting our profession as usual. But what can we as individual members do to promote our profession. We as individuals are the front line in our own communities. I know that in my past article I asked that you become more involved in our Society in both your local Chapter and on the State level. Those are things that need to be done to promote from within, but what about our every day lives within our communities? Get involved in your local Rotary, Lions, Jaycees, Kiwanis or other service type organization. Don't forget your Church or Fraternal Organizations either. We as professionals need to be involved in our communities as active civic leaders and volunteers. The impact that being an active member of your community can make on the overall perception of our profession and you, as an individual, is boundless.

Take advantage of the strong economy and add that extra guy or gal to your field or office crews this summer. Actively seek out that young person who has abilities and potential but maybe doesn't quite know yet what they want to do with their lives. Sometimes I

think we do our profession a great disservice by not developing or promoting from within our own ranks. As I reflect on the past twenty plus years that I have been involved in or associated with surveying in Indiana, the greatest satisfaction I get is from the people I have been able to associate with and watch develop. I have been fortunate to be associated with some of the finest people I have ever known thanks to surveying. In particular, I have fond memories of working with young people who didn't really know what they wanted. Some have gone on to become Surveyors, Engineers or both and are some of the finest professionals I know. Did I as an individual have anything to do with their life choices? I doubt it. It would be pretty presumptuous and arrogant to think I did. But, I can guarantee you that their early exposure to the unique work environment and potential offered by our profession DID make an impact. If we don't make the effort to give our young people a chance and a challenge, who will?

Board of Directors 2000 Meeting Schedule

Date	Location	Time
June 10	Headquarters	9:00 a.m.
July 8	Headquarters	9:00 a.m.
August 19	Headquarters	9:00 a.m.
September 16	Headquarters	9:00 a.m.
October 28	Headquarters	9:00 a.m.
November 18	Headquarters	9:00 a.m.
January 17, 2001	Convention	TBA

ISPLS Signs Reciprocal Education Agreement With MSPS and PLSO

ISPLS has signed a reciprocal education agreement with the Michigan Society of Professional Surveyors and the Professional Land Surveyors of Ohio. This agreement will allow ISPLS's current, active members to attend workshops, seminars and conventions sponsored by the other associations at the reduced "member" fees. MSPS's and PLSO's current, active members will also be allowed to attend ISPLS's workshops, seminars and conventions.

NEW REGISTERED LAND SURVEYORS IN INDIANA

The Indiana State Board of Registration for Land Surveyors will hold the certificate presentation for new Professional Land Surveyors on Friday, May 19, 2000. The ceremonies will be held at 1:30 p.m. at the Government Center South Auditorium, Indianapolis. The following land surveyors will be awarded certificates.

Glenn E. Boren	Schererville, IN	20000006
James E. Morley	Evansville, IN	20000007

COMPETITORS

by John V. Schneider, PE-PLS, Indianapolis

My article in the last Hoosier Surveyor mentioned a number of what I'll call negative issues that I intend raising in future writings. Issues that I deal with on a daily basis in my capacity as liaison to the Attorney General's office and which negatively reflect on our profession in particular and our society in general. And while I am anxious to share this information with you, this article will look another direction.

I find it critical for my mental health to indulge in inspirational readings. Some is religious, but most is not. One excellent source of material for me is the writings of Robert Greenleaf, father of the Servant Leadership movement. The writings invariably strike a chord and help me put some situation or issue into a different perspective. This was the case recently as I was reading on the issue of competition. Greenleaf explained that modern usage of the word was "to strive or contend with another" while the Latin origin of the word is *competitor* - to seek or strive together. He goes on to say that if we are to move toward a more caring, serving society then we now have, competition must be muted, if not eliminated.

Greenleaf mentions power-hungry people but suggests that

we look beyond the people to the institutions that are served. That the most productive institution over a period of time is one in which, other things being equal, there is the largest amount of voluntary action in support of the goals of the institution. He then goes on to elaborate on the strength of voluntary action.

As I read this, my first thought was of ISPLS and the phenomenal volunteer effort, by "competitors", that has continued to thrive since the organization's inception in the early 1950's. Volunteers who have sacrificed significant parts of their personal well being so that together they could create a healthier institution dedicated to serving not just its membership but the public in general. These are the givers I spoke of in the last quarter's "Hoosier Surveyor", and include people like Neil Franklin, Wes Day, Jim Dankert, John McEntyre, Ken Curtis and many others. Next article, an introduction to the takers.

John Schneider is Chairman of The Schneider Corporation. He is a current member of the Board of Registration for Land Surveyors and a past member of the Board of Registration for Professional Engineers.



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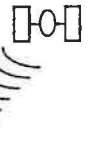
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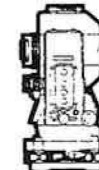
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ISPLS BOARD OF DIRECTORS MEETING HIGHLIGHTS

by Dianne Bennett, Executive Director

January 12, 2000

The ISPLS Board of Directors held a meeting on Wednesday, January 12, 2000 at French Lick Springs Resort, French Lick, Indiana. President Woo called the meeting to order at 1:07 p.m. The minutes and treasurer's report were reviewed and approved.

Staff Activity Report - A written report was submitted for board review. The report is stated under individual topics listed below.

Officers Activity - Les Weber was invited to attend Kentucky's Association of Professional Surveyors annual conference on February 16-19, 2000 in Lexington, Kentucky. Les will attend the conference and Rich Hudson will attend the Annual Conference of the Illinois Professional Land Surveyors Association.

Chapters - The Central Indiana Chapter Golf outing will be held October 6, 2000.

The Initial Point Chapter will hold the 2000 ISPLS Picnic on August 26th at Brown County State Park. Frank Ballintyn reported that the chapter held a meeting in early December and elected officers for 2000. Harold Hart was elected President, Paul Primavera was elected Vice President and Frank Ballintyn was elected Secretary. Frank also reported that the chapter had decided to use the \$700 profit from the 1999 ISPLS Picnic for scholarships. Frank requested help from ISPLS on the mailings for the 2000 ISPLS Picnic and would like help from the other chapters, either with volunteers or money. Frank stated that they need to increase the participation, or they may hold the 2001 Picnic at Deem Lake since the majority of attendees and volunteers have been from the Initial Point Chapter area.

Northwest Chapter - Tony Gregory reported that the chapter met on December 9, 1999 for its annual holiday celebration. The next chapter meeting will be February 11, 2000.

St. Joseph Chapter - Chris Marbach reported that the chapter will be awarding a scholarship to a surveying student from the northern half of Indiana.

Tecumseh Chapter - Dale Grimes reported that the chapter had chosen Erin Darledge to receive the \$1000 Margaret Cunningham scholarship.

Wabash Valley Chapter - Randy Miller reported the chapter held a joint meeting with the Northeast Chapter on January 8, 2000 to discuss the 2001 convention.

Convention Coordination - 2000 Convention - Perry Cloyd reported that everything seemed to be in place. Dianne reported that the convention had 260 full time registration, 18 one day, 41 spouse and 33 students registered.

2001 Convention - Doug Herendeen reported that the contract with the Westin Suites North/Sheraton Indianapolis North had been signed.

2002 Convention - We are looking for a sponsoring chapter to volunteer.

2003 Convention - If ACSM does not hold their 2003 convention in Indianapolis, we are looking for a sponsoring chapter to volunteer.

Education - Dianne reported that the reciprocal agreement to be executed with neighboring state societies which would allow

members of each society to be charged member fees at each other's workshops and conventions had been mailed to the Ohio, Michigan and Illinois societies. Tony Gregory reported that ISPLS Spring Seminar would be held in the Indianapolis area on April 7, 2000 and would have Milton Denny as the speaker. The program will be "Positioning the Surveying Firm for the 21st Century". The committee was submitting the following recommendation for Professional Development Hours to be awarded for the convention program: (1) Marketing for the Surveyor - 3.5 PDH for full attendance, no partial attendance credit; (2) Erosion Control and Rule 5 - 3.5 PDH for full attendance, no partial attendance credit; (3) Land Description systems - 5 PDH for full attendance, no partial attendance credit; (4) Improving Your Office and Business Practices - 3.5 PDH for full attendance, no partial attendance credit; (5) PLSS 2000 - 7 PDH for full attendance, no partial attendance credit; (6) Computer Hardware - 3.5 PDH for full attendance, no partial attendance credit, (7) Technical Tips - 3.5 PDH for full attendance, 1.5 PDH for attendance at either session; (8) Construction in a Floodway - 1.5 PDH for full attendance, no partial attendance credit; (9) Workforce 2000 - 1.5 PDH for full attendance, no partial attendance credit; (10) Trust in the Organization - 1.5 PDH for full attendance, no partial attendance credit; (11) Principle Centered Leadership - 1.5 PDH for full attendance, no partial attendance credit, and (12) 0 PDH for attendance at any of the remaining programs. A motion was made and passed to accept the recommendation of the Education committee for PDH's to be awarded for the 2000 Convention program.

Ethics - The committee will be meeting on January 12, this meeting replaces the meeting previously scheduled for December which had to be canceled.

Business Management - Doug Herendeen reported that the committee met on January 12 and was recommending that a Simplified Employee Plan - Individual Retirement account be started for Dianne Bennett as a retirement plan. A motion was made and passed to start a Simplified Employee Plan - Individual Retirement account for Dianne Bennett with a 1999 contribution equal to 15% of Dianne's annual salary be made prior to March 15, 2000 and that a 2000 contribution equal to 15% of Dianne's salary be made in equal monthly installments, with the committee reevaluating the percentage contribution annually starting in 2001, and creating a new line item in the budget to be designated "P-70 - Retirement Program". A motion was made and passed to create an eligibility requirement for the ISPLS SEP Retirement Program limiting participation in the plan to full time employees with a minimum of one year of service and to create a five year vesting requirement at 20% per year, both requirements to be effective as of January 12, 2000, and to stipulate that all current employees as of January 12, 2000 are exempt from the above requirements and are eligible and fully vested as of January 12, 2000.

Government Affairs - Rick Miller reported that the Landscape Architects were attempting to introduce a registration bill again in this session of the legislature. No word has been received from the Joint Society Government Affairs Committee, although Rick Miller

...continued Page 7

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MINUTES

...Continued from Page 5

and Gary Kent have looked at the bill and ISPLS will not oppose it. Doug Herendeen reported that we had a problem with taxes concerning our legislative lobbying. Because we paid more than \$1000 last year, we will be assessed a penalty if we do not pay our tax quarterly and then it exceeds \$1000 again this year. This penalty would probably be less than \$70 if accessed. Due to the fact that paying the tax quarterly would mean more paperwork and also since we may not incur as much tax due to the short session, Doug recommended that we not pay the tax quarterly and then pay the penalty if we do exceed the \$1000. Dan Woo reported that our bank had mistakenly put the ISPLS tax identification number on the Professional Land Surveyors PAC account. This could put our non-profit tax status in jeopardy and Dianne reported she had called Gary Kent and asked him to change the tax identification number of the PLSPAC account as soon as possible.

Hoosier Surveyors - Any articles for the Winter issue need to be submitted by January 15, 2000.

Membership - The board reviewed and approved the new applications for membership. Associate - Jason Hughes (reinstate), Thomas Halstead, Ryan Swingley, Gabriel Bell, Archie Crouch, Garry Ritz, Timothy Coomes, Cecilia Winger, Ross Taylor, Donald Lewis, Eric Bass, Jason Waggoner, and James Savage; Sustaining - Precision Products Inc.; Student - Maciej Zurawski.

Nominations and Elections: A letter was received from Bryan Catlin which tabulated the ballots for the 2000 Board of Directors election. The new board members will be Greg Garrison, Ted Darnall and Rick Miller. A motion was made to destroy the ballots from the election.

University Cooperation - A letter was received from George Armstrong with Cincinnati State Technical and Community College inviting the board to attend a regional forum to discuss recruitment of surveying students to be held March 14, 2000. Tony Gregory and Don Bengel agreed to attend on behalf of the board.

County Surveyors - John Stephens reported that the County Surveyors Association will meet at Purdue Road School on March 21-22, 2000.

Indiana State Board of Registration - Dianne reported that any person can order a list of all registered land surveyors in Indiana for a cost of \$20 for a paper copy and \$50 for an electronic copy on a disk. The contact to order the list would be Amber Watkins, whose phone number is (317) 232-6640.

Rick Miller reported on the status of Continuing Education. Rick expects comments from the Attorney General at the Registration Board's January meeting. After the reviews, the current expectation is that the public hearing will be February, 2000. After public hearing, the proposal goes back to the Attorney General for final action within 45 days, then to the Governor for final action within 30 days, and finally to the Secretary of State for final action within 30 days. The current expectation is that the rule will be final by June or July 2000, with an effective date of August 1, 2000.

A discussion was held regarding concerns raised as to whether employers would be liable to pay for their registered employees continuing education (including wages for the time they spend attending classes) by Federal labor law. Rick stated he would look into this issue. Les Weber mentioned that expenses for mandatory

continuing education may be tax deductible and that ISPLS may need to start breaking down the convention fees to separate the portion of the fee which pays for the classes.

NSPS Governor - Don Bengel encouraged the board to vote for Gary Kent in the ACSM election now underway. Don also mentioned that ISPLS should buy a state license from ACSM for Trig-Star program which allows unlimited tests. A motion was made and passed to pay \$500 for a state license from ACSM for the Trig-Star program for 2000.

New Business - Perry Cloyd requested ISPLS consider inviting high school guidance counselors to our conventions in the future to help in recruitment of surveying students. Also discussed was allowing businesses to register their technicians as student rates. Bill Clark mentioned that the Technician Committee is trying to do a survey at this convention to see what everyone would like to see, including a Saturday session.

February 26, 2000

The ISPLS Board of Directors held a meeting on Saturday, February 26, 2000 at ISPLS headquarters. President Weber called the meeting to order at 9:00 a.m. The minutes and treasurer's report were reviewed and approved. The minutes from the organization meeting and the Vincennes Annual Advisory Committee meeting held at Vincennes University on Saturday, June 5, 1999 were reviewed and approved.

Staff Activity Report - A written report was submitted for review and discussion. The report is stated under individual topics listed below.

Dianne reported that our insurance agent advised us that our commercial and worker's compensation insurance premium with our current carrier has increased to \$1270. They have received a quote from Hartford Insurance for \$833. Dianne talked with Ruth Kelly, Agency Associates, and she had gave a quote of \$542 for our commercial and worker's compensation through Hartford. We will save \$291 going through Agency Associates. A motion was made and passed to change insurance agencies for commercial/workman's compensation coverage to Agency Associates.

Dianne also reported that the bank has taken ISPLS's identification number off the PLSPAC account.

Also reported was that George Ridgeway has been asked by POB Magazine to write a story on the West Baden Springs Resort restoration project.

The Connecticut Association of Land Surveyors has requested permission to print our logo in their 2000 Annual Reference Book. A motion was made and passed to send ISPLS logo to Connecticut to include in their 2000 reference book.

Officer Activity Report - Les Weber reported that he attended KAPS convention and Ohio's convention. Tony Gregory and Rich Hudson attended Illinois convention.

By - Laws - Currently any member can suggest changes to ISPLS by-laws, which then go to the Board for action.

Chapters - Northwest - Tony Gregory reported that at the February 11 meeting a technical presentation on equipment maintenance was presented by G. Lengemann Co. The next meeting will be the second Thursday of March.

Tecumseh - Dan Pusey reported that the chapter met on March ...continued Page 9

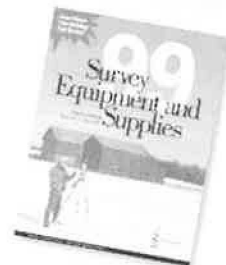
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MINUTES

...continued from Page 7

17 and Pat Cunningham gave a presentation on continuing education.

Central Indiana - Rick Rayback reported that the March 6 will be the first meeting of the year. Compass was in the mail to members. The C.I.C. web site is up and running. C.I.C. is working on IUPUI scholarship.

Wabash - John Stephens reported that they were currently consumed by and focused on planning for the 2001 convention, which they are hosting with the Northeast Chapter. Their next meeting is March 18 and they will be meeting monthly at least until summer for planning sessions.

Convention Coordination - The 2000 convention was a success and enjoyed by all who attended. The hosts were commended for their hard work both planning and hosting the event.

2001 Convention - Randy Miller asked procedural questions which led to discussions concerning policy. Working with space limitations - could arrangements be made for overflow crowds, or could sessions be videotaped for presentation at a later time for those interested. After discussion the consensus was that attendance would be first-come first-served.

Monitoring sessions will become more crucial with the advent of mandatory continuing education. Care will need to be taken to insure that person collecting the continuing education credit actually attends the session. There was discussion regarding monitoring a session showing a previous taped session would be very difficult, and that the board probably would not accept watching a video for continuing education credit.

John Stephens suggested a Saturday class at the convention for technicians to help prepare them for CST tests. Ed Sweetland will do the program. A registration fee of \$25 was proposed to aid in covering the cost of the room (approximately \$150) and the cost of the noon meal. Some discussion was held suggesting no cost for the class, but it was decided that with no cost associated with it there would be those who would feel the session had no value.

Perry Cloyd suggested that ISPLS contract area guidance counselors to come to the convention to tour the exhibits, witness some of the sessions, and have lunch with the society to foster some interest in recommending surveying to students on career days.

Education - A motion was made and passed to allow 6.5 PDH for the upcoming Milton Denny seminar to be held April 7. Rick Miller stated that it should be made clear that these PDH do NOT count for continuing education credits. CE does not begin until August at the earliest. Flyers have already been mailed, without this mention. Future flyers will make mention of whether PDH will count toward CE requirements or not.

Tony Gregory reported that persons licensed in other states have requested that ISPLS look at the manner in which PDH are assigned for seminars. This topic will be on the agenda for the next education committee meeting.

Tony also requested that the education committee have the PDH value for approval for each planned session before the flyer is mailed. All information concerning the seminar (topic, speaker, etc.) should be forwarded to the committee for prior approval.

Ethics - Three issues from the 2/11/2000 meeting.

A) Discipline - preparing finding of fact for one case.

B) Mentoring - preparing letter recommending possible mentoring of a member based on survey or practice.

C) Foresters - advertising surveying in their roster (ongoing issue). Roster out now is 99-00 and another one will not be out until 01-02. A suggestion was made to prepare a letter reminding them of prior discussions concerning this issue.

Business Management - The Wallington Asset Management Portfolio Appraisal as of December 31, 1999 was submitted. Value was \$340,075.29.

Government Affairs - The Landscape Architect bill cleared the House and Senate committees. Nothing was changed adversely affecting land surveyors. County Surveyors were successful in having the registered drain bill pulled from consideration.

Membership - The board reviewed and approved the new applications for membership.

Dianne reported the 2000 roster was almost ready to go.

Public Relations - A Trig-Star license for ISPLS has been obtained. Any member can now arrange for the program to be presented at their local high school.

University Cooperation - Tony Gregory proposed a spring meeting. Bill Clark suggested that the committee host a convention.

Technician Committee - A motion was made and passed to make the Technician ad hoc committee a permanent subcommittee of the Professional Practice Committee.

ISPLS Grants - Perry Cloyd announced that the committee will have a meeting in the near future. Rich Hudson proposed forming an Indiana Professional Land Surveyors Foundation to handle the grants. There will need to be an advisory board established. Once the details are in place the actual setup is very quick. Plans are to have this setup by mid-June.

County Surveyors - They meet March 22 at Road School at Purdue. They will discuss the use of the \$5 fee that is set aside for the corner perpetuation. Les Weber and John Stephens will draft a letter for delivery at Road School. Rick Miller suggested that county surveyors be offered advice and assistance in obtaining registered land surveyors as consultants or full-time employees to handle corner perpetuation.

Indiana State Board of Registration - Rick Miller reported that the Professional Licensing Agency made a mistake when advertising the public hearing concerning continuing education legislation. This will now have to be discussed in the April meeting. Discussions have concerned administration of continuing education, not content. The August 1 deadline is still okay, but will take hard work. Also, the board approved the IUPUI curriculum, which is now accepted for registration requirements. IUPUI currently works in conjunction with Vincennes University Survey Technician program.

NSPS Governor - Don Bengel requested a push for the Trig Star program to expose high schools students to the surveying profession.

Old Business - Tony Gregory and Don Bengel went to Cincinnati State to participate in a forum for recruitment of surveying students.

The Indianapolis - sewer plan situation has not changed, ISPLS will continue to monitor this.

New Business - Les Weber reported Ohio has some good flyers to provide to membership for distribution to the public. Les wants the PR committee to consider using something like this to present to the public to enhance the public perception of land surveying.

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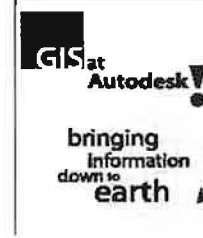
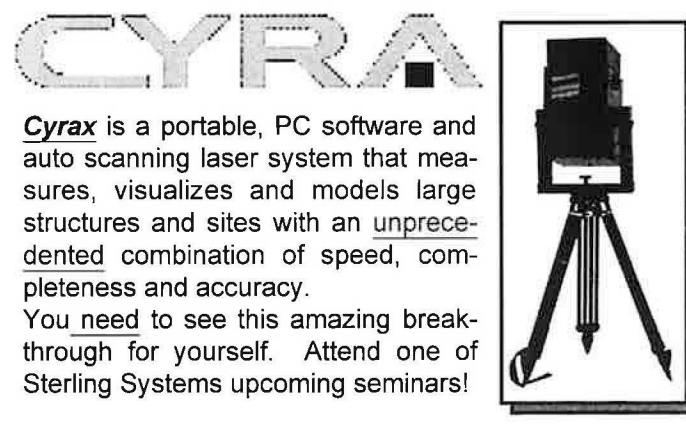
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ACSM-ISPLS STUDENT CHAPTER SPRING RECOGNITION BANQUET

APRIL 8, 2000

On April 8th, 2000, the ACSM-ISPLS Student Chapter at Purdue University held the annual Spring Recognition Banquet in Lafayette, Indiana. Over fifty people attended the banquet this year and helped to celebrate the culmination of the academic year and honor LSE seniors.

Several student award and scholarship winners were recognized at the banquet. Special mention should be made of the following awards:

Outstanding Senior in the LSE Program

Dennis Mazur (Tribes Hill, NY)

for academic excellence in the LSE Program, with one-year ACSM membership.

LSE Faculty Recognition Award

Erica Pugh (Farmville, IN)

for leadership and contributions to the LSE program, with one-year Associate ISPLS membership.

The speaker this year was Mr. Donald Buhler, Chief Cadastral Surveyor of the Lands and Reality Group of the Bureau of Land Management. He spoke to the graduates about career opportunities in surveying and entertained everyone with a presentation about BLM surveying activities in Alaska.



Prof. Ed Mikhail, Head Geomatics Engineering, presented the LSE Outstanding Senior award to Mr. Dennis Mazur (Tribes, Hill, NY)



Mr. Pat Cunningham, Lecturer in Geomatics, presented the ISPLS John McEntyre Scholarship to Mr. Justin Frazier (Green Fork, IN)



Prof. Steve Johnson, Land Surveying Engineering Coordinator, presented the Jud and Betty Rouch Scholarship to Mr. Alan Smaka (Mitchell, IN)



ACSM-ISPLS Student Chapter Officers for 2000-01
Seated (L to R): Brent White (Anderson, IN), Jeremy Fireline (Elkhart, IN)
Standing (L to R): Ron Wharry (Chapter ISPLS Contact), Patrick Loeffler (Fort Wayne, IN), Bryon Motszko (Hewitt, WI), Steven D. Johnson (Chapter Advisor)



Past ACSM-ISPLS Student Chapter Officers for 1999-00
Seated (L to R): Erica Pugh, (Farmland, IN), Dennis Mazur (Tribes Hill, NY)
Standing (L to R): Brent White (Anderson, IN), James Stokes (Painesville, OH)

ORGANIZATIONS ADOPT NEW ALTA/ACSM LAND TITLE SURVEY STANDARDS

by Gary Kent, PLS, Indianapolis, IN

Editor's Note: The newly adopted ALTA/ACSM Land Title Survey Standards were published in the Winter 2000 issue of The Hoosier Surveyor p. 14-19. This article by Gary Kent discusses the process of revising these standards and the changes made from the earlier standards.

In October 1999, the American Land Title Association (ALTA), the American Congress on Surveying and Mapping (ACSM) and the National Society of Professional Surveyors, Inc. (NSPS) completed a process that commenced this past July by adopting a new set of Minimum Standard Detail Requirements for ALTA/ACSM Land Title Surveys.

The new 1999 standards supersede the 1997 standards, and though effective upon ACSM's adoption on October 20th, they will probably not be widely recognized for a few months due to the varying publication schedules of the various society, industry and professional publications.

Initial Meeting in Chicago

Representatives of ALTA and the ALTA Lender's Counsel met with member of the NSPS ALTA Standards Committee at O'Hare Airport on July 16, 1999 to discuss changes to the Standards which were last revised in 1997.

The group considered a laundry list of suggestions that were brought to the table by virtue of input from a variety of persons across the country. Some of the suggestions were specific, others became obvious because of the continued need to clarify or qualify certain sections of the standards.

In a spirit of cooperation grounded in a mutual respect and the need for clear comprehensive standards, the group worked together to address a number of concerns.

Classes of Surveys Discarded

Most significantly, the concept of various "Classes" of ALTA/ACSM Land Title Surveys has been eliminated. This results in a number of related changes throughout the document and in the accompanying Accuracy Standards.

Due to the nature of an ALTA/ACSM Land Title Survey and its pivotal role in the commercial real estate conveyance, the idea of standards which allow low accuracy measurements in certain situations has been deemed unacceptable. In addition, as any surveyors knows, an Urban Survey is typically ordered virtually 100% of the time regardless of the anticipated use of the property.

Changes to the Content Standards

Paragraph 1: The wording of the second sentence was clarified. Although a title company may order the survey, it typically is not responsible for paying for the survey. The surveyor should establish a contractual arrangement with appropriate party.

Paragraph 1: The wording of the third sentence addresses the elimination of classes of surveys.

Paragraph 3: The new wording addresses the elimination of classes of surveys, revises the name of the Accuracy Standards document, and adds NSPS as a party to those Accuracy Standards.

Paragraph 5d: New wording eliminates the need to research individual deeds for lots in an adjoining platted subdivision.

Paragraph 5d: New wording clarifies that questions of contiguity, gores and overlaps are related to both the interior lines of multi-parceled properties being surveyed and to the adjoiners to the surveyed parcel(s). The new clause also acknowledges that additional survey fieldwork required to make such a determination for adjoiners, but which would not otherwise be required for execution of the survey, is not required.

Paragraph 5i: New wording clarifies that notations regarding encroachments do not represent a legal opinion on the part of the Surveyor.

Paragraph 5i: The new wording clarifies that the Surveyor is not responsible for showing encroachments on easements or into setbacks for which documented information has not otherwise been provided.

Paragraph 8 (Certification): The new certificate makes allowances for the elimination of classes of surveys and also accommodates the new Accuracy Standards (see below).

Table A

Item 7b: The selections for building floor areas have been revised and clarified.

Item 7c: The new wording clarifies that the height of building requested is a measured height (not, for example, the number of floors) and instructs the surveyor to indicate where such a measurement was made if not otherwise directed by the client.

Item 11: New wording bifurcates the previous check-off for utilities, thus giving clients a choice between observed evidence of utilities and a more thorough utility investigation.

Item 13: The previous vague "Significant observations not otherwise disclosed" has been eliminated and replaced with an option to show the names of adjoining owners of platted lands (see changes to Paragraph 5d above).

New Accuracy Standards

In addition to eliminating the definitions for the various classes of surveys, a number of changes have been made to the former "Classifications of ALTA/ACSM Land Title Surveys," including a new title for the document ("Accuracy Standards for ALTA/ACSM Land Title Surveys").

The 1999 standards give Surveyors new freedom in applying their knowledge, procedures, equipment and personnel in a manner that best addresses the survey at hand. In exchange, however, Surveyors will have to analyze their measurements so they can "assure that the Positional Uncertainties resulting from the survey measurements made on the survey do not exceed the allowable Positional Tolerance." A statement to that effect is required in the new certification.

Only if the size or configuration of the property to be surveyed or the relief, vegetation, or improvements on the property will result in survey measurements for which the Positional Uncertainty will exceed the allowable Positional Tolerance, may the surveyor opt out of confirming the Positional Uncertainty of the measurements.

In such a case, which is expected to be a fairly rare occurrence,

the Surveyor must alternatively apply the "Minimum Angle, Distance and Closure Requirements for Survey Measurements Which Control Land Boundaries for ALTA-ACSM Land Title Surveys" to the measurements made on the survey or employ, in his or her judgment, proper field procedures, instrumentation and adequate survey personnel in order to achieve comparable results.

The former Table of "Minimum Angle, Distance and Closure Requirements for Survey Measurements Which Control Land Boundaries for ALTA-ACSM Land Title Surveys" which burdened surveyors with very specific measurement procedures and equipment, much of which is now out-of-date, has been eliminated except for the Urban portion which is to be applied only in the rare cases described above.

The result of these changes to the Accuracy Standards is that instead of being told expressly how to make their measurements, surveyors are now allowed to apply their specialized knowledge, equipment and personnel in order to achieve a certain standard.

Adoption

NSPS ALTA Standards Committee Chair Gary Kent attended ALTA's annual meeting in Colorado Springs, Colorado in early October in order to discuss and answer questions related to the 1999 proposals. A few days later, on October 6th, ALTA voted in favor of adopting the new standards. The NSPS Board of Governors and Board of Directors followed suit at the ACSM Fall Meeting in Grand Rapids and the ACSM Board of Direction completed the approval process by adopting the 1999 standards on October 20th.

Summary

ALTA is currently publishing the 1999 standards in the familiar tri-fold form with the accompanying Accuracy Standards. This document is available through ALTA, ACSM and NSPS.

The work of developing and constantly revising any set of standards is never complete in a changing world. ALTA, ACSM and NSPS will continue to solicit and consider suggestions for future revision. In particular, the NSPS Standards Committee and the NSPS ALTA Standards Committee both intend on continuing to work to improve the Accuracy Standards.

The writer would like to acknowledge the spirit of cooperation constantly exhibited by James Maher, Executive Director of ALTA, J. Michael Calder of ALTA, and Larrie Hindman and Paul McNamara of the ALTA Lenders Counsel. Invaluable contributions of time and effort by Harold Charlier, A.J. Meyers and Mary Feindt, in addition to the many persons across the country who provided helpful comments and input, must also be recognized.

Gary Kent, PLS, chairs the ACSM/NSPS committee on ALTA-ACSM Land Title Surveying Standards and frequently gives workshops around the country on those standards. Currently he is Surveying Coordinator for The Schneider Corporation, a 230-person consulting firm based in Indianapolis, Indiana. Gary is Vice-President of ACSM, past-president of the Indiana Society of Professional Land Surveyors, and served on the Board of Directors of NSPS in 1997-1998.

ENGINEERING STUDENT UNEARTHING KEY TO IUPUI'S PAST, FUTURE

INDIANAPOLIS - Engineering student Michael Jones figures digging into IUPUI's past may help build its future - and he and other IUPUI students are ready to roll up their sleeves to accomplish the task.

Jones, the campus vice president of the Society of Student Constructors, recently discovered that between 40 and 50 surveying monuments installed throughout the campus in 1972 have been buried or destroyed. The monuments serve as points of reference for builders by listing elevation and location coordinates at particular spots.

With an array of building projects either underway or on the drawing boards, unearthing the lost or buried monuments would make the construction projects easier to complete.

Jones, a junior construction technology major in the Purdue School of Engineering and Technology at IUPUI, learned about the problem while working for IUPUI's Campus Facility Services office. He then applied and received a grant from the university's Office of Academic Affairs to fund preservation of the monuments.

"We want to preserve these monuments so they are not buried again," explained Jones. "We are preserving a part of IUPUI's history."

On April 22, the process will begin as the Society of Student Constructors begins uncovering the monuments. Several classes at IUPUI will participate in the project with the help of professors, IUPUI staff and the Associated General Contractors of Indiana. During the summer, a construction technology surveying class will then resurvey them. The final stage will come in the fall when the student American Foundrymen's Society will construct aluminum cover plates for each monument.

Supporters of the project include Campus Facility Services (led by Gary Kent and Philip Nichols), the Society of Student Constructors, the Construction Technology Department of IUPUI (including professor Brian Kinsey), the Associated General Contractors of Indiana and numerous volunteers.

KENTUCKY PDH APPROVAL FOR ISPLS WORKSHOP

The Kentucky State Board of Licensure for Professional Engineers and Land Surveyors' Committee on Continuing Professional Development has approved the following course.

Course #	PDH's	Title
2000-055	6.5	Writing and Interpreting Legal Descriptions Presented October 8, 1999 by Anthony Gregory

NOTE: Surveyors wishing to claim the Kentucky PDH credits for their Kentucky Continuing Ed requirements must note the Course Number assigned by Kentucky on their course completion certificates.

ISPLS 2000 COMMITTEE CHARGES

BUSINESS MANAGEMENT

- 1) Coordinate with Executive Director regarding regular operation of Society office.
- 2) Prepare the 2000-2001 Operating Budget recommendation for the BOD consideration by April 15th.
- 3) Investigate means to update and maintain website within B.O.D. meeting info and State Board of Registration info.

BY-LAWS

- 1) Review and make proposals regarding membership in Chapters being required to belong to I.S.P.L.S.
- 2) Compile and maintain an index or record of any Board interpretations of the By-Laws.

CHAPTERS

- 1) Compile and maintain a current calendar of all chapter meeting dates or special events for 2000 to be published on the ISPLS web page and in each edition of the Hoosier Surveyor.
- 2) Facilitate communication and provide liaison between the Chapters, the BOD and the various ISPLS Committees.
- 3) Continue to evaluate the interest in those areas of the state that don't have a local chapter and to report to the BOD about the possibilities of creating new chapters or expanding existing chapters to include these areas by August 14.
- 4) Ensure that each Chapter Secretary or President submits a written Annual Report to ISPLS Headquarters by January 3, 2001.

CONVENTION COORDINATING

- 1) Assist Northeast and Wabash Valley Chapters with the planning and management of the 2001 Convention.
- 2) Submit preliminary budget and program for Annual Conference to BOD by June meeting. Submit final budget and program outline to BOD by September meeting.
- 3) Solicit proposals from chapters to host 2002 Convention.

EDUCATION

- 1) Plan and conduct at least one Workshop or Seminar in 2000 sponsored by ISPLS.
- 2) Encourage each Chapter to plan and conduct one Workshop or Seminar in 2000.
- 3) Create and maintain an Annual Calendar of Continuing Education Opportunities Available in state and nearby cities in adjacent States. Calendar should include any Relevant subjects (i.e. Surveying, business, legal) offered by competent sources. Current List to be posted on the ISPLS web page, published in the Hoosier Surveyor and mailed to the Chapter Presidents.
- 4) Make recommendations to the BOD regarding PDH to be awarded for Seminars when requested by Sponsors.
- 6) Develop minimum standards for the Seminar Attendance Monitoring process to be used by all Sponsors granting PDH's approved by ISPLS. Assist host Chapters in establishing monitoring program.

ETHICS

- 1) Actively investigate all complaints presented to the Society regarding ethical standards of practice issues of Surveyors.
- 2) Provide the BOD with findings of facts regarding complaint investigations and make recommendations to the Board as to remedies or courses of action.
- 3) Assist the Professional Practice Committee in completing the Mentoring Program.
- 4) Discuss with Board of Registration and establish guide lines regarding I.S.P.L.S. role in monitoring Standards violations or complaints by members.

GOVERNMENT AFFAIRS

- 1) Monitor and report to the BOD on any legislation which affects Surveyors in Indiana.
- 2) Continue working with the Board of Registration to achieve the enactment of mandatory continuing education. Reports should be made to the BOD at each meeting of the BOD.
- 3) Attend Joint Society Government Affairs Committee meetings and report to the ISPLS BOD.
- 4) Discuss possibility of joint sponsorship with CEI in 2000-2001 of legislation similar to Iowa's Civil Penalty Law regarding the unregistered practice of Land Surveying and Engineering.
- 5) Continue efforts to resolve the issues with the City of Indianapolis regarding limitations on the practice of Land Surveyors related to Sanitary Sewer and Storm Water Design.

HOOSIER SURVEYOR

- 1) Publish four issues of the Hoosier Surveyor annually in accordance with established schedule.
- 2) Continue to publish articles, reports, notices, agendas and information of interest to the Land Surveying profession.
- 3) Publish a Calendar of Continuing Education opportunities in each issue. Calendar information to be furnished by the Education Committee.
- 4) Publish a Calendar of the future meeting dates of all Chapters in each issue. Calendar to be furnished by the Chapters Committee. Include a contact name and telephone number for more information by each Chapter.
- 5) Publish a list of member benefits in each issue. Information to be supplied by the Membership Committee.

MEMBERSHIP

- 1) Prepare and publish a 2000 Membership Roster by August 1, 2000.
- 2) Process membership applications as required by ISPLS By-Laws.
- 3) Publish a list of member benefits in each issue of the Hoosier Surveyor and post on the ISPLS web page.
- 4) Assist Chapters in promoting membership in ISPLS. Develop and assist Chapters in a presentation to members regarding benefits of ISPLS membership.

NOMINATIONS

- 1) Present a minimum of two nominations for the Office of President Elect to the BOD by August 14, 2000.
- 2) Present a minimum of five nominations for the Board of Directors Election to the BOD by October 29, 2000.
- 3) Tally election votes and report results to the BOD within 10 days of the vote return deadline.

PROFESSIONAL PRACTICE

- 1) Review forms, contracts, quality control checklist, etc. annually and update as necessary. List available information on the ISPLS web page and publish list annually in the Hoosier Surveyor.
- 2) Continue to develop a Mentoring program to work with members of ISPLS who require consultation, advice or improvement in professional skills or judgment. Give a progress report to the BOD quarterly with an anticipated completion date. Advertise the Mentoring Program on the Web Page and in the Hoosier Surveyor when completed and approved by the BOD.
- 3) Develop plan to expand Professional Practice Committee into resource for members regarding all phases of business practice similar to Professional Land Surveyors of Ohio model.

PUBLIC RELATIONS

- 1) Actively promote the Trig-star program with each Chapter and encourage them to Sponsor at least two contests in their area each year.
- 2) Promote the use of Survey Profession videotape at the Chapter level for presentation at School career days and Civic functions (i.e., Chamber of Commerce, Rotary, etc.).
- 3) Publish information regarding Scholarships awarded by ISPLS and Chapters in recipient's local newspaper and send copies to their former High School Advisor.
- 4) Send press releases to local newspaper announcing Officers elected to each Chapter and to ISPLS Board.
- 5) Investigate the possibilities of utilizing the suggestions made by the MBA students at the University of Indianapolis on the marketing of ISPLS.

PUBLICATIONS

- 1) Coordinate with the Public Relations Committee to aid in the development of Brochures and Pamphlets.
- 2) Expand Library material to include Business related materials in addition to surveying text.
- 3) Look for seminars on Audio or Videotape or CD Ram.
- 4) Publish Library inventory and loan procedures on ISPLS web page and annually in the Hoosier Surveyor.

SCHOLARSHIP

- 1) Conduct student interviews and make recommendations to Purdue University for the awarding of the John McEntyre Scholarship.
- 2) Conduct student interviews and make recommendations to Vincennes University for the awarding of the Peggy Archer Scholarship.
- 3) Make available to the Chapters all information and results of

the interviews that may assist a Chapter in determining a scholarship recipient

- 4) Prepare an article for publication in the Hoosier Surveyor recognizing the accomplishments of the scholarship recipients. Copy of said article shall be mailed to the Public Relations Committee for use in preparing a press release and notice to the Student's former High School Advisor.

STANDARDS

- 1) Coordinate with and make recommendations to the Board of Registration regarding revisions of Title 865 as necessary.
- 2) Coordinate with and make recommendations to the Board of Registration regarding revisions of the Land Surveyors Registration Act as necessary.
- 3) Coordinate with the Board of Registration regarding the implementation of the mandatory Continuing Education program.
- 4) Coordinate with and advise the Ethics Committee and Professional Practice Committee when requested regarding investigation of Complaints or to assist with the function of the Mentor Program.

UNIVERSITY COOPERATION

- 1) Work to extend the V.U./I.U.P.U.I. program to the Purdue Calumet and IU-PU Fort Wayne Campus by December 2000.
- 2) Work with Purdue Calumet and IU-PU Fort Wayne to establish an Associate Degree Program In Land Surveying.
- 3) Work with the Convention Committee to provide time at the annual convention for a panel of University representatives from schools with land surveying courses to discuss issues with private industry.
- 4) Assist the Public Relations Committee with informing the citizens of Indiana about the land surveying educational opportunities available in Indiana.

ISPLS GRANTS

- 1) Evaluate those individuals or groups requesting grants and make recommendations to the BOD as to who should be awarded grants.
- 2) Finalize relationship with Central Indiana Foundation.

ISPLS SURVEY HISTORY

- 1) Arrange for the display of ISPLS antique survey equipment at various sites in Indiana.
- 2) Make available to those members of ISPLS who may want to display or demonstrate the antique equipment to a group (i.e., school career day, scouting, etc.).
- 3) Make recommendations to the BOD for additional purchases of antique equipment.
- 4) Publish a list of equipment annually in the Hoosier Surveyor and post on the ISPLS web page.

COUNTY SURVEYORS ASSOCIATION

- 1) Provide coordination between ISPLS & County Surveyor's Association to help achieve common goals.
- 2) Inform ISPLS BOD of legislative activities of the County Surveyor's Association.
- 3) Continue to promote the benefits of and encourage membership in ISPLS to all County Surveyor Association members.

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COMPLETED CAREERS

Lionel Billman, 76, ISPLS Member Cass County Surveyor, Logansport

A Logansport native, he graduated from Logansport High School in 1941, just months before Pearl Harbor was bombed. He became an Army Air Corps B-24 bomber pilot, and served three years in Italy during World War II flying 33 combat missions over Germany and Yugoslavia, winning four battle stars. After the war, he returned to Indiana and received his bachelor's degree from Indiana University in 1947. Following active military service, he served in the Indiana Air National Guard and Indiana Army National Guard and retired as a lieutenant colonel. He was also a member of the Airplane Owners and Pilots Association.

For over 30 years he managed the Billman Monument Company, which had been in the Billman family for three generations. After retiring from the monument business, he enrolled as a student at Purdue University to prepare for his second career as a surveyor. He commuted to Purdue for two years (many times by plane) long enough to become a surveyor in training and a candidate for county surveyor. He was in his third term as Cass County Surveyor and seeking a fourth term. He also had earlier served more than 20 years on the Cass County Council.

He died on Sunday, March 26, 2000 at Northwest Medical Center in Springdale, Ark. He was buried with military honors at Mount Hope Cemetery, Logansport. He is survived by his wife, Elizabeth, and three adult children.

Your *Hoosier Surveyor* editor remembers Lionel as a good friend, a true gentleman and an inquisitive scholar, who was dedicated to his county surveyor duties involving drainage projects and section corner perpetuation program.

Jeannie McConahay, 61 Lafayette, Indiana

Born in Crothersville, August 2, 1938, she moved to Indianapolis, graduated from Shortridge High School and attended Indiana University. She married Albert McConahay in 1964 and moved to Lafayette in 1981 when Al accepted a position with Purdue's construction technology program, teaching construction surveying. She worked in the insurance business for many years. Jeannie had been ill with cancer for some time and died Tuesday, April 4, 2000. She is survived by her husband, Al, and two adult daughters.

Joseph Dracup, 79 Retired Geodesist U.S. Coast and Geodetic Survey

Mr. Dracup retired in 1979 as Chief of the Control Networks Division of the National Geodetic Survey (NGS), the last of a series of outstanding geodesists - Lansing Simmons, Charles Whitten, and B.K. Meade - who set the standards for geodetic control in the United States before the GPS era. He was especially concerned with the application of higher geodetic surveying practice to local surveys and conducted many workshops throughout the country, co-sponsored by NGS and ACSM. The author of many papers through the years, his series on the "history of geodetic surveying in the U.S." was published in the *ACSM Bulletin* over the last several years. He died January 16, 2000.

CHARGES

...continued from Page 15

INDIANA STATE BOARD OF REGISTRATION

- 1) Attend all meetings of the State Board of Registration and regularly report its actions to the ISPLS BOD.
- 2) Work with the Governmental Affairs Committee toward implementing the mandatory continuing education program by the State Board of Registration before the end of 2000.
- 3) Publish the actions and short-term goals of the Board of Registration in the *Hoosier Surveyor*.

NSPS GOVERNOR/GREAT LAKES COORDINATING COUNCIL

- 1) Represent the interest of ISPLS at the annual meeting of the NSPS Board of Governors & Great Lakes Coordinating Council.
- 2) Provide reports for the *Hoosier Surveyor* on the activities of the Board of Governors, Great Lakes Council, NSPS Board and ACSM Board.

GIS-LIS COMMITTEE

- 1) Assist the Office of State Geodetic Advisor as needed to facilitate completion of the HARN.
- 2) Coordinate with and monitor the activities of groups such as the Polis Research Center of County and State GIS/LIS standards and programs.
- 3) Prepare a memo or letter to be published in the *Hoosier Surveyor* on how members can obtain information on HARN Stations and or how to make information available through the WEB.

WINNING COMPANY STRATEGIES FOR THE 21ST CENTURY

by Milton Denny, PLS, Tuscaloosa, AL

More years ago than I want to remember, I wrote a column called "Your Client as Your Friend". I still have people ask me for copies. The main theme was that clients who hired your company were most likely friends, as it was hard to get your enemies to hire you. While this is still true to some extent, things are changing.

As things in the business world are always changing, I have come up with the following questions for the new millennium:

1. What business are we in?
2. How do we make our company more user-friendly?
3. How do high-technology products attract new clients?
4. How do we untangle the web of technology lockout by clients, suppliers, and government agencies?

What Business Are We In?

The current product delivered by most surveying and engineering companies incorporates land boundaries as only a minor part. A typical ALTA survey contains many forms of data only loosely related to land lines. Many clients are becoming more specific in their demand for digital data - data that will be used to populate GIS systems. This data has both special value and liability attached to it, and the surveyor and engineer must be fairly compensated for its collection and verification. Since in most cases the government agency will not fund the data collection, the cost must be passed on to the client. I believe we are in danger of being sucked into an unfunded mandate requiring the surveying/engineering company to provide GIS data before a project's completion. So the answer to question one is, we are in the spatial data business. Our future products will be more diverse than our current products. We must learn to pass the extra cost for digital data along to our clients.

The User-Friendly Company

Did you ever stop to think why you shop at certain stores? I bet most times it isn't that they have the lowest prices. Most people return to a business because it is user-friendly. This is a combination of many factors, the most important being someone who answers the telephone and helps clients solve problems or supplies information. Remember, the client is always right. I do not mean you should always agree with anything the client requests, but always be polite and cooperative. An example:

My wife and I took our hard-to-repair van to a shop known for good mechanics, but also for their bad attitude. I could tell when we dropped the van off that they did not want to work on it. We called every day for a few days only to be told that there was nothing wrong with it. They would not be honest with us and recommend we take it somewhere else. The lesson learned - be honest, and do not take jobs that you do not intend to do, do not want to do, or cannot meet the deadlines. Clients come back to companies that truly help solve the clients' problems.

High Technology and Clients

Today most clients want to be charmed by new technology. They want to think that the company they hire is using the latest

computers and survey equipment. Many clients want to correspond with you by email or fax. It will be very common in the future to have no face-to-face contact with the client. Most clients relate technology to cost-savings. In many cases this may not be true. But clients will hire the company with what they perceive as the highest level of current technology. Have an open house and showcase new technology. I have never heard of a client who wanted a company to do work the old way.

Technology Lockout

Technology lockout is the inability to make direct contact with other people because of voice mail, automated telephone answering machines or other high-technology communication devices. I break these into three different groups. The first is voice mail. Have a planned script in mind. Leave instructions or request on the voice mail. In many cases a simple request for certain information that can be faxed or mailed will keep you from playing phone tag on return calls.

The second category is automated answering machines. You get menu after menu, then you get put on hold for 5, 10, 15 minutes. I dislike speaker phones, but they allow you to continue other work while on hold. If you need to call the number frequently, ask if there is a more direct number or extension for you to use. Some companies have special toll-free number for special customers. Lastly, while on hold, dialing zero for the operator may also break the lockout.

The third category is technical support for high technology equipment. I know we have all been put on hold for long periods of time when you need technical support. Before you buy software, tell the sales people that you want the toll-free service number to call when you need technical support. Also see if you can find a toll free number that is not as busy as the main number. In one case, when I could not get through, I called the marketing department and explained my frustration. About 15 minutes later the technical support department called me! One last trick: Look in the service manual for a fax number. Fax a message to the company explaining your problem and leave a space for a reply. In most cases - in an hour or less - you will get a reply. In another case, the service technician sent me his direct telephone line to call him for help. Write these telephone numbers in the service manual for future use.

I hope some of my ideas will help you in running your business. I do not know what the future will hold, but I do know it will continue to bring change. The company that is flexible and can adjust to changing technology and products will do well. The future for other companies is not as bright. And last, but not least, always remember that people still like to talk to people.

Milton Denny is a senior project manager with 3001, the Spatial Data Company.

...Reprinted from *The Texas Surveyor/January 2000*

One More Perk That Works! Members Take Advantage of ISPLS Discounted Long Distance Telephone Program

When we first introduced the ISPLS Discounted Long Distance Program, we knew some of you would be skeptical. Why? Because we were acutely aware of the fact that you, like we, had heard pitches from dozens of different companies each claiming to give you "better", "more" and "lower" than anyone else.

Well, the doubts of numerous ISPLS members have been erased. These are members

that have significantly reduced their telephone expenses by participating in the ISPLS long distance telephone program administered by Eclipse Communications.

The Eclipse program offers members a guaranteed flat rate on all outbound, calling card, 800 and 888 services. The program also guaranteed flat rates on dedicated T1 services.

If your company would like to find out more about the program, contact Eclipse today. Their representatives will give you a free written comparative analysis of your phone usage.

It's not too late to join other ISPLS members and reduce your company's overhead immediately through the ISPLS Discounted Long Distance Program. Call Eclipse at 800-342-9287.

QUALIFIED CERTIFICATION BATTLE CONTINUES

by Wendy J. Woodbury Straight, L.S., Dunkirk, New York

Surveyors had not yet spread the word to the lender, whom I'll rename fictitiously as the SBA Construction Loan Program of the Finance Credit Capital Company. The day was November 9, 1998, and CE News had just hit the newstands with a surveying column that addressed the topic of inappropriate certifications [Preparing qualified certification]. Pouring out of the fax machine was a client's request for me to sign the following certificate for an ALTA/ACSM survey that I had prepared six days earlier for a proposed commercial development:

Most surveyors reading this are no doubt aghast at the assumption that we can affix our signatures either to items that are not within the scope of our profession or to items that should have been specified along with the ALTA survey and certified according to ACSM guidelines.

The fact that the Finance Credit Capital Company request could exist at all indicates in part that we have not adequately informed lending institutions with regard to the ALTA/ACSM Classifications and Requirements for Land Title Surveys. However, placing the blame only in that direction would be preaching to the choir; those of us who follow our industry's literature, and those of us who listen to our professional liability insurers, are not going to endorse such a certification and will educate the client instead.

Neither can one hardly fault the Finance Credit Capital Company for its attempt to secure our John Hancock for everything under the sun. Clearly, some of our surveyor siblings must be signing such documents, thereby bearing the greatest culpability.

Item 1a asks us to certify as to the zoning compliance of structures. As we have already discussed in the context of this column, regulatory adherence must be reviewed by government officials, who have been designated to make those decisions; people from whom corresponding letters of compliance must be obtained by the lender. Moreover, if construction has not yet even begun, a surveyor may well run afoul of his or her license by attempting to issue design adequacy statements with regard to an engineer's or architect's plans.

Item 1b may be asking for an express warranty in conflict with our insurance policies. Qualifying the item's request as to visible, above ground structures may help. Following the ALTA/ACSM guidelines would eliminate the dilemma altogether.

Item 1c again violates insurance policies by containing the work "all" instead of "visible or record", and this item's difficulty is further compounded by the fact that the surveyor may once again be poised to review plans that he or she is not licensed to examine.

Item 1d was problematic for me, because the parcel under consideration was being created several hundred feet from public rights-of-way. Zoning officials were required to approve the planned routes of ingress and egress. Item 1e also falls within the realm of the engineer and the government agencies reviewing the project. The surveyor's topographic work may be required by special order and for a supplemental fee.

There is a similar situation with Item 2, which is actually two

...continued Page 21

I, _____, as Surveyor being licensed/registered in the State of _____, with license/registration # _____ (exp. date: _____) being the jurisdiction governing the location of the Project, HEREBY CERTIFY, this certification being made for the benefit of the Finance Credit Capital Company, as Lender, in reference to the Plans and Specifications for this Project _____ (Project Name/Description) located at _____ (Project Address), such Plans and Specifications dated _____ and described as _____ (Plans and Specifications Identification) being known to me as those final documents submitted to the Building Department under the Building Permit Application, that in reference to that previous Survey described as _____ dated _____ as prepared for this project to my best knowledge, information and belief that

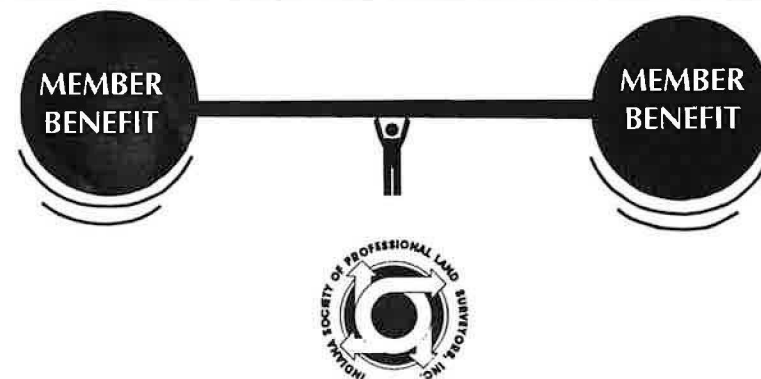
1) In reference to the location of all buildings and improvements as detailed on said Building Permit Application Documents:

- a) said location is in conformity with all applicable zoning laws regulating the use of the subject property applicable laws containing minimum setback provisions and covenants and restrictions of record;
- b) that there are no encroachments either way except as shown as on the survey;
- c) that all utilities enter the subject property by way of public easements;
- d) that adequate ingress and egress to and from the subject property is provided by streets and dedicated public right-of-way maintained by the City/County of _____;
- e) and that subject property does not serve any adjoining properties for drainage, ingress and egress, or other purposes;

2) And that the subject property is not located in an area classified as wetlands, nor in an area having special flood hazards.

I confirm that I have _____ I have not _____ been retained to review the completed construction, to verify/update (as may be required) the original survey as referenced above in respect of said completed construction, and to certify that said construction as completed conforms in respect of the location of all buildings and improvements to the requirements as certified above, certified by _____ (Name of Licensed Surveyor) _____ (Signature) _____ (Date) on behalf of _____ (Company Name if Applicable).

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COUNTY SURVEYOR NEWS

by John Stephens, PLS, Wabash, Indiana

A well represented group of County Surveyors and associates met for the annual Road School meeting on Wednesday, March 22, 2000. The morning program consisted of presentations by George Van Till, Lake County Surveyor and Doug Lechner, Johnson County Surveyor. The annual business meeting followed the morning programs. The afternoon session consisted of a program overview and discussion of the Phase II-Clean Water Act.

Mr. Van Till's program was an interesting approach on utilizing the County Surveyor's Office to promote and achieve drainage project results with County resources. The program included funding resources for administration and drainage projects, public hearing procedures, and Lake County's approach to the drainage master plan. The program was very informative to all attending, thanks George.

Mr. Lechner's program was a presentation on the history of the Indiana County Surveyor's Office and duties. The Surveyor's position was an appointment in 1787 (prior to Indiana Statehood) and has undergone various changes to the present time. One interesting note is that the one dollar (now four dollars) County Surveyors compensation amount for corner stone perpetuation was established in 1833. There are future plans to compile Doug's research into a brochure for distribution.

The afternoon topic was Phase II Requirements discussed by IDEM and Jon Stolz of Christopher B. Burke Engineering. The IDEM portion of the program included a brief history of the Clean Water Act, MS4's, permit applications and implementation of the program. The consultants perspective of the Phase II requirements

and an informative discussion session followed with Jon Stolz.

The 2000 Indiana County Surveyor's Association Presidents Award was awarded to Jay Poe, Huntington County Surveyor for his outstanding achievement during the past year and particularly for his contribution on Senate Bill 32.

QUALIFIED CERTIFICATION

...continued from page 19

separate requests and two additional types of surveys, mandating at least two more fee estimates. Wetlands determination requires greater specification and perhaps the retained services of a qualified biologist, as is the case in the region of my November 3 survey. Also, FEMA mapping in the proposed development area is incomplete; as a rule, the close proximity of a major watershed outlet in that locale has necessitated hydrographic studies by qualified engineers prior to the issuance of flood certificates.

Clients are naturally shocked to hear all this. They would much rather pay us a couple thousand dollars to foolishly sign such certifications than to pay us multi-thousands of dollars to adequately perform the topographic work, wetland determination, and flood study that are realistically being specified in the proposed certificate.

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CONTRACTS: GOOD BUSINESS PRACTICE

by Malcom Moore

How would you like no problems getting paid for your survey work? That is the number one benefit to you from using a written contract. There are many benefits, but that one alone should persuade you to use a written contract for each survey job. Big companies use contracts, and every small surveying office can enjoy the same benefits.

A contract for a boundary survey can be typed on one page. You can prepare a proposed contract carefully, then reuse the same format each time. Then it may take only a half-hour to an hour to prepare for each client. It is time well spent.

Prepare a proposed contract soon after you first discuss the project with the client. On the phone, get the client's addresses and phone numbers, find out the purpose of the survey, and any deadlines the client has. You may want to look at the current deed and tax map before committing yourself to a boundary survey. With a contract, you specify what you're going to do, the client knows how much it is going to cost, and you work with confidence. Fax or mail the proposed contract to the client, and don't start working until you get it back.

Here we'll look at a minimum contract, then some additional details that you may want to show. Finally, we'll list the benefits from your one hour of work.

As a minimum, a contract specifies (1) the scope of work, (2) the cost, and (3) the dates. Those three things, followed by signatures of the surveyor and client, makes a contract. This agreement commits you to do some work and commits the client to paying you. Let's look at the three basic parts in a little more detail.

(1) **Scope of work:** Here you write down what you are going to do. Describe the project in general terms, such as perimeter boundary survey of the John Smith farm in Orwell, or it could be 5-lot subdivision of the Jones property at 787 Shelburn Road in South Burlington. Showing more detail shows the client how much they are getting and limits how much you have to do. If you are unwilling to commit yourself on what you will do, you should be in another line of work.

(2) **The cost** can be a fixed price, or a range of estimates, or on an hourly rate, however you like to do business. Always ask for a retainer or deposit before you begin, and mention a schedule of progress payments and any conditions for final payments. Everyone likes this to be clear.

(3) **The dates** of starting and completion may be general also, such as the month and year. This requires you to be realistic about your work load and schedule, and you have to accommodate the client's needs too.

A contract outlines a business agreement which has to benefit both surveyor and client. You are promising to do the listed work, within the specified dates, for a known amount of money. Most people are reasonably flexible, but you do have to be realistic. If you promise more than you have time for, or get yourself underpaid, you have no one else to blame. Offer to discuss any details so that the contract is agreeable to both parties. A contract is good for clients because they know what they will get and when and for how much money. It is good for the surveyor, also, because you know you will get paid, and you have put a limit on the work you will do.

A contract demonstrates your professionalism.

Beyond the minimum contract, you may want to include many details that are specific to this project and this client. When you show more details, there is the double advantage of showing the client how much they are getting for their money, plus setting a limit on what you have to do.

In the section describing the scope of work, you might outline your record research and field work, how corners and lines will be monumented, what plats and mylars will be provided. You may want to mention the state standard, whether it is an ALTA/ACSM survey, certification to third parties, and whether you will assist in obtaining state and local permits. It's a good idea to mention additional details which will be or will not be shown on the plat: wetlands, hazardous waste sites, contours, soil tests, subdivision lines, GPS data. If the client supplies a title abstract, mention that and if you offer to provide the CAD file on disk, say so in the contract. Specify the details which the client asked for, or what you know they will want. Then the client will get what they need and will see it all listed. If the client requests more details later, you can charge for them.

The section describing cost has two sides. The client promises in advance to pay you, and you promise to limit the charge. As the time required for survey work is indefinite, especially for record research, you have to make a reasonable estimate of your charge. (You may include some escape clause, allowing you to stop or charge more in the event of extraordinary circumstances.)

Ask for a retainer or deposit in advance. Ninety-nine percent of clients have no problem with that. If the client does have a problem paying, you know it in advance and probably don't want to work for them. Also, send progress bills when you send preliminary results to the client, or monthly. You'll still have some leverage to get paid, but it is rarely needed because payments were outlined in the contract.

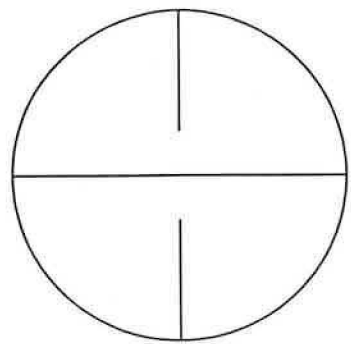
The section describing the dates or work schedule is the easiest part. You know your work load and you discussed any deadlines the client has. Write down some dates that are realistic. Everyone benefits when the schedule is clear.

A final section of the proposed contract can cover additional services, late fees, costs of bill collection, and how long this proposal is valid. Once the proposal is signed by both the surveyor and client, it becomes a contract. You have money up front and a job to do.

These are general benefits of using a contract: clarity, communication, professionalism. Communication with clients keeps them happy and keeps you in touch with their needs. Outlining the scope of work and cost and dates is helpful for everyone. This demonstrates that you are reliable, businesslike, and professional. People like that in a land surveyor.

There are immediate benefits to you from using a contract: (1) questions of payments simply go away; and (2) a contract can limit the amount of work you do and can limit your liability. You describe the scope of work yourself. You can include a clause limiting your liability to the fee for service; it isn't a guarantee, but it can help.

...continued Page 25



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HERE WE GO AGAIN...

by Ronald E. Koons, RoSaKo Enterprises
Safety Consultants, Middletown, Indiana

Spring has definitely sprung, and the construction season is quickly gaining momentum. Over the past few years even major roadwork is starting earlier in the year. Indiana is even into something that only large cities have been doing, night work on road projects. Construction is a constantly evolving profession. One thing that should never change is your commitment to safety. In this article we will look specifically at construction jobsite safety. Put on your hard-hat, safety glasses, and reflective vest and let's get going!

There are two basic types of construction that may require your frequent services. Heavy Construction and Building Construction. Heavy construction would be roadways, bridges, dams, etc. Building construction could include both commercial and residential. Each type and category of construction has their own safety considerations. Since your employees could potentially be on any of these projects both you and your employees need to understand all of the safety aspects. OSHA has been hitting all types of Heavy Construction and Commercial Building Construction since their advent in the early 70's. For this reason you will tend to find that contractors in these categories have most likely done more in achieving OSHA Compliance. That means that most of these projects will have requirements up front that your employees must obey. Many General Contractors are now requiring all of their subcontractors to show proof of Written Safety and Health Programs before they will even sign the subcontract. I have been getting telephone calls from several states indicating that the state highway departments are now requiring proof of the written programs. The ironic thing here is that under the OSHA Construction Regulations all employers are already required to have a Written Safety and Health Program.

Road and Bridge Construction Safety has one common thread you will probably see on all projects. Employees will be wearing hard-hats and in most cases protective footwear and reflective vests. Most General Contractors make this part of the safety rules on their projects. That means your employees must meet the same requirements when they are on these projects...even if the OSHA Regulations may not call for this PPE in the given situation. OSHA has really hit this type of construction on health issues over the past 25 years. In 1965 you wouldn't begin to see port-a-lets out on road projects. Today you will see them in abundance. Almost every truck will have a potable water container and many of them are even filled with Gatorade or other replenishment drinks. Respiratory hazards have been a priority also. OSHA wants respirable dust to be reduced and is very concerned about silica dust. Silica dust is generated anytime rock or concrete is sawed or drilled. Very

CONTRACTS:

...continued from Page 23

For additional information and sample contract forms, see the *ACSM Sample Contracts Manual*. Various articles in *POB* and *Professional Surveyor* magazines describe land survey contracts and their advantages. Finally, professional liability insurance companies offer extensive advice on contracts.

...reprinted from Vermont's "The Cornerpost" May, 1999

seldom will you see anyone dry cutting concrete anymore. If you just look at a bridge construction project you can see one major change: Fall Protection. Almost every bridge project will now have guardrails attached to prevent workers from falling. Prior to the time guardrails can be installed you will see most employees using Personal Fall Arrest Systems (PFAS) that consist of harnesses, lanyards, and some type on anchor point to attach the lanyard. Anytime your employees are exposed to the above mentioned hazards they will have to have the same level of protection as any other employee working in the area.

Think I wasn't going to mention Traffic Safety? Not a chance! There is probably no other profession that deals with traffic safety as much as surveying crews. Your employees need to constantly be aware of traffic patterns and just how to protect themselves when working in and around jobsite traffic. There are specific guidelines that dictate how roadways need to be barricaded and warning signs erected. On many road and bridge construction sites this will be accomplished by a subcontractor working for the GC. One thing that your employees must always remember is that when construction activities change traffic patterns drivers will quite often get confused. Even when all rules are followed for changing traffic patterns many drivers just simply don't pay attention. Roadway construction has so many serious injuries and fatalities that New Jersey even trained their State Police to recognize jobsite safety hazards. When they note a hazard they call the local OSHA office and an inspection will quickly occur.

Technology has also made many changes in road construction safety. Instant message boards are now present on most large projects. There are alarm systems that will set off a loud buzzer or siren if a vehicle enters a protected zone. Sometimes even with only a second or two warning employees have enough time to get out of the way. Radios and other electronic signaling devices can make shutting down lanes easier to accomplish. Excavation protection has also evolved over the years. All types of shoring and trench boxes are now available; employees can now be protected in any type of excavation without requiring days to set up the devices.

Many of the items we discussed in roadsite safety will also apply to building construction. The main difference is that most building projects will not have to constantly deal with the traffic safety problems. As you get into Residential Construction there will be some major differences. Since OSHA has a difficulty getting to many of these types of projects you will not generally see the level of compliance that is found on commercial type construction. That means you may have to take the lead in some areas to protect your employees. Don't be afraid to approach the topic. Most residential contractors have never had any experience with OSHA and may be unaware of the regulations that apply.

This has just been a quick look at construction safety for the surveyor. Those of you who have engineering technicians or provide construction oversight may be even more involved in construction safety. Two things are for certain, OSHA is here to stay and the safety of your employees must be a priority wherever they are working.

CALENDAR

June 8, 2000
Northwest Chapter meeting

June 15, 2000
Tecumseh Chapter meeting

July 13, 2000
Central Indiana Chapter meeting,

July 20, 2000
Tecumseh Chapter meeting

June 22, 2000
Hoosier Hills Chapter meeting

June 28, 2000
Initial Point Chapter meeting, Location - PSI, Topic: Mapping Procedures, Contact: Greg Eveslage

August 9, 2000
Initial Point Chapter meeting, David Blankenkbeckers's office in Jeffersonville, Contact: David Blankenkbecker

August 17, 2000
Tecumseh Chapter meeting

August 24, 2000
Hoosier Hills Chapter meeting

August 26, 2000
ISPLS Picnic, Brown County State Park, Nashville, Indiana

September 14, 2000
Central Indiana Chapter meeting

September 14, 2000
Northwest Chapter meeting

September 21, 2000
Tecumseh Chapter meeting

September 29, 2000
ISPLS Fall Workshop, Abe Martin Lodge, Brown County State Park, Lodge Phone Number: 812-988-4418

October 4-6, 2000
Surveyors Historical Society Rendezvous, Ramada Inn, Springfield, Illinois

October 12, 2000
Northwest Chapter meeting

October 19, 2000
Hoosier Hills Chapter meeting

October 19, 2000
Tecumseh Chapter meeting

October 25, 2000
Initial Point Chapter meeting, Location TBA, Contact: Harold Hart

November 6, 2000
Central Indiana Chapter meeting

November 9, 2000
Northwest Chapter meeting

November 16, 2000
Tecumseh Chapter meeting

January 17-19, 2001
Annual ISPLS Convention Sheraton North/Westin Suites, Indianapolis, Indiana

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Thomas Halstead - Associate
Ryan Swingley - Associate
Gabriel Bell - Associate
Archie Crouch - Associate
Garry Ritz - Associate
Timothy Coomes - Associate
Cecilia Wininger - Associate
Ross Taylor - Associate
Donald Lewis - Associate
Eric Bass - Associate
Jason Waggoner - Associate
James Savage - Affiliate
Maciej Zurawski - Student
Precision Products, Inc. - Sustaining

February 26, 2000

Robert Staton - Professional Member
Martin Engineering - Firm
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