

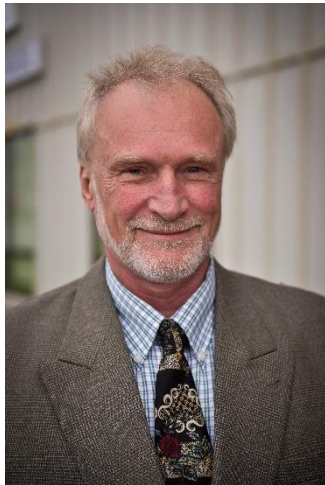


The Newfoundland Surveyor



Winter 2018 Newsletter

President's Report



Neil Parrott, CLS, NLS
President 2018-2019

Season's Greetings to All

Council has been very active. We have had two of the four general council meetings along with a teleconference leading up to a council meeting to ensure all crucial topics would be covered.

General management of the association business has been conducted without any major stumbling blocks.

Business arising from complaints and discipline is still a major consumption of council matters. Council does encourage membership to conscientiously attempt to resolve issues internally and utilize the complaints process only in cases where a reasonable resolution is not possible. The association, through our secretary treasurer role, may be able to assist at times to alleviate the pressures of the complaints process.

IBL and by-law 17 have been a very active issue and has consumed a lot of council time. A subcommittee has been struck to also delve into the issue to which council does consider to be a "Special Issue".

Council did conduct a phone study of the general membership and in examining the results, did forward a notice to the membership body. Council will resume the monitoring of the system and by-law 17 and will allot enough time at the upcoming regional meetings in attempt to set the path with respect to this "Special Issue". Membership is encouraged to contact your council with respect to this and any issue that may be of concern to the member. All recommendations are welcomed and will be reviewed.

Through the liaison, committee council is preparing a presentation that can be utilized to educate the public and others, i.e. the Law Society and all users of the professional services provided by our members. This presentation will be a very useful tool that can be utilized at trade shows, general presentations, etc. to promote our profession. The presentation will be available for review at the upcoming AGM in April.

Council has also explored association office housing with options, i.e. rent, purchase and or lease with an option to purchase. Several locations have been reviewed and in action mode. The present location has been found inadequate and has internal issues.

Council wishes all members a very Merry Christmas and looks forward to all correspondence in the fast approaching new year.

Seasons Greetings from Council of Management 2018-2019



Front Row: Dominic Howard, Mitchel Burt, Helen Davis, Neil Parrott
Back Row: Corey Collins, Aubrey Burt, Cory Tucker, Ray Guy
Missing from Photo: Robert Goodland, Wayne Follett

Secretary's-Treasurer's Report



*Dominic Howard, NLS
Secretary-Treasurer 2018-2019*

Another year done.

Council has been very pro-active, and many ideas have been forthcoming.

We are currently looking to purchase a property which will enable us to grow the Association and remove us from the rental pool. We've outgrown our space at Pippy Place and we need to move into the future with modern facilities. We will of course be approaching the membership for input. There will be more to follow on this.

We are working toward a training video for input of data into Land Gazette. It is Council's belief that if members give this valuable tool a chance, they will see it's benefit and use it. Land Gazette was adopted by the membership at an AGM and like any By-Law it must be followed. We cannot cast a By-Law aside because we don't agree with it. There are other means available to change By-laws and until that time arises, we must follow what's in place.

Marker sales are on par with previous years and the financials for the association are in excellent shape.

Since my last report, we have welcomed three new members to the Association. Shawn Benteau, Marshall Gillard and Kyle Heady have successfully completed all components required to become a Newfoundland Land Surveyor. Shawn became a member in May, while Marshall and Kyle became official in October. We also had three candidates write exams on November 30th. Here's to their success and hope to welcome them into the Association in the New Year.

That is pretty much the major happenings at the office. There is of course much more happening daily, and those situations are handled professionally by Paula and the members of Council.

I would like to take this opportunity to thank Paula and Council for a very good working year and look forward to working with them in coming months.

Please remember those who passed this year and offer a prayer to their families this Season.

May you and your Families have a safe and Merry Christmas and a prosperous New Year. See you in April at the AGM



Board of Examiners



Since our last AGM the Board of Examiners has recommended, and council has approved, three new members. Congratulations to our newest members, Shawn Benteau, Marshall Gillard and Kyle Headdy.

We now have nine candidates working through their articleship, with three of the candidates nearing completion.

The Board has also established Terms of Reference for a sub-committee review of the articling process. The sub-committee will review all components of the process and report back to the Board along with any recommendations. This is a review for discussion only. Any regulatory changes will require due process.

Candidates are also reminded that there is an established period of time to get through the process to become a licenced Newfoundland Land Surveyor. Time management issues pertaining to same are left to the individual.

LandGazette Update

IBL's development team continues to make improvements to LandGazette with the following enhancements now fully implemented:

- ✓ Surveys Redraw Speed Improvements Implemented After Data Integrity Verifications
- ✓ Integrate Fisheries & Land Resources Files
 - ✓ Natural Features
 - ✓ Rivers & Lakes
- ✓ Confidential Surveys Support
- ✓ Cogo: Add Loading Graphic on Plot Boundary Line
- ✓ Survey Details: Require User Selection of Survey Type
- ✓ Cogo: Clear Survey Misclosure Display When Closure Line Is Removed
- ✓ Cogo: Bug Fix When Removing or Re-drawing Boundary Lines If There Is a Tie Line
- ✓ Cogo: Allow to Change Any Boundary Line
- ✓ Session Timeout Interval Increased
- ✓ Allow Modification Of Survey Details
- ✓ Allow Modification of Survey Attachments
- ✓ Add Loading Graphic on Save Survey Button
- ✓ Prevent Dragging Windows Below Map
- ✓ Integrate NL Geodetic Network Service
- ✓ Survey Temporal Data Viewer Bug Fix: Not All Survey Dates Loading
- ✓ Save Survey Error Bug Fix When Surveyor Not Selected from List
- ✓ File Upload (CAD & Attachments) Bug Fix for Internet Explorer & Edge Browsers



Archives Update



*Les Winsor, NLS
Chair, Archives Committee*

OTT Pantograph 10170 Dietzen

In the Summer of 2017 we received several donations from GIS and Mapping. The items were at the Howley Building Storage Locker on Topsail Road for the last 30 years or so.

The items were on display at the 2018 AGM. Several ANLS members and others who attended ask us about the Pantographs. Up to that time we had photographed the items but never examined how they worked!

We have two Pantographs from GIS and Mapping. One in a dark coloured wooden box and the other in a light-coloured wooden box.

Today we are reporting on the one in the light-coloured box, an OTT Pantograph 10170 Dietzen that have bars of stainless steel connected when in use.

During our 2018 May meeting Arnold King and I tried for an hour or so to set the OTT into a copying mode and

although there were instructions on the inside cover of the box it was very difficult to follow them as we were unfamiliar with the terminology! There are 4 bars that fitted together, and we tried a number of arrangements/combinations. Finally, we concluded there must be a missing clamp or device that would hold

it to a draughting table and elevate the bar system to get it to float over the table top. At this point we gave up!



When Craig Nightingale and I originally viewed the donations at Topsail Road Storage Facilities in June 2017 with Jeff Wood of GIS and Mapping there were a number of Aerial Photo items. The Aerial Photo items were scheduled to go to the Provincial Archives at the Rooms where they hoped to set up a display. This plan did not happen, and the Rooms offered the items to ANLS and we received the items and stored them at our office!

As Arnold and I thought there may be a missing clamp as I reviewed the photos over the past Summer of the items the Howley Building Donations. Among them was a strange looking object that could be the missing clamp!

At our November 2018 meeting Arnold and I retrieved the so-called clamp that was also in a light-coloured wooden box and attempted to set the OTT Pantograph up once more! The clamp was in a wooden box with a very heavy weight.



At the November meeting we again assembled the four bars and the clamping device along with a heavy weight. This time we reproduced a small sketch, so we feel we have part of the puzzle conquered. Now the next item we have to do is figure out how to set the scale!

The clamping device was painted a Hammertone green, so we would suspect it is possibly from the 1950s.



Nominating Committee Report



*Robert Goodland, NLS
Past President 2018-2019*

Here are the members of your 2018-2019 Nominating Committee:

- [Robert Goodland](#) - Chair
- [John Berghuis](#)
- [Cliff Hawco](#)

The duties of the Nominating Committee are to make nominations, with the consent of those nominated, and to prepare a ballot for the election of such officers. The Nomination Committee are seeking nominations for the following positions:

- Vice President
- Secretary-Treasurer
- 3 Councillor Positions
- 1 Public Representative

All members in good standing of the Association are eligible for election to any office. If you are interested in putting your name forward for nomination, please contact a member of our committee or the Association's office. All nominees must be into the committee no later than **February 11, 2019**.

The term of office for Councillors shall be two years. The term of office for Secretary-Treasurer is one year. The term of office for Public Representative is two year.

The new Council members will take office immediately following the 66th Annual General Meeting at the Delta, St. John's, NL on April 12-13, 2019.



From the Vault.....

It is always interesting to dive into some of our old archived Newsletters to see what surveyors were talking about back in the day. While doing this, I found an interesting article written by Daniel Beardslee, taken from the **May/June 1988** edition of ***The Professional Surveyor***.



Are You Afraid To Charge What You're Worth?

Let's confront this subject head on. To be successful, land surveyors must make a substantial income. To make a substantial income they must charge a fee that is well above the cost of providing the services.

If they charge enough to make a substantial income, they will be respected in the community. They will be considered professional – the much sought-after recognition we all talk about at society meetings. If they make a substantial income, and are thereby regarded as professionals, a different set of youngsters will consider entering the profession. Income opportunities will attract young, bright, motivated individuals who now enter professions that already offer substantial incomes and prestige – such as engineering, medicine and architecture.

The obvious conclusion, of course, is that we now charge too little for our services. If we did charge enough, more universities would offer surveying programs and more students would seek entry into the profession. If we did charge enough, we wouldn't have to worry about being regarded as professionals.

That happens to be the truth of the matter. The only thing on this earth that will result in surveyors being regarded with the prestige we crave is to raise the overall income level. No amount of paper writing, lobbying, tie wearing, talk giving, brochure and film producing, or anniversary celebrating will achieve the results we seek. Only an improvement in our income level will do it.

What do we do about this dimwitted situation we have allowed ourselves to fall into? It does not take a genius to see that the prevailing rates charged by surveyors promise no more than a lower middle class income to members of this profession. The bigger step is dealing with an old argument – how can we raise rates with the specter of competition being what it is?

I believe the answer only takes some rational thinking and, more profoundly, courage! The first logical step is to analyze the cost of doing business. I have been all over the country lecturing to land surveyors, and I find that they universally have little knowledge of the actual costs of conducting their business.

In every circumstance, when a cost analysis is constructed using rational input, the surveyors conclude that they couldn't possibly charge the kind of rate it would take to make a substantial income. They feel they would price themselves out of business. The implication is that the "competition" who would charge less, would have it all. Do you think that is really true? I certainly don't.

Like any other service, land surveying is a matter of value. Consider if you will the impact of changes in surveying technology in the past 15 years. Instead of three people yelling at each other while dragging around transits, 300-foot chains and five-place trig tables, we now work with auto-reducing total stations.

We routinely use powerful hand-held electronic calculators and portable radios. The same work that once took three people can be accomplished by two people in a fraction of the time.

Who has benefited most from these improvements? Is the land surveyor better off? Or have things actually gotten worse?

Keep in mind that surveying a property boundary is the equivalent of providing boundary insurance. It is single premium, unlimited liability, unlimited term insurance that extends to third parties who you may not even know.

Real property has appreciated at a proportionately higher rate than other assets. It would seem that the value of determining the boundaries of that real property would appreciate accordingly. If we were still using the old technology, would boundary surveys cost more or less? It seems to me that surveying would cost about the same.

So why do we use new equipment? Do we make more or less money? Is the survey of property boundaries a higher or lower fraction of the total value of the real property?

It seems to me that if a boundary survey were typically worth four percent (just to adopt a figure to work with) of the value of the property, it still should be worth the same proportionate amount using new technology. Given that land surveyors typically charge by the hour for their services, does it make sense to do the job faster, with more accuracy and with fewer people? If we can do the same job in half the time, should that increase efficiency be represented by higher profits and better salaries for land surveyors or should it be passed along to the land owners?

If the service is as valuable as it has always been, is it immoral to charge what it is worth in a higher priced economy?

I find no reason to spend \$50,000 on computers, total stations, plotters, software, radios and calculators so that I may work three times as fast, charge my clients less, and have to scrape up three times as many jobs just to make the same, or relatively the same, revenue as I did with the old gear. On top of that, I am still faced with the cost of acquiring all that new technology, not to mention the learning involved and the latenight hours spent fussing over software that doesn't work like it's supposed to.

Many surveyors do just that without reflecting it in their charges because of fear that the guy down the street will do it for less. What about that guy down the street then? He has the same problems that you do. We all do more or less the same thing.

What do you think the guy down the street would do if he found out, for instance, that you have taken this matter to heart, and that you are charging \$700 for a lot survey instead of the prevailing rate of \$200? What's more, what will he think when he finds out you are getting it? Do you think he might be inclined to think about raising his rates a little? If he found out that you were charging four percent of the assessed value of the property (regardless of the hours involved), do you think he might want to have some of that action?

Does it make sense for only the client to benefit from your more efficient work, or should you would you feel better or worse about the profession if the average income were twice what it is today?

Work out the math sometime. Land surveyors are good at arithmetic. What would happen if you were to double the pricing of surveying and lose half your work? Would you make more or less money? Think about it.

*All the best to everyone this Holiday Season!
Merry Christmas*

