



The Connecticut Surveyor

April 2009

Volume Fourteen: Issue Four

Boy Scouts Surveying Merit Badge Day a Huge Success



On April 25, 2009, CALS Member Richard Contois saw his efforts to organize a nice day for his son and fellow scouts turn into an outstanding event for more than 100 Boy Scouts throughout the State of Connecticut. The young boys met at 8:00 am at Sleeping Giant State Park, in Hamden, Connecticut, to earn one of the original 57 Merit Badges introduced in 1911. As you may remember, that day there was a record breaking heat wave so cold weather certainly wasn't a problem but rather having plenty to drink, much of which was provided by CALS members was more important.

Fifteen surveyors from CALS showed up to demonstrate different types of equipment, including Robotic Total Stations, GPS, Data Collectors, and Digital Levels, that was on loan for the day from Superior Instrument and Keystone Precision. Luckily, many of the surveyors brought their own equipment because, with the large turnout, the ratio of scouts to surveyor was considerable. Each scout was asked to bring a map of the property of his house so that they could learn how the boundaries were determined.

The day flew by with lunch provided by Evan Cooper from Bearingstar Insurance Group. Snacks and healthy drinks were available throughout the day. CALS was pleased to sponsor embroidered badges that were awarded at the end of the day.

Among the many volunteers who worked to make this event successful, much appreciation goes to the parents who stayed to assist.

While the Scouts were receiving their Merit Badge Cards and badges, Mr. Contois asked what the thought was on the best part of the day; some liked using the instruments, some liked the GPS, some liked the mapping and a few said the food. If his efforts and those of the other volunteers inspired at least one boy to want to be a land surveyor, then the day was a total success.

Thank you to -
Bob Oris & Jeremy Smith
and
Superior Instruments



Thank you to -
Evan Cooper and
Bearings Insurance
Group

Thank you to -
Dave Shirley
and
Keystone Instruments





Thank you to -

Halley King, Head Chef

Denise Bonanni, Sous Chef

Karen Lord, Nurse

Kathie Knepple & Tracy Murphy,
Registration

Jim Cooke & Ted Pisiotta, First Aid & Safety

Kevin Bishop

All the parents who helped out throughout the day!





Thank you to -

John Wagenblatt
Jason Racette
Andy Tupper
Peter Iffland
Alan Fenrow
Bob Baron
David Juliano
Chris Juliano
Bob MacKenzie
Steve Mazeau
Ron Hurlburt
Bob Liddell



High Visibility Garments Required for Highway Work



There are new federal guidelines for those who work with the right-of-way of many highways. The date for compliance of this mandate was November 24, 2008. If you are one of the many surveyors who work in these lanes, take the time to look up the requirements and procure the necessary garments. The following is the federal mandate for protective clothing. If you want the specifics on the standards, you will need to purchase them from ANSI. However, you will be following the new mandate if you simply make sure all your high-visibility items are ANSI compliant.

PART 634 - WORKER VISIBILITY

Sec.

634.1 Purpose.

634.2 Definitions

Rule

Compliance date.

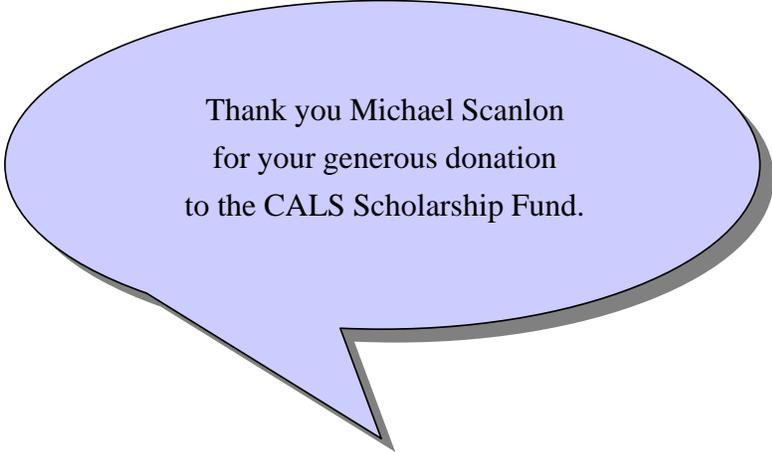
38 U.S.C. 101(a), 109(d), 114(a), 315, and 402(a); Sec.

Pub. L. 109-59; 23 CFR 1.32; and 49 CFR 1-48(b).

Effective date: 71 FR 67800, Nov. 24, 2006, unless otherwise noted.

RETROACTIVE DATE NOTE: At 71 FR 67800, Nov. 24, 2006, part 634

was added, effective Nov. 24, 2008.



Thank you Michael Scanlon
for your generous donation
to the CALS Scholarship Fund.

Getting Paid When You Should

It never ceases to amaze me when I see civil engineering firms with extended accounts receivable. It's just ridiculous that, as a group of companies, we tolerate average accounts receivable of 80 days, 90 days, or even more. I have seen individual companies with average accounts receivable as high as 260 days.

Firms can operate at 120 percent of productive capacity, sell new jobs like mad, and still go broke because clients don't pay when they are supposed to. That's why I developed the following "12-step program" for companies that want to improve their cash flow dramatically.

Step 1 - Admit you have a problem. Seventy days is too long to finance your slow-paying clients. Ninety days is ridiculous; 110 days is really crazy. Why should lawyers, accountants, and management consultants get paid 40 days before you do? You must acknowledge the problem

Step 2 - Get mad. If you aren't mad about the situation, you won't do anything about it. This is unacceptable. You did a good job - better than a good job, right? Then you deserve to be paid.

Step 3 - Acknowledge that you are a big part of the problem. If you didn't willingly keep selling jobs to clients who have proven themselves as slow payers, you would be better off.

If you didn't let other principals stop the collection process for their clients, you'd be better off. If you didn't get sloppy with your own billing and collection efforts, then maybe you'd be able to get others to do what they are supposed to. If you have a problem, look in the mirror.

Step 4 - Draw strength from your higher power. You are not powerless over this problem. You are in control of yourself and can decide to do things differently. Be willing to make a poor-paying client mad. You are going to be OK, no matter how painful it gets demanding payment per mutually agreed upon contract terms.

Step 5 - Get motivated to do something about it. You need to take the lead. Stop griping and whining, lay out the plan, and then implement it. Without implementation, nothing good is going to happen. No one can stop you.

Step 6 - Make sure no job number is opened without complete billing information. This is a principle of Billing and Collection 101. There cannot be any exceptions to proper project initiation.

Step 7 - Turn around draft invoices in less than 24 hours. This is an internal requirement. Convert invoices to electronic files and send them to project managers for review. Insist that managers get them back with any changes in 24 hours. No excuses.

Step 8 - Bill continuously throughout the month.

Thirty percent or more of firms still don't do this. If a project billing phase is completed on the second of the month, send a bill out on the second, not the 30th when they normally go out.

Step 9 - Send all bills electronically as PDFs. Follow up with snail mail. This will get your bills processed that much sooner. And, if there's a problem or question, make it easy for your client to ask you via e-mail so you can resolve it.

Step 10 - Follow up on every bill a week after it is sent. This will help you find out whether it's being processed for payment.

Step 11 - Always follow established collection procedures.

This means no exceptions. For example, just because someone is busy with an accounting software conversion does not mean you can stop following all of your established collection procedures. Or, just because a recent acquisition is taking up accounting resources does not mean it's OK to back off collections. These things do not excuse anyone at any time from doing their part in collecting the money.



*By Mark C. Zweig
Taken from the Empire State Surveyor
March/April 2007*

Professional Development at CALS

Securing the Future Through Education

May 15 & 16, 2009 **THE SURVEYOR IN COURT - Preparation, Depositions & Testimony With a Mock Trial & Important Info for Today's Surveyor** Led by Two Legal Experts in Surveying - **Jerry Broadus, P.S., Esq., and Scott LaPointe, J.D.** *Cosponsored by University of New Hampshire Professional Development & Training and the New Hampshire Land Surveyor's Association* **Hillsborough County Superior Court South, 30 Spring Street, Nashua, New Hampshire \$350 (if registration is received by April 15; \$400 after April 15)**
<http://www.learn.unh.edu/surveyors/>

May 22, 2009 **POSITIONAL TOLERANCE AND ACCURACY ALTA/ACSM & NEW ENGLAND TECHNICAL STANDARDS** - Presented by Michael Scanlon, L.S.
Professional Workshop PDH credit for NY, VT, NH, RI & ME
Cost \$200 members, \$280 nonmembers (includes a 1-year associate membership in CALS)
CCSU, Institute for Technology and Business Development, 185 Main Street, New Britain, CT

June 10-11, 2009 will offer the **INTRODUCTION TO ARCGIS I**, ESRI Authorized, and presented by the Department of Geography at Southern Connecticut State University. The course is appropriate for people who are seeking to learn the fundamentals of using ArcGIS software and may be taken by individuals with some or no experience using GIS previously. The course covers the following topics:

- Foundational concepts for using GIS, Organizing GIS data, Working with attribute data, Editing features,
- Display and mapmaking, and Understanding georeferenced data and coordinate systems.

Registrations completed by Monday, June 1 will receive a 10% early bird discount off of the normal tuition. The registration deadline for the course is noon June 5. Students may register through SCSU Geography using the attached forms, which include more information about the course.

Rates are as follows:

\$700 for standard registration (**\$630 early**)
\$570 for federal, state, and municipal employees (**\$510 early**)
\$440 for faculty and staff of educational institutions (**\$400 early**)

The course lasts eight hours both days, and it will be taught by Professor Eric West, an ESRI authorized instructor.

For more information go to http://training.esri.com/gateway/index.cfm?fa=catalog.courseDetail&CourseID=50006053_9.Xweste1@southernct.edu

September 24-26, 2009

SURVEYORS HISTORICAL SOCIETY RENDEZVOUS '09

Camp Caesar, Cowen, West Virginia

\$225 full registration includes breakfast, lunch, banquet and all lecture sessions. One day registration is available.

Contact information: 812-537-2000 shs9@embarqmail.com

Call for Papers and Conference Brochure for the North American Surveying and Mapping Educator's Conference July 8-10 at Eastern Tennessee State University. [Click here for more information.](#)

Employment Opportunities...

SEEKING POSITION:

1) Licensed Land Surveyor, with extensive knowledge and experience, seeking to obtain a position as a Senior Land Surveyor and Project Manager for a Surveying / Engineering firm in central Connecticut that has a goal to grow in all sectors of the surveying market including State, municipal, and private sector projects, using the latest technology. Extensive experience in DOT, DPW, and municipal on-call survey projects. Licensed in CT, MA & NJ. Well versed in project management, GPS & Least Squares Adjustment, and field to finish AutoCAD work.

Resume and excellent references available. #4092

2) Associate Member, new to the United States, is actively seeking an apprentice surveying position. This gentleman has a two-year associates degree from Napal and two-years experience working for the government in Napal. He just completed the elementary surveying course at Central Connecticut State University with an A. He is eager to work in his field and would be an excellent candidate for a small company. References available upon request.

Call the CALS office #2-09.

Survey Technician - Posted 3/06/2009 Tilcon Connecticut Inc. has an opening for a Survey Technician.

This position requires a minimum of 5 years working experience, a valid Licensed Surveyor certification, a driver's license and the ability to stand and walk over variable terrain for 90% of the work shift. Must be able to operate all forms of survey equipment, software and be familiar with various types of construction.

This position is primarily day shift with some overtime, night and weekend work as required during busy periods. Travel required through out the State of Connecticut.

Operating Engineer's union wages and benefits.
Mail or e-mail your resume or complete an on-line application at:

Tilcon Connecticut Inc.
642 Black Rock Ave., New Britain, CT 06052
E-mail: <mailto:jobs@tilcon-inc.com> Website
Website: <http://www.tilconct.com/>
EOE M/F/D/V

Land Surveyor, Town of Trumbull - Completion of a four (4) year college course in engineering or other appropriate field, and not less than five (5) years employment in field and office surveying, including two (2) years of field surveying experience as a Chief of Survey Party, involving extensive use of surveying instruments and surveying and engineering calculations, OR A licensed Registered Land Surveyor in the State of Connecticut.

Contact Civil Service, Town of Trumbull, 5866 Main St., Trumbull, CT 06611 (203) 452-5040. Closing date for applications is 5/20/09. EOE



Congratulations to Tim Brauer from Fairfield, CT who has just graduated from the University of Maine. Each graduate becomes a member of Crowe Society.

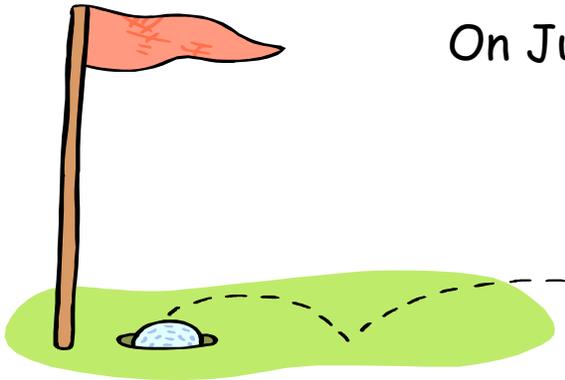
The purpose of the Francis Crowe Society is to recognize UMaine engineering graduates as they accomplish the formidable goal of completing their engineering degrees and to recognize others who have made considerable engineering contributions and honored the profession.

The society is dedicated to each graduating class of engineers in anticipation of the future contributions they will make to society while practicing their profession and to the families of these new engineers who have supported their sons, daughters, spouses, partners, and friends towards the achievement of their academic goals.

Tim was the recipient of the Henry Cotton Scholarship in 2007, and the William W. Seymour Scholarship in 2008. He works for Rocco V. D'Andrea in Greenwich, CT.

We wish Tim the very best.

CALS Annual Golf Tournament



On June 26th, the CALS Golf Outing
will be held at
Stanley Golf Course
in New Britain, Connecticut
10:00 am tee off time.

Registration is \$100 per player and includes a
continental breakfast, greens fees,
cart, awards and dinner.

Get your foursome together and
send in your check today.
Be sure to include your typical handicap.

Tips for Surviving a SLOWDOWN in the Economy

A lot is being said about the economy and the effect it has on individuals. Surveying is a tough career during down times. Speaking from experience, you can survive. The latest headlines are saying that unemployment is at its highest point in 16 years. For many of us, that is scary, but having survived that downturn, I can truthfully say there will be brighter days ahead. With that in mind, here are a few tips we learned in surviving that downturn over 16 years ago.

Don't get discouraged! We survived a layoff that we considered four years long. During that time, we did odd jobs and worked seasonal work. The government hires seasonal surveying help. At times we felt pretty down and out but looking back we cherish those times as some of our happiest. We didn't have a lot of money but camping is as cheap as staying home, and hauling wood lessened the cost of heating our home. Our children still laugh at the skull and cross bones they had to pass by when they helped their dad put coal in an old boiler as one of his make do jobs.

Get more education! If you are laid off, this is an ideal time to get an education. Work isn't getting in the way and when you are done you will have improved your employability. For surveyors, think engineering. Dual licenses get paid pretty well and you already have some of the needed classes.

Live on less! I know that we all think we can't do without the cable television but remember if you are not watching television you can be studying. Do you really need to buy that cup of coffee every morning? It is definitely cheaper to bring it from home. Look for small ways to cut costs like taking the bus or walking. Turn the thermostat down in the winter and up in the summer. The list is endless. Make a game with your spouse to see who can save the most money by making small changes.

Give to charity! I know you are all thinking that you are the charity but we found that there were always people more down and out than we. It improved our attitude and we were less discouraged. Maybe you can't give money but what about some time? If you are not working, you will have some down time to help others.

Don't sell yourself short! If you do that survey for \$500 when it is really worth \$1,500 you just said you aren't worth much. Be proud of who you are and get paid what you are really worth.

Don't sell yourself short! Don't talk about other's surveying and how poorly it is done. The public already has a misconception of surveyors and bad-mouthing doesn't help. Look for good things to say about others and it will boost the image of the profession and you will feel better about yourself.



*By Pauline Barney, Administrative Secretary
Utah Council of Land Surveyors
Utah Foresights Spring 2009*



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The General Membership meeting was held on May 7, 2009, at the Chowder Pot in Hartford, Connecticut.

Thirty-six members attended the dinner meeting.

At 7:35 2nd Vice President David Palmberg welcomed everyone.

President Wagenblatt read the Treasurer's Report and gave a brief update on Legislative issues. He noted that, in spite of the economy, CALS continues to be committed to the goals of the association and the advancement of the surveying profession. Some of the highlights he referenced included:

- Continued monitoring of legislation – Bob Dahn Chairman
- Great strides in working with the GIS community – Bob Baron Chairman
- Professional Development – Jay Doody Chairman
- Capital Work Force – Larry Geissler Chairman
- Charter Oak State College, Surveying Course – Jay Doody, Jason Racette & Rachel Dearborn
- High Tide Line – Jay Doody & Bill Giel
- Boy Scout Merit Badge Day – Richard Contois
- Code Revision – Susan Camp, Larry Fisher, Gary Giordano, Rick Martel, Ray Redniss, Reese Roberts, Andy Tupper, John Wagenblatt, and Alan Woodis.

The current code was approved in 1996. Advancement in technology has dictated that we make some necessary changes to bring the code up to date. The “blue pages” will reflect clarification of survey types. The “white pages” will include pertinent changes regarding GIS and GNSS.

Guest speaker Matt Peak, from Waddell and Read, gave a presentation on Employee Benefits in a Tough Economy. Compensation packages for employees include three major components; salary, health insurance, and retirement plans. To be competitive, most small companies offer health insurance plans. With the decline in the economy, employers are searching for ways to provide coverage without committing to spending more money. Research has shown that if employees assume some of the responsibility of their health care costs, they are more likely to lead a healthy lifestyle.

Matt's associate, Glen Maleri, discussed various options for employee health care plans, including a less expensive savings plan with higher deductible. He recommended that employers sit down and discuss any changes with their employees so that they can be in on the decision making process and everyone is comfortable.

Regarding 401 retirement plans, Matt pointed out that most surveyors work for smaller companies and do not have the luxury of a pension for a cushion upon retirement. Although many of us save for the future, it is not okay to have basic security, we want to prosper. Experience shows us, that over the long haul, the market always goes up. In planning for our future, we need to respond the right way to the current down turn in the economy. The average investor under performs his own investments because he reacts to the news. Planning for the future is important and we need to focus on our long-term goals, not on “the bumps” along the way.

Both Matt and Glen will be happy to meet with any CALS member to discuss their perspectives in more detail and lay out a plan for getting through this economic crisis without jeopardizing our future or that of our employees.

The 50/50 raffle was won by David Juliano.

The meeting was adjourned at 9:00 p.m.

Respectfully, Kathleen Kurland