

Cleveland Surveying News

March 2014



- 2014 Officers
- *Surveyor Spotlight*
- March Executive Meeting - 17th *new location

Cleveland Chapter

Professional Land Surveyors of Ohio

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Chapter Executive Committee Meeting

When: **Monday March 17 (wear your green!)**

Time: 6:00 pm

Where: * new location* Neff & Associates at 6405 York Road, Parma Heights

Come find out we what do at these meetings to lead this chapter, and bring your fresh energy and ideas. We have 2014 Officer openings at President, President-Elect, and Delegate.

Being an active participant in an officer or committee position earns you 2 PDHs of continuing education per year!

2014 Officers

Your officers for 2014:

President: _____, PS

President-Elect: _____, PS

Treasurer: Timothy Feller, PS

Secretary: Steven Metcalf, PS

Delegate: _____, PS

Past-President: Robert Hoy, PS

Offices of President, President-Elect, and Delegate must be filled by a Chapter member of Professional, Life, or Retired categories.

We need Chapter members to volunteer to fill our two presidential offices. President should preferably be a member who has already been President to know how our chapter works. A volunteer for President -Elect can learn our system and add your fresh ideas.

For now the Delegate office be filled by committee until a member fills the office. Past Presidents, past delegates expect to be contacted for availability to attend the state PLSO meetings.



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2014 Secretary



Steven J. Metcalf, P.S.,

Is a graduate of the University of Akron, employed as the survey manager at Neff & Associates and has been working in the surveying & engineering profession for 15 years. Steve has experience in both public and private surveying work, within Ohio & Pennsylvania, spanning multiple market disciplines.

Steve lives in Berea with his wife and son.

Annual Meeting Photos photos by John G. Hoy



Thanks to Alex Cherchian of Leica Geosystems for picking up the bar tab. Just one of the things you missed if you didn't attend.

Michael Ackerman won the raffle for a free Annual Conference registration - *another* thing you missed if you were there!



Annual Meeting Photos

photos by John G. Hoy



2014 Surveyor of the Year Robert Hoy
with 2013 PLSO President George Hofmann



Jack Hoy SOTY '82, Robert Hoy SOTY '14, John Hoy SOTY '03

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Surveyor Spotlight - Anthony Maione – PS

by Steven Metcalf, PS

What year did you become a surveyor?

I received my Ohio professional surveyors license in 2012. I graduated from the University of Akron in 2006.

What company do you work for, how long?

Atwell for 6 years, in charge of 3 crews, and 7 employees.

What lead you into the surveying profession? Why?

I originally began in the Engineering program at the University of Akron. One day I observed a Field Traverse class working an outdoor traverse lab in Schrank Field, this really interested me. I signed up for my required basic surveying courses and I never looked back.

Where you ever an intern or where did you start?

I interned for Dan Kalstrom in Akron and at Atwell Hicks. I was dubbed intern number (3). The Atwell guys broke me in fast & taught me how to get dirty. It was a fun time. Thanks Mark Trotter.

Who was your mentor?

I had a few, Dan Kalstrom, John Crawford, and Mike Shelestovich. John and Mike taught me patience, reliability, and confidence in my abilities & determinations. Mostly UFSC, and Be the Best Every day!

Have you always surveyed in Ohio? Other states? Or Parts of Ohio?

Over my career: Ohio, Florida, Michigan, Pennsylvania, West Virginia, Wind farms in Maryland, Arkansas.

(Cont'd on [Page 10](#))



Anthony Maione, PS

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Surveyor Spotlight (from [Page 9](#))

Do you prefer the field or the office better? Why?

Office. Interacting with clients, researching projects, and the general business aspect.

What type of field vehicles do you use?

Atwell – Chevy 1500 Florida – Ford F-150

What surveying instrument do you use? Did you have a favorite over the years?

We love the new Trimble equipment, Atwell switched over a few years ago & we really like them.

Is there a type of surveying you would be interested in getting into that you're currently not in?

More 3D Laser scanning, we use it at Atwell some, but I used in a lot more in Florida it's a niche.

What item/ classes/ topic would you like added to the Annual PLSO conference classes?

GIS & Surveying integration with respect to the Oil and Gas industry. That's all the deliverables that Oil/ Gas clients look for these days.

Do you have a good funny surveying war story?

Florida. I once had to obtain volume calculations on aeration basins at all of the waste water treatment facilities in the entire Hillsborough County. Let's set the scene, me, in a cherry picker, Florida summer heat, and nothing fun below me. Wow the smell was intense. Enough said.

What was the coldest/ hottest place or time your surveyed?

Florida, again, in the middle of summer. You work early mornings, take a 3 hour break, & work until the late hours. The humidity, bugs, swampy waters, and the 100+ degree heat is brutal.

NON-Surveying Questions:

If you weren't a surveyor what would you be?

A House Flipper and Renovator.

What is your best trait that helps you in your profession?

My ability to listen well.

What is your surveying motto or approach?

Be responsive to clients, be efficient, and keep your promises to the client. Accountability is the key.

What is your greatest extravagance?

Zip lining in the Costa Rican jungle.

What talent would you like to have?

Mechanical skills with cars, I hate paying for car repairs.

What do you consider your greatest achievement?

My last 4 years were my success. I married my amazing wife & started our family. Professionally rose up the ranks from intern, junior surveyor, and now to Project Manager.

Where would you like to live?

I would like back in Tampa, Florida with a good economy. It is a beautiful place.

What hobbies or other interests do you enjoy?

I play soccer on weekends, golfing, and Texas-hold-em.

Family, (kids), wife, etc.

Wife – Kelly, daughter Aubrey, and One to be named later coming in March!



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Random Lines

by John Dailey, PS

Reprinted from the March 2008 CSN

I don't have to tell you that we are going through some tough business and financial times. As a business manager, you already know that. This is not the first downturn we have faced and it will certainly not be the last. Business and finance is cyclic: about every ten years there is an "adjustment" that brings reality back to us. Surveying is not unique in this, but the timing of "adjustments" usually strikes us before it reaches anyone else. When new business and new projects start, we surveyors are usually the first ones to feel the upturn. The phone starts ringing and people want to talk about possible projects. This can be as long as six months before the rest of the economy feels the surge.

And in the same vein, we are usually the first ones to feel a slowdown. Suddenly the phone stops ringing and people start shunning our calls. When this happens, it is not time to panic. It is time to really start analyzing where you are and how you are going to weather this storm.

During the busy times, you should have been looking towards the future and planning for just this eventuality. You should have already been streamlining your operations and building a "rainy day" financial fund. Deadwood should already have been trimmed and unnecessary expenses cut. If you did not, start now, immediately.

Look at the market you serve. Is this the most profitable place to be? Are there other segments of the professional services you should be moving into? How about your marketing strategy? This is not the time to hunker down, hibernate or go on vacation. It is time to get out and start making those contacts you have been avoiding. You might as well, you don't have much else to do. You can only clean your files and paint your office so many times. Get productive. The contacts you make now will pay dividends when the economy makes its turn for the better.

I can remember a very well known engineer and surveyor who would chase every job that was available,

no matter how busy his firm was at the time. When some of his staff complained that they were too busy, his only reply was "And how do you think we got that busy?"

Marketing is as much of a surveying business as the field work. Don't get caught up in the idea of "I am a professional and marketing is below me." Keep in mind at all times that you are a business person first, one that is providing a professional service. Without good management, you cannot provide good professional services.

It may be time to make some very tough staffing decisions. In a prolonged slowdown, some staff may have to go. Who do you keep? The initial thought would be to keep the top people. They are also the most expensive. (My tendency was to keep the best party chiefs. Can you imagine the cost of a three person survey crew made up of top party chiefs? I have made that decision, so I know what it is like.)

There is one company around that guts its higher paid middle management every few years and brings new people up the ladder. I am not going to comment on whether this is good or bad, only that it is one method of controlling overhead.

Study your books. Know the actual cost of maintaining your business. Then decide which luxuries should stay and which should be cut back. Closely monitor cash flow. One road to ruin is to borrow money to cover payroll. This is a hole you dig and may not be able to climb out of.

As I said earlier, business is cyclic. This downturn will eventually pass away and the people who weather it best will be in a stronger position for success when the business does pick up again. The lessons learned from a business slowdown will help you in the future. Consider this too as part of your continuing education.



John Dailey, P.S.

John Dailey, P.S., Past
jdailey@sbcglobal.net

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Chapter Scholarship

Our submission deadline has passed and we received three applications. Secretary Steven Metcalf visited surveying students at the University of Akron to promote our scholarship and has kept after them. Scholarship recipient(s) will be recognized at our Education Appreciation Dinner in early June.

On the Cover

Neat toys on the cover, eh? Secretary Steven Metcalf found these. The maker of these is Playmobil, a German company. Many of their toys are not available in this country. Playmobil makes a wide variety of toy categories including surveyors, construction to hazardous waste spills and injured soccer players. We will be looking to buy these toys to promote surveying through donating them.



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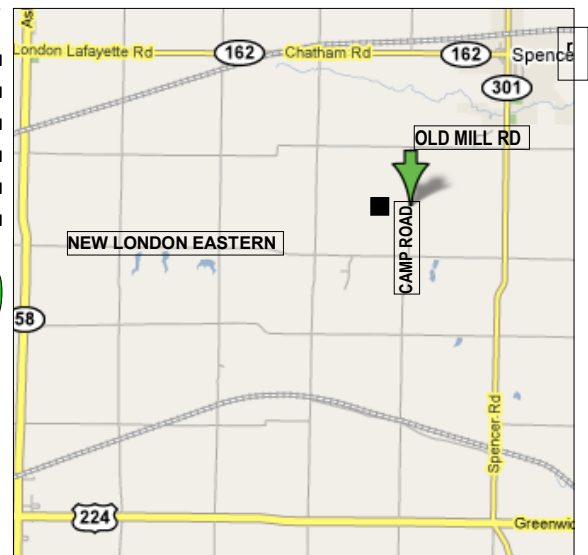
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(Cont'd on Page 10)

Jack E. McFadden PS, PE

Chapter Past President Jack McFadden passed away in February. Mr. McFadden served as President in 1976 and received the Surveyor of the Year award in 1985.

Contributions in memory of Jack are suggested to Hospice of the Western Reserve, 17876 St. Clair Avenue, Cleveland, Ohio 44110; or to The Jack and Mary Kay McFadden Scholarship Fund, Youngstown State University Foundation, 606 Wick Avenue, Youngstown, Ohio 44502.

<http://www.dejohnfuneral.com/jack-e-mcfadden-p-s-p-e/>

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Chapter Members can visit our Online Survey Database to search and view about 10,000 surveys mostly within Cuyahoga County.

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Robert Hoy
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Cleveland Chapter of PLSO 2014 Calendar

Chapter Executive Meetings are held 6 p.m. at the office of Neff & Associates at 6405 York Road Parma Heights and are open to all PLSO members who want to attend.

Mar 1 Scholarship Submission Deadline
Mar 14 PLSO Executive Meeting
Mar 17 Chapter Executive Meeting
Mar 21 Cleveland Surveying News deadline

Apr 3 Social Dinner
Apr 11 PLSO Executive Meeting
Apr 14 Chapter Executive Meeting
Apr 18 Cleveland Surveying News deadline

May 9 PLSO Executive Meeting
May 12 Chapter Executive Meeting
May 16 Cleveland Surveying News deadline

Jun 5 Education Appreciation Dinner