

SASKATCHEWAN LAND SURVEYORS ASSOCIATION

Newsletter

President's Message to the Membership

By M. E. Putnam, SLS, President

As your newly elected President, I would like to thank the members for giving me the honour and privilege to serve in this capacity. I will strive to carry out all responsibilities in a manner consistent with the high standards set by past presidents. Also, special thanks to the Council, for your commitment to become involved, and for your democratic and reasoned approach to the issues that are already upon us.



look to the future with enthusiasm and optimism. The Survey Profession has not escaped unscathed -- unfortunately some of it our own doing -- with pricing of certain survey services regressing to rates of the mid 1980's. The economic circumstances of the past years are impossible to escape, however, I wish to point out what today's realities are, as I see them:

In preparation for this article, I reviewed the SLSA Newsletter dating back to the first copies I have on file. Through these years, one theme re-occurs on several occasions, dealing with "...the current low economic situation...", "...the economic recession..." or "...to weather the storm that has beset us...". The often grim economic outlook of our Province (in the past several years), combined with never-ending discouraging issues such as:

Canadian unity; government debt, corruption, and mis-management; an insolvent Canada Pension Plan; corporate downsizing; health care re-structuring; and of course, global warming;

...have instilled a mind set making it difficult to

☞ late spring seeding, now recovered to

continued on page 594

Inside This Issue

- ⚙ What's Happening.....579
- ⚙ Council Highlights.....574
- ⚙ Councillor's Corner.....581
- ⚙ Professional Competition.....585
- ⚙ Signing & Sealing Digital Mapping Products.....591
- ⚙ Association of Canada Lands Surveyors.591
- ⚙ Professional Competition.....592
- ⚙ Surveying: Business or Profession.....593
- ⚙ Association of Canada Lands Surveyors.593
- ⚙ And Much More!

Council Highlights



by A. Carl Shiels, Executive Director

The Saskatchewan Land Surveyors Newsletter is published by the Saskatchewan Land Surveyors' Association for circulation to its members.

Deadlines for articles will be the last Friday in December, March, June and September.

The opinions of the contributing writers may not be consistent with those of the Council of the Saskatchewan Land Surveyors' Association. Articles may be reprinted with appropriate credit given to the authors.

Address all correspondence to:

408 Broad Street, #230
Regina, Saskatchewan S4R 1X3
Phone: 306/352-8999
Fax: 306/352-8366
e-mail: slsa@sasknet.sk.ca

Office hours are from 9:00 a.m. to 5:00 p.m. on all regular business days

1996/97 Council

President	Max E. Putnam
Vice President	Pat M. Maloney
Past President	Doug A. Bouck
Councillors	Roy J. Pominville Michael L. Waschuk Robert P. Pattison Robert J. Hillier
Executive Director	A. Carl Shiels
Executive Assistant	Candy Shiels
Editor	Doug A. Bouck

1995/96 Council Meeting Number Eight, April 29, 1996

President Bouck reported on his attendance at the Annual General Meeting of the Saskatchewan Association of Architects and of the Alberta Land Surveyors Association. Highlights of the ALSA meeting included:

- ✍ Amendments to provincial legislation which limits the period of liability of all professionals to two years after the date of discovery. When combined with the ten year limitation period for discovery, the maximum time period could be as much as twelve years from the date of completion of the work.
- ✍ A Vision 2000 conference which focused on the question of what the Association might expect in the next century. It was emphasized that members of the Association cannot expect to 'hide behind' their current legislation to guarantee them work in the future because of the many changes that are taking place.
- ✍ Development of a new RPR package. The Association was also able to participate in the development of a mandatory education program for Real Estate Agents. A number of ALS's have been qualified to present the land surveys portion of the course. As a result, the importance of RPR's is more likely to be understood by the Real Estate Community and conveyed to their clients.
- ✍ Amendments to the bylaws to allow graduates from accredited universities to begin articling without WCBE certification. This is similar to the bylaw adopted by SLSA last year.
- ✍ A number of survey companies charged under the Competition Act have pleaded not guilty and the matter is expected to go

to trial in October of this year.

- ✍ A motion was passed to establish a committee to investigate the feasibility of implementing a coordinate based cadastral system.
- ✍ A motion was passed to reactivate discussions related to an expanded survey profession.
- ✍ A motion was passed allowing articulated students to vote.
- ✍ A motion was passed recommending implementation of a mandatory continuing education program to be implemented three or four years in the future.
- ✍ A motion was passed to amend their bylaws to create a category of Associate Member.
- ✍ A revised manual of practice was approved. The name of the manual was reviewed to make certain that it could not be construed as being a regulation.

During lunch, Council met with D. Babiuk and members of the New Act Committee, and with D. J. Quirk and members of the ISP Committee, to discuss the few remaining areas of contention in the draft bylaws and the steps that would be followed in order that the bylaw package could be presented for discussion at the Annual General Meeting.

Facilitated Projects

Council reviewed the results of an April 1 pilot project to evaluate the potential effectiveness of employing a facilitator for some types of projects. There was general agreement that this could be a useful approach.

Filing of Wellsite Plans

Councillor N.S. Whitley reported on preliminary discussions held with a representative of Saskatchewan Energy and Mines regarding the possibility of filing well site plans as recommended by the Practice Committee. Vice President M.E. Putnam reported on preliminary discussions on the subject with staff at Central Survey and Mapping Agency. Further discussions were planned with both SEM and CSMA on the feasibility and desirability of such a plan.

Signatures on Pipeline Plans

M. E. Putnam reported on initial investigations he had carried out regarding the need for signatures from the Department of Highways on pipeline plans. He noted that the requirement may stem from the Pipe Lines Act rather than the Highways Act. It was agreed that this matter warranted further study.

Amendment to Reserve Fund Policy

Council passed a motion endorsing a notice of motion that had been prepared by M.A. Marien for the Annual General Meeting regarding the Association's reserve fund policy.

Model Form 'Z' Experience Report

Council commented on an initial draft of a model Form 'Z' intended for distribution to all Land Surveyors in Training. If followed, the model would help Land Surveyors in Training prepare their practical experience reports in a consistent way and with sufficient detail that Council could properly evaluate them.

Insurance Coverage for Retired Members

Council reviewed the insurance coverage requirements of retired land surveyors who are and are not covered by the CCLS plan. It was noted that some retired members were able to purchase 'past actions' coverage under the CCLS plan.

SASTT Concerns

Council reviewed a letter from the Executive Director of the Saskatchewan Association of Science Technologists and Technicians expressing concern that members of their Association might be negatively impacted by the New Act. The Executive Director was asked to reply by restating that the provisions of the new Act did not change the historical and important restrictions on the conduct of land surveying by persons who are not Land Surveyors, nor add restrictions on the conduct of general surveys by persons who are not Professional Surveyors.

CCLS Handbook

The Executive Director reported on receipt of a new CCLS handbook which would be added to the library for reference by Council and members.

D. Babiuk - Life Membership

Council reviewed a submission from J.P. Condon, E. Desnoyers, W. Jamieson, G. Webster and D. Gurnsey, nominating D. Babiuk for life membership. Council was pleased to confirm that all of the criteria for nomination, as adopted at the 84th Annual General Meeting, were met and the nomination could be submitted to the membership for a vote at the upcoming Annual General Meeting.

Increased Insurance Premiums

Council reviewed a letter from a member expressing concern about the unilateral decision, by the insurance company, to increase the minimum coverage under the professional liability insurance plan. Council asked the Executive Director to contact Encon for more details and to report back at a future meeting.

A Guide to Municipal Dedicated Land

Council reviewed a recommendation from E. Grenkie, SLS to have a document entitled "A Guide to Municipal Dedicated Land" prepared by Saskatchewan Rural Development, included in the SLSA Handbook. Council agreed that it

contained much valuable information and could be a useful addition to the Handbook. The Executive Director was asked to inquire about the cost of the document and how often it would be updated.

Accompanying Persons' Paraphernalia

The President noted that most other Survey Associations have some type of 'paraphernalia' that is worn by the president and the accompanying person at the annual general meetings. He recommended that such an item be considered for the accompanying person from Saskatchewan. President Bouck agreed to check on the cost of purchasing suitable items and report back at the next meeting.

SACSTT Concerns

A letter was received from Carole Sutherland, incoming president of the Saskatchewan Association of Certified Technicians and Technologists Inc. The letter outlined concerns that the members of SACSTT have regarding the failure of the SLSA representative on the Advisory Board to attend any of the meetings. Council was concerned that there may have been some confusion about who that representative was to have been. It was agreed that the concerns of the SACSTT were valid and that every effort should be made to assure strong and consistent support in the future.

WCBE Levee

Council reviewed a letter from Alec McEwen, Registrar, University of Calgary, regarding the WCBE levee for 1996. The levee of \$800 plus \$8.00 per active member represented no change from the previous year.

RPR Brochure

Council reviewed a revised draft of the RPR brochure from R. Webster. A copy of the draft was referred to the RPR Committee for final comment before printing.

The meeting adjourned at 6:03 pm.

**1995/96 Council Meeting Number Nine
May 22, 1996**

The President convened the meeting at 1:06 p.m. He noted that arrangements for the Annual General Meeting were in good order and that attendance was expected to be very high.

Model Form 'Z'

Council approved a final draft of a model Form 'Z' to be followed by Saskatchewan Land Surveyors in Training.

Review of Bylaws at the Annual General Meeting

Council was advised that an updated copy of the proposed bylaws had been distributed to the membership for discussion at the Annual General Meeting.

Guide to Municipal Dedicated Land

The Executive Director reported that he had been in contact with the Director of Community Planning with the Sask. Dept. of Municipal Government and had learned that a revised copy of the Guide was being prepared as a consequence of amendments to the Municipal Planning Act. He had therefore requested one hundred free copies of the new edition for distribution to all SLSA members.

Engineering and Geoscience Profession Act - Scope of Practice

The Executive Director reported that the new Engineering and Geoscience Profession Act had been passed by the Legislature but had not yet been proclaimed pending development of the accompanying bylaws. In the mean time, a committee had been established to review the scope-of-practice definition in the Act which had not been changed from the old Act. The Executive Director also reported that D. Babiuk

had agreed to serve on the scope of practice review committee on behalf of the SLSA.

Thank you from the University of Saskatchewan

Council was advised of a thank-you letter that had been received from the University of Saskatchewan regarding the I. W. Tweddell Memorial Award that had been awarded this year to Mr. Colin Neiser.

Accompanying Persons Paraphernalia

The President discussed various samples and options for accompanying persons paraphernalia. It was agreed that a committee should be struck to investigate alternatives and to develop a proposal for consideration by Council. It was also agreed that the wives of the last five past-presidents should be invited to serve on the committee and that they should be asked to work within a budget of \$1000, such amount to be considered for the 1997 budget year.

GPS Seminar - Geomatics Canada

The Executive Director reported on a telephone call from a representative of Geomatics Canada in Ottawa regarding seminars that they would like to arrange, through the Association, related to the use of GPS. A title for the seminar might be "Delivering the Canadian Spatial Reference System through the Canadian Active Control System". It was agreed that this matter should be referred to the Chairman of the Education Committee for follow up.

The President expressed his appreciation for the enthusiastic input and dedicated support provided by past president M. A. Marien and the outgoing members of council N.S. Whitley and W.C. Soroski.

The meeting adjourned at 3:51 p.m.

continued...

Learn from the mistakes of others--you can't live long enough to make them all yourself.

1996/97 Council Meeting Number One May 25, 1996

The President called the meeting to order at 3:15 p.m. and welcomed the new members to Council and outlined some of the basic procedures that are followed during council meetings.

Committee Liaison

It was agreed that the following Councillors would provide liaison with the various standing committees:

Finance & Nominating	D. A. Bouck, Past President
Education	R. J. Pominville
Practice	M.L. Waschuk
Public Relations	R.P. Pattison
Convention	M.E. Putnam, President

1998 Annual General Meeting

It was agreed that P.M. Maloney should make arrangements for a hotel for the 1998 annual general meeting.

Committee Workshop

The President noted that, when past committee workshops were held in the early summer, the momentum of the committees seemed to wane before they were able to start their work in the fall. It was agreed, therefore, that a committee workshop would be scheduled for some time in the early fall.

Form 'W'

Council noted that a question had been raised at the AGM regarding the need to submit a Form 'W' under the requirement of Section 6, Article XVIII of the bylaws. It was agreed that this matter should be tabled until the next meeting. In the mean time, the Executive Director was to research the history of the requirement.

Statute of Limitations

Council noted that a question had been raised at the AGM regarding the possibility of having legislation amended that defines the limitation period for civil action following discovery of an error. It was agreed that this matter would be tabled until the next meeting.

Council noted that the draft ISP bylaws had been amended during the AGM and subsequently received unanimous approval by the members present. It was agreed that the Executive Director should provide whatever assistance was required by the New Act and ISP committees in finalizing the bylaws for Council approval and subsequent referral to the Minister.

D. Babiuk - Life Membership

Council noted that there had been unanimous support from the members present at the Annual General Meeting for the nomination of D. Babiuk as life member. A motion was passed that Article XIV, Subsection 1(4) of the proposed bylaws be amended to include D. Babiuk in the category of Life Member.

Amendment to Article XVII, Part A of the Proposed Bylaws

Council noted that there had been unanimous support from the members present at the Annual General Meeting for a motion to amend some of the provisions of Part A of Article XVII Subsection 1(7) of the proposed bylaws. It was agreed that the Chairman of the New Act Committee should be asked to incorporate these amendments into the new bylaw package.

The next meeting of council was set for Monday, June 24, 1996 at the Association Office.

The meeting adjourned at 4:30 p.m.

**A man walks into a hotel and says, "Do you take children?"
The clerk replies' "No, only cash, credit cards or travellers cheques."**

Professional Competition

Written by Don Duffy
copied from *The Link*, February 1996

Adam Smith, the eighteenth century Scottish philosopher who pretty much originated the science of economics, was a great believer in free competition. In an unfettered marketplace, he said, where each supplier of goods and services was free to set prices and each customer free to choose, the "invisible hand" of competition would ensure that the needs of the market would be met. He was also highly suspicious of the motives of the guilds and trade associations of his day. Persons of one trade, he said, rarely meet, even for the purposes of amusement, without searching for

ways to raise prices.

Competition works best where buyers and sellers are numerous and where everyone is well informed.

Smith's theories, based on observations of a fairly simple world market in the eighteenth century, have turned out very close to the mark. Having seen the improvements to North American cars over the last twenty years, as a result of unconstrained Japanese competition and having observed the dizzying improvements in price/performance of computers during the last ten, it would be hard to argue that

continued on page 585

W
H
A
T
S
H
A
P
P
E
N
I
N
G

ON THE WEBB: Check out <http://www.landsurveyor.com>

Newsletter Cover

The SLSA office has prepared a cover sheet for the 3-ringed binders used to hold the *SLSA Newsletters*. Some binders have clear "sleeves" on the spine and front cover that these sheets can be inserted. Copy this page for the number of volumes you have.

Next Council Meeting:

September 9, 1996 in Regina.
Standing Committee Chairmen will be in attendance.

FIG: Ken Allred has sent to the SLSA information on FIG (International Federation of Surveyors). In this issue is a "call for papers" for Commission 1 and for FIG XXI Congress in Brighton, UK, 1998. If you're interested, in what FIG is all about, please contact the SLSA office and Carl will pass on the information.

Jack Webb's New Book: *Muskeg, Outcrops and 40 Below* The cost is \$25.00 plus \$4.00 for postage and handling. An order form is enclosed with the newsletter.

Mail To: J.H. Webb, Land Surveyor, 222 Jessop Avenue, SASKATOON, SK S7N 1Y4

Councillor's Corner

By: M. L. Waschuk, SLS
Councillor



I would like to take this opportunity to promote and to ask for your increased support of the Saskatchewan Association of Certified Survey Technicians & Technologists (SACSTT).

I feel that the SACSTT is struggling at this point in time. It seems as if the same small core of members are doing all the work all the time to try and keep the association alive. They have been getting new members but these new members are not becoming active within their association.

I became a member of SACSTT in 1982. I can't remember off hand how many members were active then but it was quite a few and their AGM was very well attended. I met members then that I still keep in touch with today and feel that belonging to the association was a great experience for both educational reasons and fellowship reasons.

What can the SLSA do to help?

I note in the ALS Newsletter that the technicians in Alberta (ASSMT) enjoy a very good working relationship with the ALSA. ASSMT members serve on the Legislation, Public Relations and

*I met
members
then
that I
still
keep in
touch
with
today...*

Professional Development Committees of the ALSA. The ALSA had proposed changes to their bylaws making it possible for ASSMT members to become associate members of the ALSA. This change was to be voted on at the ALSA AGM in April, '96. According to the ALSA there are now provisions in place for members of the ASSMT (after meeting certain criteria) to become associate members of the ALSA.

Maybe our association could invite members of the SACSTT to sit on some of our committees. A point of view from outside our association may prove to be very beneficial at times. Our Education Committee could invite SACSTT to work together to put on seminars that are in most cases pertinent to both SLS's and technicians anyway. Our newsletter could reserve a column for the SACSTT to voice opinions,

report on their activities, etc. We could invite the SACSTT members to our regional meetings and our President should attend their AGM.

What can we do as SLS's and employers?

continued on the next page

Councillor's Corner

continued from previous page

Try and attend some of the SACSTT functions. They are a great bunch of people who would enjoy "the opportunity to meet the people behind the signature".

If we have employees that are already members, we could question them as to the association's activities. Show some interest. Anything they learn through being a member will not only benefit them but will also be a benefit to you and your firm. Tell them that if they are going to be a member of an association they should try and take an active role within that association like we all do. I am sure that most firms pay for the employees' membership within SACSTT and if you are going to pay for the membership you should make sure that you're getting your money's worth.

If they had a good number of active members they could once again offer our technicians and technologists a place to learn, educate, share experiences and create friendships.

If we have employees that are not members, encourage them to become members. You will probably get the response "What is SACSTT going to do for me?". Ask them what they can do for the SACSTT. If they feel the association has nothing to offer them maybe they should join and do something about it.

In closing, I would like to say that I would not like to see the SACSTT close it's doors. If they

had a good number of active members they could once again offer our technicians and technologists a place to learn, educate, share experiences and create friendships. I feel that it would be in our best interests to help them out in any way we can. ⚙

New Books

Ann Arbor Press

The Global Positioning System and GIS; An Introduction

Revised to 15-5-96 [ISBN: 1-57504-017-4]
\$54.95 (US) hardcover, 250 pages

GPS for Land Surveyors

By Jan Van Sickle
\$54.95 (US) hard cover, 300 pages
May '96 [ISBN: 1-57504-041-7]

Geodetic Network Analysis and Optimal Design: Concepts and Applications

By Dr. Shanlong Kuang
\$69.95 (US) hardcover, 300 pages
May '96, [ISBN: 1-5704-044-1]



Book Review

Available from:

Ann Arbor Press, Inc.
121. South Main Street
P. O. Box 310
CHELSEA, MICHIGAN, 48118
USA

ph: [1-800-858-5299]
fax: [313-475-8852]

Out with the old...



...in with the new.



R. P. Pattison

R. J. Pominville

R. J. Hillier

M. E. Putnam

M. L. Waschuk

P. M. Maloney

D. A. Bouck

AGM '96

=====
*Murray Skelton
received his Life
Membership
certificate with
his wife Roxane,
from not-yet-
past-president
Doug Bouck*
=====



=====
*Barry Clarke had
the pleasure of
awarding the golf
tournament trophy
to Doug Simmonds,
president of the
CCLS.*
=====



Professional Competition

continued from page 579

competition doesn't work. We have learned, however, that it works a lot better in some situations than in others.

Competition works best where buyers and sellers are numerous and where everyone is well informed. Where the buyers do not understand the product and where the product appears, to buyers, pretty much identical as between one seller and another, there can be a lot of stress in the process.

Competitive pricing of professional services is a stressful process because the perspectives of the buyer and the seller are so different. Although land surveyors often think this is true only with respect to surveying services, it is equally true of many other professional services. Lawyers, particularly those practicing in the real estate sector, have difficulties very similar to those of

in modern times, his first reaction is to try to combine with his fellows to agree on some form of minimum prices. If only a "reasonable" minimum fee for each standard service could be agreed and enforced, all would be well. In British Columbia, we have seen this in the "blue book" tariffs, schedules or guidelines that professional surveyors have fought over, published and sometimes adhered to practically since the Corporation was founded in 1905.

If they are realistic and not treated too seriously, fee guidelines can be useful educational tools, for both buyers and sellers of professional services. To the buyer, they provide at least a minimal assurance that he has not been cheated when charged \$600 for a service that, based on his own understanding of it, could have been worth anywhere from \$100 to \$1000. To the seller, particularly the new practitioner, they provide a

In this environment of constant competitive pressure toward lower charges, how does the professional respond?

surveyors, in defending the value of their services. To most buyers of surveying or legal services, the plan, certificate, or document they need is nothing more than an impediment that stands between them and the money or property that they get out of a real estate transaction. Although a product so low in quality as to be instantly rejected by a land titles office or mortgage lender will obviously cause them concern, anything between this level and perfection will meet their needs equally well. Since, to most buyers, all surveys are the same and there is no meaningful difference in quality, the natural tendency is to shop on price alone.

In this environment of constant competitive pressure toward lower charges, how does the professional respond? In Adam Smith's day, as

target price, to be adjusted upward or downward, depending on the circumstances.

From the public interest point of view, fee guidelines usually lead to high prices and rich returns to professionals where they are enforced. This is because they will generally be set at levels which allow the least efficient practitioners to enjoy healthy incomes. Economies due to new technologies will generally be captured and added to the incomes of professionals, not passed along to buyers. In British Columbia, we have seen this occurring primarily in the dental and medical professions, where costs are generally paid by insurance schemes and buyers have little incentive to haggle over price. Although this situation, at first glance, appears highly satisfactory to the professionals, over time

continued on page 592

Association of Canada Lands Surveyors

submitted by Gordon A. Webster, SLS, CLS

New President Elected

Gordon A. Webster, SLS, CLS was elected to the Office of President of the Association of Canada Lands Surveyors at the Twelfth Annual Meeting held in Ottawa, Ontario on May 29th, 1996. Mr. Webster was commissioned as a Saskatchewan Land Surveyor in 1976 and as a Canada Lands Surveyor in 1982. He is a partner in the firm of Webster Surveys Ltd. He and wife Jan reside in Saskatoon.

The Association of Canada Lands Surveyors (ACLS) is a voluntary Association of persons holding the Canada Lands Surveyor commission. It was formed in 1985 for the following purposes:

-to promote the application of the Canada Lands Surveyor commission to the professional field of cadastral, geodetic, hydrographic and

continued on page 591

LAND SURVEYOR SOUGHT IN IOWA

Kuehl & Payer, Ltd. is a well-established, multi-discipline consulting engineering and land surveying firm serving a large area in the northwest quarter of Iowa, USA. Due to steady growth in our work load and to an expanding service area we are seeking to add another professional land surveyor to our staff. This person's duties will include boundary and topographic surveys, A.L.T.A./A.C.S.M. land title surveys, subdivision layout and design, field data gathering for engineering projects, and field personnel management and scheduling out of our branch office located in Algona, Iowa.

Algona, located in the heart of Iowa's highly-productive cropland, is a friendly, progressive county seat community boasting strong retail and manufacturing business sectors.

We offer to the right person a competitive salary, an excellent benefits package, and opportunity for ownership in the firm. That person must possess quality surveying experience, be a self-starter with good people skills, and be a registered land surveyor in Iowa or be able to secure the registration within one year. Iowa rules require Canadian registrants to pass two tests within a six-month interval.

Interested surveyors are asked to submit resumes, including work experience and references to

**Donald Etlar, P.E., Kuehl & Payer, Ltd.,
1609 U.S. Highway 18 East,
Algona, Iowa 505110715
(515)295-2980.**

This rare opportunity deserves serious consideration.

Surveying: Business or Profession

Written by Jon Cowan, P.L.S., Editor, *The Cornerpost*
As seen in *The Link*, February 1996

It is interesting to debate whether we are in the surveying business or the surveying profession. I have always been one to take the view that we are in a profession and differ from merely being in business in some significant ways. The underlying reason for the existence of most businesses is to make money, and the underlying reason for the existence of a profession is to serve the public. To be sure, most businesses wouldn't make much money if they didn't provide a service or product that the public wanted. The difference is that professionals provide a service that nobody wants, but needs anyway.

When I think about spending money it is usually for something material, or something pleasurable, or both, and doesn't directly involve the service of a professional. Professional service has been rendered somewhere in the design phase, or in the legal wording of the warranty, but it has had the Xerox treatment and the expense has been diluted by mass production and mass-marketing. The last thing I want to spend money on is the Doctor, Dentist, Ophthalmologist, Architect, or heaven forbid, the Lawyer, yet we all value their expertise when it is needed.

The axiom of business is "the customer is always right." My surveying practice might just take off if that philosophy was applied, but it would be a very short flight. Another axiom is "give the customer what they want." You can imagine how well that one would work: "I want my line over there, I've always wanted a bigger back yard." In

my humble experience, the customer is very often wrong, and they very often don't know what they need, just like me when I go to the doctor's office. Fortunately my doctor is a pleasant guy who knows how to tell me something I really didn't want to hear without offending my sense of dignity, and I pay for the privilege.

"I want my line over there, I've always wanted a bigger back yard."

Perhaps we could learn more from the way doctors and lawyers run their practices. I get charged by 15-minute increments by my lawyer, and she will probably never get rich until she learns to charge by the minute. If I charged a dollar a minute for the time I spent on the phone talking to people about their prospective projects, then maybe I

wouldn't have to actually do any of them. The first few minutes could be spent getting their address and phone number; considering the variables of how people spell their names and the odd places they live it could amount to \$10 or so right there. The next couple of minutes could be spent getting a credit card number, and running a credit check. Finally we could get down to brass tacks and talk about the problem and how much it might cost to solve it. After they log off the phone with sticker shock, I would bill them for the time we spent getting around to the point where I discover they have been wasting my time. An added advantage to this strategy is that I would never incur the liability that results from providing a survey.

Whenever I walk into the doctor's office, they

continued on page 593

FIG Commission 1 - Call for Papers

FIG Commission 1 will be organizing sessions for the following conferences for which we are currently calling for papers. Abstracts of 100 to 250 words should be submitted to G. K. Allred, Chair, FIG Commission 1, 34 Glenhaven Cres., St. Albert, AB. Canada T8N 1A5, (FAX: +1-403-429-3374) at the earliest convenience but no later than the noted deadlines.

Singapore - May 1997
64th FIG Permanent Committee Meeting and International Symposium, Singapore.
May 11 - 16, 1997.

Papers will focus on the subjects of -Maintaining Competency, Quality Assurance and Professional Practice.

Deadline for abstracts:

August 1, 1996

South Africa - August 1997
iKUSASA - The Future. Conference of South African Surveyors and International Symposium, Durban, South Africa.

August 24 - 29, 1997.

Papers may address any issues relative to professional practice such as ethics, CPD, professional liability and liability insurance, professional organization, quality assurance, the future, etc.

Deadline for abstracts:

August 1, 1996

United Kingdom - July 1998
XXI FIG Congress, Brighton, U.K. - July 19 - 26, 1998.

Papers may address any issues relative to professional practice such as ethics, CPD, professional liability and liability insurance, professional organization, the environment, quality assurance, the future, etc.

Deadline for abstracts:

November 30, 1996



FIG XXI Congress - Brighton, 1998 General Call for Papers

The XXI Congress of the International Federation of Surveyors will be held in Brighton, on the south coast of England from July 19 to July 26, 1998. This quadrennial congress will be an important event for members of the surveying profession around the world, whatever their particular role in the management and use of land and property. The program will be comprehensive. Supported by a major exhibition, it will cover all aspects of the surveying of land and marine resources and will reflect both technical and professional aspects of surveying, mapping, land use and land economy. And of course, there will be lots of opportunities for meeting each other and enjoying the seaside atmosphere of Brighton.

If you wish to present a paper, please apply by submitting a 100 to 250 word abstract to:

FIG'98

RICS Conferences & Training

4 Buckingham Gate,

London SW1E 6JR,

UNITED KINGDOM

Tel: +44 171 393 4960

Fax: +44 171 872 0045

E-mail: <http://cesgil.city.ac.uk/fig>

no later than November 30, 1996.

Please indicate which commission(s) you propose your paper for:

- | | |
|-----------------------------------------------|------------------------------------|
| 1 Professional Practice and Standards | 5 Positioning and Measurement |
| 2 Professional Education | 6 Engineering Surveys |
| 3 Land Information Systems | 7 Cadastre and Land Management |
| 4 Hydrography | 8 Spatial Planning and Development |
| 9 Valuation and the Management of Real Estate | |

Life Member

Saskatchewan Land Surveyors' Association

by D. A. Bouck, SLS, Editor



Daniel Babiuk was born in Regina on October 10, 1930. He attended Wetmore Elementary School and obtained his secondary education at Balfour Collegiate Institute in Regina. Dan's formal education did not end there. After many years as a Saskatchewan Land Surveyor, Dan, in his spare time, went back to the books at the University of Regina and received a BA [with distinction] in Geography on October 3, 1981.

Dan was articled to R. S. Galloway, SLS and G.N. Bennett SLS prior to becoming Saskatchewan's 136th SLS on May 1, 1956. His second commission was acquired on April 15, 1982 when he became the 1234th Canada Lands Surveyor.

Through his work in both the private sector and in government positions Dan acquired a tremendous knowledge of the land surveying profession. He started out with Galloway Surveying Services and moved to Keith Consulting Engineers Ltd. as Division Head and Senior Land Surveyor in 1959. From 1968 to 1981 Dan was the Supervisor of Surveys and Senior Land Surveyor with the Government of Saskatchewan's Lands and Surveys Branch, Department of Tourism and Renewable Resources. Dan remained as Supervisor of Surveys when that office was renamed to CSMA [Dept. Highways and Transportation]. In April of 1982 Dan switched governments and became the Manager, Survey Program with the then Legal

Surveys Division, Energy Mines and Resources, Canada. Dan was responsible for the survey work either done in house or contracted out for the next twelve years. The last few years saw Dan heavily involved with the Treaty Land Entitlement program. He

made significant contributions to that fledgling program and is still remembered as an authority in land survey methods and procedures relating to the transfer of land to the First Nations.

Dan was a major contributor to the Saskatchewan Land Surveyors' Association. It started in 1956 as a member of the Practice Committee and continues today as a member of the Board of Examiners and as Chairman of the New Act Committee. It took a page and one half in the 1996 Committee reports to list his other contributions to the SLSA. He served four - two year terms - as Councillor and was President during our 75th Anniversary in 1984/85.

Dan and his wife Dolcie live in Regina where they raised five children. When Dan retired his first task was to repair the deck at their cottage at Regina Beach. At a recent golf gathering Dan related that it still had not been repaired. It would appear that retirement is keeping him very busy.

Our congratulations to Dan on his Life Membership with the SLSA and thank you for all the contributions that you have made and are still making to the Association. ⚙

Signing & Sealing Digital Mapping Products

Written by William Giel, LS
Taken from *The Ontario Land Surveyor*

Ensure your data integrity

Providing surveys in digital format, e.g. AutoCAD diskettes, ASCII coordinate files, and the like, has become a routine service for many surveyors. The issue of ensuring data integrity in such products is a legitimate concern, as digital data can be easily manipulated and modified and still retain the look and feel of the original.

Typical Current Practice and its Shortfall

Many professionals take the stand that the signed and sealed hardcopy plan or map is the only document that can be relied upon officially. Based on this policy, supplementary digital submissions are provided only as a convenience. It has been recommended that such submissions be specifically disclaimed as such. In some cases, however, such a policy may not be acceptable to the user of the digital product.

For example, a surveyor who provides a digital CADD site plan to an engineer who specifically requests an accurate CADD drawing on disk for design purposes is falling short of his/her professional obligation by disclaiming the accuracy of the digital product. Another example involves a surveyor who posts updated survey data on an electronic project bulletin board (BBS) where it can be downloaded by other members of the design team. (This is a very convenient system for rapidly disseminating data to those who need it.) Unfortunately, it exposes the users of the BBS to a new liability - the survey data could be easily tampered with and it could be very difficult to discover the hack until it became an expensive mistake. It could certainly be a problem for the surveyor, who might be required to prove that the corrupt data was not his. It might be a problem for the user as well when the surveyor holds up his/her hands and states that someone tampered with the data.

There is no question that we will have to adapt to "paperless" systems. But the issue of data security is a valid one. How can we provide digital data with the electronic equivalents of embossed seals and live signatures to protect ourselves, as well as the users of our information?

Fortunately, there is an inexpensive solution. It is possible to embed a unique electronic signature into a data file without purchasing new hardware.

PKZIP Data Compression

Probably everyone using computers these days is well aware of PKZIP data compression software. Although a few other formats are used occasionally (such as LHArc), PKZIP is the predominant favourite for DOS-based file compression. If you are not familiar with PKZIP, it is a set of programs designed to squeeze a file into less space than it normally occupies and subsequently restore it to its original state. PKZIP is available as shareware on virtually all on-line services, the Internet, and most BBSs. The most current version is 2.04G, and is typically contained in a self-extracting file named PK204G.EXE.

With most files, including AutoCAD's DWG files, PKZIP attains a surprisingly high rate of compression, using sophisticated algorithms that remove or encode duplicated patterns of characters and unused or unnecessary spaces in the original files. Such a compressed file is sometimes called an "archive." Originally intended to speed up transmission time for sending files across telephone lines, it is just as useful to squeeze a two or three megabyte file onto a 1.44 megabyte floppy disk.

continued on the next page

Signing & Sealing Digital Mapping Products

continued from previous page

PKZIP.EXE is actually the name of the program that performs the compression. PKUNZIP.EXE and its abbreviated version, PKUNZIP.COM are used for decompression. Compressed files can be created that are self-extracting (PKSFX format) using ZIP2EXE, another utility program in the set.

Authentication Verification

Of primary interest is that PKZIP offers the capability of encrypting a unique "Authentication Verification" (AV) message into the archives. This message will be displayed when the archive is unpacked. If the archive is tampered with or changed in any way, the message will NOT be displayed. This was originally intended to protect users from downloading sabotaged or virus-infected software from a BBS. Only software that displayed the author's authenticity message when unpacked was the genuine article.

AV is a simple, elegant way to provide electronic signatures and seals on your digital products. The cost is minimal. No additional hardware is required and it is very easy to do. It is essentially transparent to the user: all that he/she needs to know is to look for the AV message to appear when the file is being unpacked. If it doesn't, it's not an original.

How to Contact PKWARE

The AV feature is not available in the shareware version and can only be requested for use with a registered version of the software. Registering PKZIP is currently only \$47.00. For further information regarding PKZIP & PKUNZIP, contact:

PKWARE, Inc.

9025 N. Deerwood Drive * Brown Deer, WI
53223

Phone: 414-354-8699 * FAX: 414/354-8559

email: 75300.730@compuserve.com

or type "GO PKWARE" on CompuServe. ☼

Association of Canada Lands Surveyors

continued from page 586

photogrammetric surveying of "Canada Lands" as defined in the Canada Lands Survey Act.

-to promote, on a Canada-wide basis, the uniform application of the standards of knowledge, skill, conduct and ethics required of its members, to make recommendations from time to time to the Surveyor General regarding the application of such standards to Canada Lands Surveyors.

-to monitor and review qualifying requirements and standards of Canada Lands Surveyors to make recommendations to the Surveyor General of Canada.

-to promote good relations and foster and facilitate the exchange of information, between Canada Lands Surveyors across Canada and with other similar professionals.

-to promote public awareness of the role of Canada Lands Surveyors and the ACLS to further the professional development of Canada Lands Surveyors in order to best serve the public and surveying profession.

The Government of Canada intends to transfer to the ACLS the functions of the federal Board of Examiners of Canada Lands Surveyors. Since these functions will involve regulatory and disciplinary matters, the ACLS is in the process of becoming a self-regulating organization, similar to a Provincial Surveyor's Association. This will be done under a new federal Act of parliament called the Canada Lands Surveyors Act which will regulate the practice of Canada Lands Surveyors on Canada Lands. The new Act was originally to have been in place by April 1, 1995, but it has been delayed and it now appears that the ACLS will not become self-regulating until 1997. Despite the delay, the Surveyor General of Canada Lands announced last year that as of April 1, 1995, all survey work on Canada Lands will have to be carried out by

continued on page 593

Professional Competition

continued from page 585

it leads to an oversupply of practitioners, vending of unnecessary services and a cost explosion which leads to government regulation.

In surveying and in the other "non-health" professions, we are going to have to continue to live in a situation of imperfect competition, where, although the sellers are free to set prices, the buyers are often unable to make informed choices and are thus left with price as their only measure. We will have to deal with extensive telephone shopping on the part of one time clients as well as relentless use of bargaining power by major users of our services. Both of these work to drive down prices as well as to at least threaten the quality of the product. Because most buyers do not understand the product, price competition to satisfy them will not often lead to real improvements and economies, as it does in automobiles and computers.

If this is the environment we are stuck with, how can we work within it, so that the quality of our survey structure is preserved and the profession survives and retains its honourable status? There is no easy answer but a number of things will help.

Maintain the fee guidelines but remember that they are primarily for educational purposes. If you know what your costs are and have no problem explaining survey costs to clients, you probably rarely need to look at them.

Do your part to ensure that you AND YOUR COMPETITORS are competing on a level playing field. This means doing quality work yourself and ensuring that your competitor does the same. In the classic competitive situation, where buyers can recognize quality products on their own, they take care of this themselves. In buying

surveying services, they often don't know the difference. One of the duties of each responsible professional is to be intolerant of slipshod work and to point it out, first to the careless practitioner and then, if it continues, to the Board of Management. Like a lot of the duties we have in life, this can be quite unpleasant.

Educate your clients and potential clients. Avoid casual price quotations by telephone, particularly by your non-professional staff. Except for the very simplest services, if a potential client is not prepared to meet with you to discuss his project or problem, you probably don't want him as a client. Think how nice it would be if NO SURVEYOR ever gave price quotations by telephone. ☀

Catch 22

Joe Citizen is a two-fold person. He is a political citizen, and an economic citizen. As one, he wants to take the economy road. As another, a producer, consumer and working citizen, he may labour for economic legislation which is both socialistic in nature and costly. As a working citizen, he wants to ride the high wage bandwagon, but as a consumer citizen, he wants low prices. As a getting citizen, he wants a lot of free help of one kind or another from the government, but at the same time, as a paying citizen he wants low taxes. He wants the government to listen to all of his ideas, while ignoring the ideas of others. Is it any wonder we have trouble with decisions?

Surveying: Business or Profession

continued from page 587

automatically X-ray me; those of you who know my history will know why. Now, I have a lot of faith in my doctor's ability, although I seldom walk out feeling any better. Weeks after my visit I always get another bill or two from a radiologist who I have never seen, although I have heard that his house is fabulous. The clinic apparently has a policy that every X-ray taken should be examined after the fact by a Certified Radiologist to ensure that the doctor read it right when making his diagnosis. The practice seems to be ideally suited for our own profession. The surveyor could mail off copies of the deeds to an "expert deed reader surveyor," who would notify the general practice surveyor if he had missed an important detail; the reader surveyor would then bill the client via his own billing service. This concept could be carried to new heights by having a plat checking service, a descriptions checking service, a suitable monument checking service, complete with monument records recording. This could become a growth industry just like medicine; you must admit there are possibilities.

Business vs. Profession - in my mind, we provide a service that people need but don't want to waste their money on. It shocks folks to think how much expertise costs, and the benefit is not a tangible thing like a new car. It is more like that of an Architect, whose design lives on in the work of the builder. You can see the carpenter pound the nails and make the drawing into something real, but if an Architect designed the building, you can be sure that some thought went into what was to be built, and the result of the carpenter's skill and labour may have better utility and more beauty than if it were merely slapped together without clear forethought.

Many of the hardest survey jobs I have worked on were finding properties that are not clearly described - descriptions written without regard for the future, based on still older deeds with long-dead abutters whose names live on in description after description, decades after they can no longer attest to their holdings; calls for

monuments, if any, that have been vanished for years by flooding rivers, widened highways, land development, or just worn away by time and rot.

We have our work cut out for us. People need us to find their land. One thing sometimes lacking in land surveyors is the sense of self-worth that allows us to charge a proper fee for the value of our service. Be selective of your clients; the only good clients are the ones who pay the fees charged. A reasonable fee is one which will pay you, pay your business, your employees, your equipment, and your taxes. As a Land Surveyor - and as a human being - you are entitled to be fairly compensated for your expertise. The fact that it is sometimes fun to be a surveyor generally derives from the knowledge that you have done your job well, and is all the more reason to be well paid. ☼

Association of Canada Lands Surveyors

continued from page 591

Canada Lands Surveyors or by dually commissioned surveyors.

Holders of Provincial Survey licenses may obtain their CLS commission by registering with the Board of Examiners at the Department of Natural Resources in Ottawa and writing the five examinations in Schedule III of the revised (December 1990) CLS examination regulations.

For further information contact the ACLS office by phone at (613) 723-9200 or fax at (613) 224-9577. The mailing address is #206 - 1750 Courtwood Crescent, Ottawa, Ontario, K2C 2B5. ☼

*I got a fortune cookie the other day that said,
'You will meet a beautiful dark-haired girl. She
will smile at you, and you will give her money
because she is our cashier.'*

President's Message

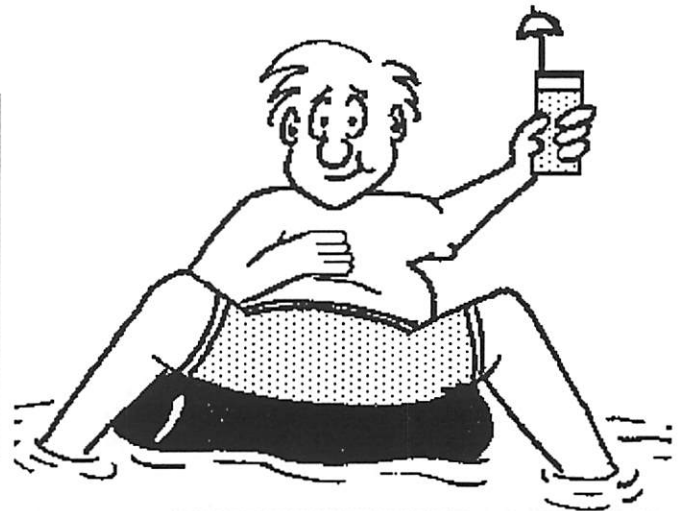
continued from page 573

- normal maturity by ideal growing conditions;
- ✂ wheat prices setting record highs on world commodity markets;
- ✂ near record commodity prices for oilseeds, uranium, potash;
- ✂ production up in crude oil (8%), potash (35%), gold (51%), uranium (30%); well drilling up 15%, with licensing up 23%;
- ✂ balanced/surplus Provincial budget;
- ✂ Crow pay-out in the farmer's hands;
- ✂ Canada's hottest real-estate market - Saskatoon;
- ✂ new mines under construction at Waddy Lake (gold), MaClean Lake (uranium), Kunutu Lake (copper) with others going into public hearings;
- ✂ International Road Dynamics, ISM, AG-Biotech Research, Flexi-Coil, Bourgeault Industries, Synchotron research facility, etc.
- ✂ and finally, recent reports of the closing of the hole in the ozone layer...maybe our rivers won't boil over after all.

The fact is, the economy **has** turned around and many sectors are thriving. It is time to enter our busiest season with confidence and optimism and to reverse *the race to the bottom* that certain of our fees have taken. The economy is improving and strengthening -- we owe it to our profession and to the general public to maintain surveying in a strong, viable and technically advanced position for the future challenges.

I trust you will have a pleasant and prosperous summer... ☀

Have a
happy and pleasant
summer!



Famous Last Words

You can put it together yourself in ten minutes.

*There'll
be
zillions
of
good-
looking
girls.*

*This will
be a short
meeting.*

Believe me, nobody will be dressed up.

*We'll
only
stay
five
minutes.*

I'll just have one cookie.

*They'll feel terrific once
you break them in.*

Biography

Roy William Egbert Loucks DLS, ALS, SLS, P. Eng. (1855 - 1931)

Compiled by J.H. Webb SLS (LM), CLS
May, 1996



A professional's professional sums up Mr. Loucks.

Reading through various articles about him, you realize he was one who possessed a thorough knowledge of his profession and any other activity that he took on.

There is an excellent biography of Mr. Loucks in our association files and thus no need to repeat all his accomplishments.

After graduating from civil engineering and specializing in mining engineering from the University of Toronto in 1909, he headed a prospecting group in northern Ontario.

While engaged on Dominion land surveys in northern Saskatchewan he received his Dominion, Saskatchewan and Alberta Land Surveyor's Commissions, all in 1912.

The same year, 1912, saw him go into partnership with Thomas Wood Brown, SLS, SLS, ALS (-1945) with offices in the Drinkle Block, Saskatoon. They also formed the North west Construction Company, contracting out water and sewage projects in the Province.

In 1915 he joined the surveys branch of the Land Titles Offices as Deputy Chief Surveyor and Field inspector, which he held until his untimely death in 1931. It was noted that he was one of the founders of the Gyro club in Regina and was one of the founders of the Gyro club in Regina and was its first President. He later became the district VII Governor. He was involved in many organizations besides our association, such as the engineering Institute of Canada, Regina Knox United Church, the Diamond Jubilee celebration in 1927, the Masonic Order plus many others.



Mr. Loucks was of United Empire Loyalist stock and proud of his ancestors who came to this continent in 1710. The American revolution divided this family as it did many others. Many that were loyal to Britain were imprisoned, others fled to Canada including some of Mr. Loucks' ancestors. They settled around Belleville, Ontario. Quote from his biography:

To his professional duties and other activities he brought an unusually wide breadth of vision and a quiet persistency. He was untiringly industrious, active minded, intensely practical and far-seeing, and possessed penetrating analytical powers of mind and an instinctive knowledge of psychology. He believed that truth, honor and integrity were best. One of nature's gentlemen.

He wrote various articles and papers which covered surveys in the province - "Cancellation of plans an titles" in 1920 and a paper on the "Resurveys of the Special Surveys Act" in 1916, to name only two.

He was President of the Saskatchewan Land Surveyors' Association in 1917. Mr. and Mrs. Loucks had two children, Isabel and William. ⚙

SASKATCHEWAN LAND SURVEYORS' ASSOCIATION

JULY - DECEMBER, 1996

1 Canada Day	2	3	4	5	6
July					
7	8	9	10	11	12
14	15	16 Newsletter Mailout	17	18	19
21	22	23	24	25	26
28	29	30	31		

August					
4	5 Civic Holiday	6	7	8	9
11	12	13	14	15	16
18	19	20	21	22	23
25	26 Committee Reports & Submissions to Council Mtg #3 Deadline	27	28	29	30

1 Executive Director's First Year Completed	2 Labour Day	3	4	5	6	7
September						
8	9 Council & Committee Chairmen's Meeting #3	10	11	12	13	14
15	16	17	18	19	20	21
				AMLS AGM		
22 Autumn	23	24	25	26	27 Newsletter & Adver- tisement Submission Deadline	28
29	30					

October					
6	7	8	9	10	11 Deadline for Submis- sions To Council Mtg #4
13	14 Thank- sgiving Day	15	16 Newsletter Mailout	17	18
				ANSLs AGM	
20	21	22	23	24	25 Council Meeting #4
27	28	29	30	31 Hallowe'en	

November					
3	4	5	6	7	8
10	11 Remem- brance Day	12	13	14	15
17	18 Deadline for Submissions to Council Mtg #5	19	20	21	22
GIS/US '96 Annual Conference & Exposition					
24	25	26	27	28	29

December					
1	2 Council Meeting #5	3	4	5	6 Annual Fee Notice
8	9	10	11	12	13
16	17	18	19	20	21 Winter
22	23	24	25 Christmas Day	26 Boxing Day	27 Newsletter Submis- sion Deadline
29	30	31			