

**ANOTHER GOOD REASON FOR A**

# PRE-PURCHASE SURVEY

**A BIT OF SENSE (CENTS)  
SAVES BIG DOLLARS**



## So, it happened again!



I was head down bum up in the belly of a boat when the phone rings. As usual, I wipe my dirty hands on my shorts and sweaty brow on my shirt before answering the phone.

The calls then always go a bit like this:

*"Hi, I am interested in buying a (enter boat make & model here). My insurance company tells me I will require a Survey Report to insure it. How much is an Insurance Survey?"*

My reply is always a question.

*Have you brought it yet? If not, you need a more comprehensive and slightly more expensive Pre-purchase Survey first.*

Too many times I have had clients buy a boat and then find out they need a survey report to Insure it.

Unfortunately, the Insurance Survey inspection sometimes identifies that they have just paid good money for an un-insurable lemon.

If only they had paid a little bit more and got a Pre-purchase Survey first.

This bit of sense could have saved them big dollars.

Luckily, the person on the other end of the phone this time saw my reasoning and engaged my services for a Pre-purchase Survey.

**The boat turned out to be more of a *Pomelo* or *Grapefruit* which are a lot bigger than the average lemon.**

Faults included:

- Engine room fire suppression system removed.
- Rotten structural members.
- Leaking underwater fittings.
- Termites.
- Generator not operational with no coolant in the heat exchanger.

The list went on with the cost of repairs likely to add up to more than the asking price for the vessel.

I never did get to finish the survey as the client decided that the vessel was not what it was cracked up to be.

We just settled on a price to cover my time to date and stepped off the boat to the safety of the dock.

Yes, I lost some money on the deal but saved my client big dollars.

The client is also still interested in purchasing a boat and will next time use our consultancy services to short list or possibly even rule out a potential boat prior to making an offer.

A bit of sense (cents) saves big dollars.



Get in touch with us

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