



Because worse things happen at sea. . .

Member: SAMS SA, USSA, ABYC, NFPA

□ About the pre purchase survey

A pre purchase survey is a comprehensive inspection of your boat to determine, given the limitations of the survey, the boat's structure, systems, cosmetics and levels of compliance with currently applicable federal law and commonly accepted industry standards and practices. In addition to the basic survey inspection, McGoldrick Marine Surveying offers several additional services that you may want to consider adding to your survey including sea trial, oil analysis, and engine compression testing.

□ Pre survey considerations

How much will my survey cost?

McGoldrick Marine Surveying is the ONLY marine surveyor on Long Island to publish a complete pricing schedule. Simply go to www.mmsurveying.com and click on the PRICING SCHEDULE link on our home page. Survey fees are based on the length of your boat and any additional testing you decide to conduct. Our fees are not the cheapest on Long Island but as with any product you get what you pay for. Pricing surveys by the foot means that the fee must cover the time and overhead it takes to thoroughly inspect the vessel and compose the report. Years of experience has allowed us to develop an efficient survey inspection routine and proprietary report writing software. This means you get the most bang for your survey dollar with us.

Should the boat be sea trialed during the survey?

Yes. A sea trial is one of the most effective ways of identifying problems during the survey inspection. Many tests can only be conducted while underway. A sea trial allows the surveyor to inspect the boat and its engines under actual operating conditions. Numerous tests and readings are taken during the sea trial that help determine the condition of key vessel systems. Some experienced buyers already familiar with the vessel they are purchasing are comfortable with skipping the sea trial. It is your call; however it is our recommendation that a sea trial be conducted.

With that said it should be noted that the fee for a sea trial is in addition to the basic survey fee and is calculated at a reasonable hourly rate. Sea trials rarely take longer than two hours, and are often completed in under an hour. In order to conduct the sea trial the boat must be in the water (or ready for launching) and ready to run. The owner or broker must provide a competent person to operate the boat during the sea trial; the marine surveyor does not operate the boat. The fee for a captain (if any) to operate the boat is paid by the owner. The buyer pays any hauling fees necessary to conduct the sea trial, or out of water hull inspection. Haul out fees must be paid to the marina or yacht club at the time of hauling.

What will oil analysis tell me?

Engine oil analysis was originally developed for commercial applications such as long distance trucks and construction equipment. Its real strength lies in showing *trends* over multiple samples taken on a regular basis. Oil analysis is useful during a marine survey to spot potential internal leaks in the engine (especially salt water cooled engines). Oil analysis can identify high levels of salt or antifreeze indicating problems such as a cracked engine block or blown gasket.

What will an engine compression test tell me?

Engine compression testing is an excellent diagnostic tool for determining internal engine wear and failures. Two observations are made during a compression test, the number of compression strokes required for the cylinder to reach maximum compression and, the actual cylinder compression measured in PSI. The actual compression number is less critical than consistency across all cylinders. All cylinders should be within 20 to 25% of each other otherwise a problem exists. For example if two adjacent cylinders show low compression it is usually due to a blown head gasket between the cylinders. Low compression in one cylinder (particularly cylinders to the rear of the engine) usually indicates overheating of the cylinder and subsequent damage to the piston rings and/or cylinder wall. Excessive compression strokes indicate a potential problem with piston rings, while low compression in a number of random cylinders could indicate the need for a valve job. We recommend that a compression test be conducted on salt water cooled engines and all other engines over 4 years old.

Purchase Agreement considerations, before you sign on the dotted line. . .

A marine survey is not an insignificant effort in terms of time and money so it is best to nail down a purchase price with the seller before expending the energy to conduct a survey.

Your Purchase Agreement should allow you at least two weeks to arrange for and execute the survey and to give you time to read and consider the report before you close the deal. Don't allow yourself to be rushed into the purchase.

When should I call to schedule a survey?

You should call to schedule your survey as soon as you have placed a deposit or signed the Purchase Agreement. Often the most difficult part of scheduling a survey is determining when the marina or seller will have the boat ready to survey. Boats that are blocked up need to be hauled, winterized boats need to be commissioned for engine tests and sea trial, repairs may need to be completed, and the list goes on and on. These issues are magnified in the spring and fall when boat yards are at their busiest. McGoldrick Marine Surveying will work with you and the marina to plan the most efficient schedule for the survey inspection, sea trial, and hauling so that everything goes smoothly on inspection day.

Who pays what fees?

Generally speaking the buyer is responsible for survey fees and the cost to haul the boat for hull inspection or to sea trial the boat. Hauling fees are collected at the time of hauling by the marina or yacht club.

Sellers are responsible for providing a boat operator for the sea trial if necessary.

Should I plan on attending the survey?

Yes. It is always a good idea for the buyer to attend the survey inspection and we encourage it whenever possible. By attending the survey you are able to see first hand any problems the surveyor finds and ask questions throughout the inspection.

Preparing the boat for the survey

Get the most for your survey dollars by making sure the vessel is ready for inspection. If the boat is going to be sea trialed it should be ready to take to the water. This means the engines are fully commissioned, that all US Coast Guard required safety equipment is on board and, that the boat has gas.

Be sure to ask the owner or broker not to warm up the engines prior to the survey. Warming up the engines may hide cold starting problems or exhaust smoke that may be a clue to internal engine problems. It is very difficult, if not impossible, to survey a hot engine.

In order to fully test onboard systems and equipment the boat should have access to dockside AC power (shorepower) and water as necessary.

Much of the internal hull inspection is conducted visually from the bilge and various compartments that allow a peek at the inside of the hull. These compartments should be as empty as possible. A boat that is jam packed with gear cannot be surveyed well; the surveyor can only report on his observations. Taking time to empty gear takes time away from the inspection.

Arranging for boat hauling, and other details

A boat may need to be hauled for the survey inspection if the hull below the waterline needs to be inspected, or if the boat needs to be launched for sea trial. It is the responsibility of the buyer to arrange for the hauling and to pay the marina or yacht club at the time of hauling. McGoldrick Marine Surveying will work with you and the marina to plan the most efficient schedule for the survey inspection, sea trial, and hauling so that everything goes smoothly on inspection day.

It is the responsibility of the seller to attend the survey and to bring any maintenance records for the boat and the state registration documents or US Coast Guard documents if the boat is documented. In addition the seller or his designee must be prepared to operate the boat for sea trial if necessary.

How and when do I pay for the survey?

For your convenience McGoldrick Marine Surveying accepts cash, Visa, and MasterCard. Our fee (including additional testing and sea trial fees) is due on the day of inspection. We will take your credit card information at the time we schedule your survey. No charges will be applied to this card unless you want to use it to pay for the survey, or if a cancellation fee is due. A non refundable cancellation fee equal to 50% of the basic survey fee will be charged if the survey is cancelled within 24 hours of the inspection date.

What if I need to cancel my survey appointment?

A non refundable cancellation fee equal to 50% of the basic survey fee will be charged if the survey is cancelled within 24 hours of the inspection date.

□ Survey Inspection

How long does a survey take?

Survey inspections vary depending on the condition of the vessel, its age, size, and any additional testing that may be scheduled (such as compression testing and sea trial). The average 35 foot late model boat will take 4 to 8 hours to inspect. Regardless of the size of the boat, McGoldrick Marine Surveying will only schedule one survey per day. This allows us to concentrate on one job at a time and devote the time necessary to get the job done right without rushing off to the next survey.

What about the engines?

Many buyers are particularly interested in the condition of the propulsion engines and want to know to what extent they are surveyed. The basic pre purchase survey involves visually inspecting the engines and static running whenever possible. Although this may not sound comprehensive much can be learned from careful, experienced observation.

In addition to visual inspection and static running, additional tests can be performed at the buyers' request. Sea trial, gasoline engine compression testing, and oil analysis can help to develop a clear picture of engine condition without the added expense of a specialized engine survey. Regardless of what testing is conducted conditions may exist that cause us to recommend an engine survey.

We recommend that larger diesel engines and high performance diesel engines be surveyed by the manufacturer or a qualified mechanic.

□ Reports

When and how will I receive my survey report?

You don't need to wait long, survey reports are completed within 36 hours of the vessel inspection. If you provide an email address, an electronic copy of the report will be emailed to you immediately on completion. In addition three signed and sealed hard copy reports will be mailed to you immediately upon completion. This allows you to send an original copy to your insurance and finance companies while keeping one for your own records.

Surveys are not complete until the final written report is sealed. Additional research or consideration is often necessary after the boat inspection. Therefore, although we can give you a general idea of the survey findings at the time of inspection, you should not close the deal until you have had time to read and consider the written report.

What will my survey report look like?

Sample survey reports are available on our website. Simply go to www.mmsurveying.com and click on the **SAMPLE SURVEY REPORTS** link on our home page. Both power and sailboat sample reports are available.

The purpose of a marine survey inspection is to determine, insofar as possible within the limitations of visual and physical accessibility, through non-invasive and non-destructive means the boat's structure, systems, cosmetics, and levels of compliance with currently applicable federal law and commonly accepted industry standards and practices.

When a problem is found, the survey will not tell you exactly what is wrong and what it will cost to fix the problem. For example, if an engine overheats during the sea trial, it may be due to a failed water pump, thermostat, or other problem. Further analysis and diagnosis is necessary to determine the exact cause of the problem. Your survey report will indicate that an overheating problem exists but will not diagnose the exact cause or estimate the repair cost.

What if there are major problems with my boat?

Surveyors are legally obligated to include all survey findings in the final written report. Some of these findings may cause the boat to fail insurance or finance underwriting. Depending on the nature of the problems and the companies involved, insurance coverage or financing may be approved pending repair of the vessel. Consider how an underwriter will view your purchase before you invest too much in your new boat. If you are unsure, discuss the situation with your insurance and finance company before you schedule the survey.

Insurance and finance companies are demanding in terms of the information they expect to see in a survey for underwriting purposes. McGoldrick Marine Surveying offer a 100% money back guarantee on all pre purchase and condition and valuation surveys should your insurance or finance company reject our survey report. Go to our website at www.mmsurveying.com and click on the MONEY BACK GAURANTEE link on our home page for more details.

