



The cost of a survey is commensurate with the size of craft inspected – and the size of investment being made!



having a survey on a 26ft outboard boat he was buying, but decided to go ahead and buy it without in the end. The first time he used it, the engine literally fell off the transom, and he lost it! The mounting bolts were loose – something we would have picked up on instantly and saved him a whole lot of money.

Another owner who declined a survey had a problem with the

sea-cocks being corroded and malfunctioning, it sank shortly after purchase. Fortunately it happened before the guy set sail for the Seychelles as planned. If that had happened in the Indian Ocean, it could have caused loss of life. A small investment in a survey in both cases would have saved a great deal of money and time.

**From your experience what are the good and bad buys?**

Contrary to popular opinion, and the opposite for the motoring trade for example, we'd advise on buying a boat that is well used. A person who

puts plenty of hours on their boat will generally ensure it is well maintained and looked after. An older boat that is well used and maintained, will probably be better buy than a new or recent model that has been sitting in its berth for two years. Part of our service is also to try and educate owners with regards to best practice in terms of maintenance.

**Would you advise me whether to buy, or not buy, a boat?**

We can advise on what will require attention, but the final purchasing decision is obviously with the buyer. Often, people we advise end up negotiating with the owner for the price to reflect any issues that arise during the survey. So not only do they save money from unforeseen repairs, they save money on the initial purchase price of the boat.

**What qualifications and accreditation should we look for when selecting a marine surveyor?**

Experience is one thing, but a surveyor should be also be a qualified marine engineer and/or captain. They should ideally be a member of an institute that certifies marine surveyors like the International Institute of Marine Surveyors (IIMS), National Association of Marine Surveyors (NAMS), Society of Accredited Marine Surveyors (SAMS), or another equivalent body.

Also check the surveyor has professional indemnity insurance and approval of the finance and insurance companies.

**Roughly how long does it take and how much does it cost?**

The survey is priced according to the size of boat and time it takes, so it is commensurate with the investment you are making. A 16ft sportsboat is equally deserving of a survey as a megayacht, and of course the survey will be quicker and cheaper.

As a rule of thumb you can reckon on spending 50 to 75 AED per foot. A sportsboat will probably take about two hours to survey, a 30ft sailing boat may take a morning or a full day – depending how accessible everything is. Anything over 50ft is more like a full day's work and will cost between \$1,500 and \$2,000 depending on the work involved.

**What guarantee does a survey provide a potential buyer?**

We can only report on the state of a boat at a given time, with the access and time provided to us. If a light bulb fails a week later, obviously we can't be held accountable. We do of course have professional indemnity insurance in case it is required.

**What are the dangers of buying a boat without a proper survey?**

Loss of life; loss of your boat; third party injury; involvement of authorities due to malpractice; damage of other property or floating objects – the list goes on... You can't put a price on safety at sea. You wouldn't fly on an airplane that hadn't been regularly inspected, and equally you shouldn't put out to sea on a boat that hasn't been thoroughly checked out.

**What horror stories have you seen locally?**

There are any number of stories. One gentleman enquired about

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