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### On Facebook Navtech US Surveyors

#### Some Straight Talk:

If you are in the market for a used boat, or if you are in the market for insurance coverage for a boat you own, you should know that if the vessel is more than two years old or if it has never had a marine survey then you will be required to provide your finance or insurance company with an official marine survey.

#### The Marine Surveyors Business Model:

Either generally self-employed or working for a marine surveying group, a surveyor is responsible for the surveying report. Surveyors use many credentials and designations such as "Accredited," "Certified," or "Qualified," but no one organization is in charge of marine surveying. At best, this represents the training by private organizations competing for business. Your insurance company or underwriter cannot require you to use a specific surveyor. *This would be a restriction of trade, interference with business, and in some cases, unfair "blackballing."* The decision is yours on which surveyor to use, but certain organizations keep a "vanity" list of approved surveyors which are essentially pre-paid sponsorships and advertisement. Do not be fooled that quality of surveying will necessarily correlate!

#### IN FACT!...

Organizations telling a marine surveyor that they are not "qualified" because s/he is not on the list have a per se conflict of interest. You should be suspicious of that relationship, especially if you buy a marine vessel that will need substantial work. The takeaway message is that your surveyor should be "Independent" and "Qualified." Thus, the marine surveyor should be independently qualified and those lists mean nothing. Here are some more things to keep in mind...

#### TIPS OF THE TRADE:

- Always call the organization of which the surveyor claims to be a member.
- Get your surveyor's resume to check their history & experience.
- Always ensure the surveyor performs inspections, analysis, and reports based on American Boat and Yacht Council (ABYC), National Fire Protection Agency (NFPA), and US Coast Guard inspection guidelines & standards.
- There are 3 major surveying organizations, none are more qualified than the other for purposes of the industry guidelines. *However!* 2 of the 3 are non-profits.
- Navtech US Surveyors Association does not have a typical non-profit bureaucratic mentality. As such, the entrepreneurial spirit plays into its membership culture!
- As a private organization, it will deliver you with utmost quality for an entrepreneurial and driven surveyor.

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