

# MARINAS AND MARINE SURVEYING

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US Surveyors Marine Surveying Designation and School

*We Serve The Boating Business!* | [NAVSURVEY.COM](http://NAVSURVEY.COM) | [navsurvey@aol.com](mailto:navsurvey@aol.com) | 1-800-245-4425





## WHAT SURVEYORS DO

**APPRAISE: Buy/Sell Independent**

**SURVEY: Condition, Value, Salvage (Independent)**

**CONSULT: Walk Through/Expert Witness**

*Caveat Emptor!*

*As in most businesses, subjective favor can be shown and it is up to the industry to affirmatively address and peer monitor.*

## HAND OUT

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## WHY CUSTOMERS CHOOSE MARINAS

- Security
  - Chandlery
  - Protection from Storms/Wakes (right site)
  - Kindness/Interest (response)
  - Trouble: Favorability/Objectivity
- ***Excellent Article: Southern Boating September 2019 Choosing the Perfect Yard***

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## YOU AND THE SURVEYOR!

- DUTY TO THE CUSTOMER
- GOVERNANCE OF MARITIME LAW
  - **West, slip, mooring, and dry rack storage agreements are governed by maritime law to the exclusion of applicable state law. Both govern as applicable jurisdictions.**
  - ***See Am. E. Dev. Corp. v Everglades Marina, Inc.***
- NO MATTER WHERE THE BOAT IS LOCATED ON THE PREMISES



## PROFESSIONAL CONCERNS

- Who Chooses the Surveyor?
  - *Consumer? Insurance?*
- Conflicts of Interest
  - *Firewalls and Transparency Measures*
- Purpose of the Survey:
  - *Purchase and Sales, Catastrophic, Commercial, etc.*
- Repairs
- Industry Cooperation



# Thank you & Questions

Please stay in touch!

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*Happy Holidays*

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