



The Prepurchase Inspection: When Should I Begin to Prepare

by Jay Mesinger

If there is one phase of the aircraft sales process that everybody seems to dread, it is the prepurchase inspection. Sellers—who traditionally pay for corrective action—often take the position that the aircraft is not new, but it is still in nearly perfect condition. Buyers, though aware that they are not buying a new aircraft, nevertheless have expectations that it should be flawless. Then, along comes the prepurchase inspection to dampen the spirits of one or both parties with an unpleasant dose of reality.

To prevent such disappointment, the owner should begin to prepare for the prepurchase inspection the day he or she buys an aircraft. From day one of ownership, an owner should adopt the perspective of being a seller. This translates into carefully monitoring time-life items and precise record keeping. Having a firm grasp on the investment needed in the area

of time-life items helps prepare you not only for the expense, but helps anticipate a prospective buyer's concerns. One always hates buying new life-limited parts for the next owner, and sometimes forgets that the life or value of the part was partially consumed during one's ownership.

Another way to prepare for the eventual pre-purchase inspection is to be sure all logs and records are in order. I have been at many inspections where the records were brought in a cardboard box and literally dumped on a table. The records may have been complete, but the presentation of them created a negative impression on the buyer and the inspector. Keeping records well organized will go a long way toward instilling confidence and credibility throughout the inspection process.

Just prior to the inspection, while still on your home turf, have the obvious things checked. Fill the aircraft with fuel and let it sit overnight. This will give you a

heads up with respect to fuel leaks. Look at tire wear, brake wear and window condition. Not only do these obvious visual indications make a better impression on the buyer and the inspector, they are also usually more economically corrected at home.

These few tips will not take all of the emotional or financial pain out of the prepurchase process, but they will make a difference by reducing unnecessary stress, thus making the transaction a more professional experience.

To learn more on this topic, log onto our Web site at www.jetsales.com and click to the *BCA Forum* section. Your input will be greatly appreciated. Also, I will be hosting an *Aviation Leadership Roundtable* in September to further discuss preparing for prepurchase inspections.

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