



September 8, 2017

Dear Valued Customer,

With this great boating season still under way, we're starting the preparation for your boats winter care.

We offer the same great programs along with some new discounts:

- Early Bird Special Raffle
- Free "FirstMate" Inspection
- Refer-a-Friend Discount on Storage
- Discounts on Winter Repair Work
- Special Bottom Paint Pricing – Ask Service for Details
- Free Captain Boat Pick-Up within one hour of our Facilities
- Dockside Winterization Services
- Easy Payment Plans
- Free TLC Boat Wash in the Spring

We're here to serve you and our Service Advisors will gladly help you fill out our Winter Storage Packet!

Our fall/winter Service Department hours are Monday through Friday from 8:00am to 4:30pm and Saturday from 8:30am to 1:30pm.

We thank you for choosing Clarks Landing.

Sincerely,
The Clarks Landing Service Team

Shady Side Service Team (Annapolis Area)

1442 Ford Road
Shady Side, MD 20764
Office (410) 867-9550
Fax (410) 867-0303
Justin Britton, Shop Foreman
jbritton@clarkslanding.com
Kevin Boyer, Service Coordinator
kevin@clarkslanding.com
Melissa Pendleton, Service Advisor
Melissa@clarkslanding.com

Chester Service Team (Kent Island)

1804 Crab Alley Drive
Chester, MD 21619
Office (410) 604-4300
Fax (410) 643-9309
Kim Chaplin, Service Advisor
kchaplin@clarkslanding.com

CLARKS LANDING YACHT SALES 2017/2018 WINTERIZATION & WINTER STORAGE AGREEMENT

Customer Name: _____ Date: _____

Email: _____ Best phone: _____ Brokerage: ☐ Yes ☐ No

Address: _____

Boat Make: _____ Model: _____ Length: _____ Beam: _____

Engine Mfg: _____ HP: _____ Type: ☐ IB ☐ OB ☐ IO Boat Name: _____

Location of Boat/Slip #/Keys: _____

Requested Date for Haul (Note #1) OR Road Call: _____ Storage Loc: ☐ Shady Side ☐ Chester

WINTERIZATION SERVICES: include parts, labor & shop supplies. (see Note #2)

STORAGE FEES:

TOTAL PRICE

- | | | |
|---|----------------------|-------|
| ☐ Outside Land Storage, October to May 15 th | \$18.00 ft. | _____ |
| ☐ Free Captain pick up for boats over 28 ft. within 1 HR of marina. | After that 65.00 hr. | _____ |
| ☐ Pick up vessel by trailer or water for storage at Clarks Landing | call for price | _____ |

MISCELLANEOUS YARD FEES

- | | | |
|---|-------------|-------|
| ☐ Power Boat: Haul, Pressure Wash, Block and Spring Launch (Note #3). | \$9.50 ft. | _____ |
| ☐ Sailboat: Haul, Pressure Wash, Block and Spring Launch (Note #3) | \$11.50 ft. | _____ |
| ☐ Unload from trailer and block or reverse | \$6.00 ft. | _____ |
| ☐ Haul, pressure wash and load on trailer – one way | \$9.50 ft. | _____ |
| ☐ Short Haul, pressure wash, launch. | \$6.00 ft. | _____ |

WINTERIZE ENGINES (see Note #4, #5)

- | | | |
|---|--------------|-------|
| ☐ 4, 6 and 8 Cylinder gas engines | \$200.00 ea. | _____ |
| ☐ Engine Compression Test (Gas only) | \$114.00 ea. | _____ |
| ☐ Diesel engines | \$300.00 ea. | _____ |
| ☐ Gas or Diesel Generator | \$105.00 ea. | _____ |

WINTERIZE OUTBOARD/SPORT JET (see Note #6)

- | | | |
|--|--------------|-------|
| ☐ All Sport Jets | \$120.00 ea. | _____ |
| ☐ Outboards Up to 50 HP | \$150.00 ea. | _____ |
| ☐ Outboards Over 50 HP | \$200.00 ea. | _____ |

WINTERIZE WATER SYSTEMS (Includes Hot Water System and Shower Sump)

- | | | |
|--|--------------|-------|
| ☐ Up to 25 feet | \$85.00 ea. | _____ |
| ☐ 26 to 34 feet | \$135.00 ea. | _____ |
| ☐ 35 to 45 feet | \$180.00 ea. | _____ |
| ☐ Over 45 feet | \$259.00 ea. | _____ |
| ☐ Live Bait Wells | \$38.00 ea. | _____ |
| ☐ Wash downs | \$38.00 ea. | _____ |
| ☐ Ice maker | \$40.00 ea. | _____ |
| ☐ Washer Dryer | \$48.00 ea. | _____ |

WINTERIZE AIR CONDITIONERS

- | | | |
|--|---------|-------|
| ☐ Air Conditioner System (one zone) | \$80.00 | _____ |
| ☐ Air Conditioner – Additional Zone | \$55.00 | _____ |

WINTERIZE HEAD (see Note #7)

- | | | |
|--|---------|-------|
| ☐ Pump Out Head or porta potty and disposal | \$30.00 | _____ |
| ☐ Winterize Head (must be empty) | \$78.00 | _____ |
| ☐ Winterize each additional head | \$60.00 | _____ |

OUTDRIVE SERVICE (Remove, Service & Reinstall – see Note #8)

- | | | |
|---|--------------|-------|
| ☐ Alpha outdrive, with water pump impeller replacement | \$575.00 ea. | _____ |
| ☐ Alpha/Bravo outdrive service, excludes water pump impeller replacement | \$275.00 ea. | _____ |
| ☐ Gear Lube Fluid Change | \$130.00 ea. | _____ |

CLOSED COOLING SYSTEM SERVICE (see Note #14)

- ☐ Service Gas Closed Cooling System (Change Antifreeze) \$345.00 + parts _____
- ☐ Service Diesel Closed Cooling System \$345.00 + parts _____

ENGINE OIL AND FILTER CHANGE (see Note #9)

- ☐ 8 Cylinder Oil Change 8.1L \$195.00 ea. _____
- ☐ 8 Cylinder Oil Change 8.2L, 7.4L \$185.00 ea. _____
- ☐ 6, 8 Cylinder Gas Engine Oil and Filter Change (excludes 7.4, 8.1, 8.2L) ... \$170.00 ea. _____
- ☐ 4 Cylinder Gas Engine Oil and Filter Change \$140.00 ea. _____
- ☐ Diesel Engine Oil & Filter Change (over 50hp) \$173.50 + parts ea. _____
- ☐ Diesel Engine Oil & Filter Change (under 50hp). \$119.00 + parts ea. _____
- ☐ Outboard Engine Oil & Filter Change (single engine). \$114.00 + parts ea. _____
- ☐ Outboard Engine Oil & Filter Change (twin engines). \$228.00 + parts ea. _____

GENSET OIL AND FILTER CHANGE

- ☐ Change Gas Genset Oil and Filter \$110.00 _____
- ☐ Change Diesel Genset Oil and Filter \$125.00 _____

BATTERIES (see Note #10)

- ☐ Remove batteries for customer pick up (Clarks Landing does not store) \$15.00 ea. _____

DOCKSIDE SERVICE

- ☐ Travel to your home or marina \$75.00 hr. _____

SHRINK WRAP (Includes canvas removal, door and zipper – see Note #11)

- ☐ Boat Wash Prior to Wrap \$2.50 ft. _____
- ☐ Up to 26 feet sport models \$17.00 ft. _____
- ☐ 27 to 34 feet sport models \$19.00 ft. _____
- ☐ 35 feet and up sport models \$22.00 ft. _____
- ☐ Aft cabin and bridge boats additional \$3.00 ft. _____
- ☐ Colored hull surcharge to prevent chaffing (see Note #11) \$1.50 ft. _____

BOTTOM PAINT *Special* Repainting performed over the winter.

- ☐ Repaint same color & one coat: Color _____ Paint _____ \$10.00 ft. + parts _____
- ☐ Repaint same color & two coats: Color _____ Paint _____ \$14.00 ft. + parts _____
- (Pricing above includes up to one hour of scraping and sanding.)
- ☐ Repaint Outdrives \$200.00 ea. _____
- ☐ Apply Prop Speed/Zinc Coat to Shaft/Props call for price _____
- ☐ Replace external zincs call for price _____

Storage Fees:**Winter Service Fees:**

Environmental Fee (Note #12) _____ \$30.00

Maryland Sales Tax _____

TOTAL DUE**25% Deposit** (due now) _____**BALANCE DUE**

Payment Options for customers that store with Clarks Landing:

- ☐ Pay in full **OR** ☐ Pay balance due in 3 equal payments on 12/15/17, 1/15/18 & 2/15/18

☐ Visa/MC #: _____ Security Code _____ Exp. Date: _____ Zip Code: _____

Name on Credit Card: _____ Address on card _____

I understand and agree to all rates, regulations, rules and provisions of this agreement.

I authorize the work to be done and payment to be made with this credit card.

Signed: _____ Date: _____

WINTERIZATION PROCEDURES NOTES

- NOTE #1** This is the date your boat will be ready for Winter Storage. Clarks Landing Yacht Yards will try to winter store your boat as close to this date as possible. Clarks Landing cannot guarantee an exact day your boat will be hauled. If Clarks Landing is to winterize the engine, they will do so when the boat is hauled out of the water. Until then, Clarks Landing assumes no responsibility. Clarks Landing will not be responsible for temperature related damage to the boat or engine for boats brought in after the first freeze.
***Clarks Landing is not responsible for freeze damage to engine, water system, A/C or waste systems on boats with contracts dated after first frost.**
- NOTE #2** Shop supplies fee covers items such as cleaners, grease, sealants, rags and miscellaneous hardware.
- NOTE #3 POWER WASHING BOTTOM**
- Boats stored at Clarks Landing Yacht Yards must have their bottoms power washed due to excessive odor and uncleanness.
 - All bottoms will be cleaned at time of haul out. We do not guarantee the removal of growth stains.
- NOTE #4 INBOARD/STERNDRIE GAS ENGINE WINTERIZATION PROCEDURES**
- Run engine and check for proper operation.
 - Coat carburetor, intake manifold, valves and combustion chamber with fogging oil. (Carbureted Gas engines only)
 - Drain block of sea water; fill internal water passages with non-toxic type of antifreeze and water solution with a rust inhibitor.
 - Spray external engine components with rust inhibitor to prevent corrosion.
 - Lubricate engine throttle and shift linkages to prevent seizure.
 - Fuel injected engines require a winterization procedure using a special mixture injected into the fuel system to coat and protect all internal engine components.
 - Inspect batteries as part of our winterization process. Customer will be notified of batteries that are dead or won't take charge.
- NOTE #5 INBOARD/STERNDRIE DIESEL ENGINE WINTERIZATION PROCEDURES**
- Run engine and check for proper operation.
 - Drain block of sea water, fill internal water passages with non-toxic type of antifreeze and water solution with a rust inhibitor.
 - Inspect batteries as part of our winterization process. Customer will be notified of batteries that are dead or won't take charge.
- NOTE #6 OUTBOARD MOTOR WINTERIZATION PROCEDURES**
- Run engine and check for proper operation.
 - Run engine and flush cooling system with antifreeze/rust preventative solution.
 - Spray power head and component parts with rust inhibitor solution.
 - Spray fogging oil through carburetor to protect combustion chamber from rust and corrosion.
 - Inspect lower unit for cracks or corrosion.
 - Drain gear case and refill with fresh gear lube.
 - Remove propeller and grease shaft. Reinstall propeller
 - Fuel injected engines require a special winterization procedure using a special mixture injected into the fuel system to coat and protect all internal engine components.
- NOTE #7** All boats hauled out or stored on Clarks Landing property must have waste tank pumped out before being hauled.
- NOTE #8 OUTDRIVE UNITS** - we recommend that all fluids are changed in the Fall.
- MERCUISER**
- Remove unit, inspect all components for wear.
 - Check gimbal bearing, universal joints, shaft splines, coupler splines and shift cable.
 - Drain and refill upper and lower gear housing with gear oil.
 - Remove propeller and grease shaft. Reinstall propeller.
 - Install drive unit on boat including new gasket kit.
 - Replace water pump. (Alpha drive service with water pump only)
- VOLVO PENTA**
- Volvo Penta Drives will be slightly higher due to the cost of parts; additional charges for parts will be added to final invoice.
- NOTE #9** Engine oil parts pricing will be adjusted to reflect additional cost of fluids for engines requiring synthetic oil.
- NOTE #10** Disconnecting of batteries or turning off switches only applies to winterization customers. (Land Storage)
- NOTE #11** Canvas left on boat at time of shrink wrap will be put inside of boat.
- Colored hull surcharge – protective anti chafe covering will be secured between the wrap and colored hull to prevent chaffing while shrink wrapped.
 - Clarks Landing does not provide shrink wrap for over the road service, we will recommend a sub-contractor for you to contact
- NOTE #12 ENVIRONMENTAL COMPLIANCE FEE \$30.00** This small fee will be added to your bill to offset expenses incurred to dispose of waste fluids and chemicals, and help maintain an environmentally safe marina. This also helps with recycling and disposing of environmental waste or environmentally sensitive debris.
- NOTE #13 FIRST MATE INSPECTION**
- Certified technicians inspect engines and systems.
 - Estimates are supplied at no charge to repair any items requiring service.
- NOTE #14 CLOSED COOLING SYSTEM SERVICE**
- Changing engine coolant is recommended every 3 years
 - Only applies to engines with heat exchangers

OUTSIDE WINTER STORAGE RULES & REGULATIONS

1. Any condition on or around a boat declared a hazard in the judgment of Clarks Landing Yacht Yards shall be removed to the satisfaction of Clarks Landing Yacht Yards and billed at the prevailing shop rate. Only non-toxic anti-freeze can be used on Clarks Landing Yacht Yards premises.
2. No open fires, tools or equipment that produce a flame are allowed on any boat, dock or property at Clarks Landing Yacht Yards. No heaters of any kind are permitted on boats during winter storage.
3. **No outside contractors are allowed on Clarks Landing premises.**
4. The term Winter Storage refers to Winter Space Rental. The Applicant is renting space whether in the water or on the land from Clarks Landing Yacht Yards.
5. Any space rental granted hereunder is with the distinct understanding and the applicant hereby agrees that Clarks Landing assumes no responsibility for the safety of any vessel moored at the docks or adjoining water during land storage. Clarks Landing will not be liable for fire, theft or damage to said vessel, its equipment or any property in or on said vessel, unless due to Clarks Landing's gross negligence, the applicant further agrees that the mooring and dry land space rental of any vessel hereunder shall be at their own risk.
6. All boats must be properly moored and tied with adequate mooring lines so as to prevent damage to other boats, docks or pilings. In the event the mooring lines for any boat are not strong enough to withstand existing conditions, Clarks Landing Yacht Yards shall have the right, but not the obligation, to replace said lines at the expense of the boat owner. If no lines or fenders are on boat at time of launch, new lines and fenders will be installed at customer's expense.
7. NO living or staying on the boat overnight is permitted while boat is on dry land storage.
8. The granting of slip space or dry land space rental hereunder is with the understanding and the applicant hereby agrees that Clarks Landing Yacht Yards assumes no responsibility for personal injuries sustained by the applicant, or any of the applicant's guests or employees, on Clarks Landing premises or piers unless due to Clarks Landing Yacht Yards gross negligence. Boat owners must maintain adequate insurance on their vessel. A minimum of three-hundred thousand dollar (\$300,000) liability insurance and full replacement value of vessel insurance, while boat is transported, moored or land stored at Clarks Landing Yacht Yards. Clarks Landing Yacht Yards will not be responsible for injuries (including death) or property damage resulting from, caused by use of dock or marina facilities, unless due to Clarks Landing Yacht Yards gross negligence.
9. Boats, motors and equipment of any kind, or articles placed in storage for repair or otherwise in possession of Clarks Landing Yacht Yards, are not insured by Clarks Landing Yacht Yards. All personal accessory articles and/or equipment of value should be removed from the boat BEFORE STORAGE PROCEDURE IS STARTED. We agree to use precaution to prevent loss or damage to the boat accessories, but we are not responsible for loss and damage, as may arise from fire, flood, windstorm, malicious mischief or any other conditions beyond our control.
10. Owners are responsible for making Clarks Landing Yacht Yards aware of any special hauling instructions. Most boats are hauled by travel lift, with nylon slings. Clarks Landing is not responsible for damage to boat, if boat is structurally unsound for method of hauling. Please contact our Service Department if you are unsure about the hauling of your boat.
11. Account balances must be paid in full before boat will be re-launched from Winter Storage. A service charge of 1 ½% per month – 18% annual rate, will be calculated on all amounts that are over 30 days past due.
12. In addition to filling out this Winter Storage contract, you will be required to fill out our Spring Launch sheet in March to expedite a timely launch.
13. Waste holding tanks must be empty prior to haul out. After haul out, no responsibility is accepted by Clarks Landing Yacht Yards for toilets and holding tanks unless Clarks Landing agrees to empty and winterize holding tank for a fee.
14. Clarks Landing Yacht Yards will make an effort to keep our wet storage ice free; however, in extreme weather conditions, we cannot guarantee the same, and therefore will not be held responsible for any ice related damage.
15. Non-toxic anti-freeze must be used for winterizing due to safety environmental regulations.
16. The applicant has read and agrees to carry out and abide by all the rules and regulations of Clarks Landing Yacht Yards, as set forth above, and will abide by any amendments that may be made.
17. Tarp covers are not to be used without the Service Managers approval to avoid wind damage loosening tarp and causing damage to this and/or other boats.
18. Clarks Landing and its employees may operate my vessel for purpose of testing, inspections or delivery at my risk. An express mechanics lien is acknowledged on vessel to secure amount of repairs thereto. Clarks Landing will not be held responsible for loss or damage to vessel or articles left in vessel in case of fire, theft, accident or any cause beyond our control.

Signature _____ Date _____

OWNER RESPONSIBILITIES & BOAT INSURANCE POLICY INFORMATION

Clarks Landing Marine Centers require the following maintenance items to be completed prior to hauling the boat for winter storage. Please sign below to confirm that all requirements have been met.

1. Clarks Landing does not store batteries. We will turn off switches or disconnect if no switch is present at no charge. Batteries will be left in your boat. Batteries are to be completely charged and topped off. Clarks Landing Marine Center assumes no responsibility for discharged or unserviceable batteries upon spring delivery. Batteries removed by the owner are to be reinstalled one week prior to spring commissioning.
2. All personal items and valuables have been removed from my boat, such as removable electronics, handheld VHF, C-Map chips, shore power cords, Dock lines, etc. Clarks Landing Marine Centers are not responsible for missing items during storage.
3. Fridge/Freezer/Icebox has been emptied of all liquids and perishables. Items left will be discarded.
4. Head systems have been pumped and cleaned prior to storing at Clarks Landing. If not I will authorize Clarks Landing to do so on the Winter Storage Agreement.
5. Fuel tanks need to be topped off prior to storing with Clarks Landing.
6. Outside contractors are not permitted to work on boats at our marinas.

Boat Insurance Co (REQUIRED) _____

Policy #: _____ Effective Date: _____

I agree to have completed the above listed maintenance items prior to haul out.

I will not hold Clarks Landing Marine Centers responsible for any damage to the boat, canvas or boat accessories due to storm, fire, theft, "acts of God" or any condition beyond our control while stored or transported by Clarks Landing Marine Centers.

Printed Name: _____

Signature: _____ Date: _____

WINTER SERVICE RECOMMENDATIONS

Please contact our Service Advisors for details, pricing and frequency recommendations and upgrades.

Mechanical

- Prop Reconditioning.
- Cutlass Bearing Inspection/Replacement
- Engine/Transmission oil analysis
- Exhaust Manifold, Riser and Elbow Inspection. (consider replacement if more than five years old)
- Outdrive Bellows Inspection. (consider replacement if more than five years old)
- Shaft/Rudder Packing Inspection.
- Hydraulic Swim Platform Installations
- Bow Thruster Installations
- Gas to Diesel Engine Conversions. (diesel engines available for stern drive and inboard conversions)
- Engine Replacements and Upgrades. (update to the latest technology, increase your fuel economy and reliability)

Electrical

- Flo-Scan Installation. (monitors fuel use allowing operator to optimize throttle and trim settings for improved fuel economy)
- Bonding System Inspection. (insures proper bonding of metal components in vessel to control corrosion)
- Cockpit TV Installation, Flat Screen TV Upgrades and Digital TV Converter Installations
- iPod Dock Installation, Stereo, Amplifier and Speaker Upgrades
- HD and Sirius/XM Stereo Installations
- Satellite TV System Installations (Raymarine or KVH)
- Flir Thermal Imaging Camera Installation.
- Camera Installations, Color or Black and White available. (engine room, aft facing or salon cameras connected to your plotter)
- Auto Pilot, Radar and Chart plotter Installations/Upgrades

Cosmetic

- Canvas Replacement. (Replace worn or outdated canvas. Change the color for a new look)
- Deck, Hull or Boot Stripe Replacement. (replace damaged striping or change the color for an updated look)
- Deck Hardware Replacement/Re-bedding. (Inspect for loose cleats, windlass or stanchions. Replace damaged hardware, re-bed hardware to prevent moisture intrusion into the coring)
- Fiberglass/Gel-Coat Repair. (repairing gouges, stress cracks and impact damage now will help retain the vessels value as well as increase the appearance)
- Wet Sanding of colored Hull Sides. (Wet sanded of colored gel-coat to remove the small scratches caused by fenders, rubbing the dock and faded gel-coat should be performed prior to waxing. Ask for a free evaluation/estimate)

Note: To better service you, we provide our customers with written estimates and quotes on repair work for your review prior to beginning any jobs.



REFER-A-FRIEND DISCOUNT

25% Off Winter Storage

For YOU & a FRIEND who DID NOT store with us during the 2016/2017 Winter Season

Your Name: _____

Friend's Name: _____

Friend's Contact Number: _____

Discount will be applied once we receive completed forms and payment from both parties. Applies to Clarks Landing Maryland locations only.



EARLY BIRD RAFFLE

Free Winter Storage

Submit your Winterization & Winter Storage Package before November 1, 2017 for a chance to win!

Your Name: _____

Boat Year: _____ Make & Model: _____

Applies to Clarks Landing Maryland locations only. We will draw one name from all packages submitted by November 1, 2017. This is for free land storage only. Winner will be announced in e-blast on November 2, 2017.