



Summer 2011

Preparing for Your Sea Trial

Congratulations on your boat purchase from Len's Cove Marina, and welcome to the Family! This letter is designed to answer some frequently-asked questions regarding your big day. We hope it's helpful!

Who is my Sea Trial Captain?

Doug Hyde is our Sea Trial Captain for the majority of sea trials. Doug joined Len's Cove Marina in 2007 and has been in the marine industry for over 21 years. As a Mercury Master Technician, Doug brings with him a wealth of experience both at the marine dealer level and as a past Technical Service Manager with Bombardier Sea-Doo and Mercury Marine. Doug has also attended MasterCraft University and is your Service Manager for all warranty concerns after the sale. You can reach Doug at 613-272-2581, or doughyde@lenscove.com.



What time is my sea trial?

On a typical day, we perform sea trials at 10:30 a.m., 1:30 p.m., and 3:30 p.m. Given our full schedule, we ask that you arrive at the marina 30 minutes before your arranged time.

What should I wear for my sea trial?

Even the nicest of sunny days can be a little chilly out on the water! It's wise to wear soft-soled shoes/sandals and bring a light rain jacket if necessary. You can check our [Portland weather forecast](#) to see what attire is best on your day.

What documents should I bring to the sea trial?

If we haven't already done so, we'll need to photocopy both sides of your driver's licence in order to transfer the vessel licence into your name.

If you are financing your boat, the paperwork may already be completed before your sea trial. We will call you in advance to clarify any outstanding items.

If you are not financing, we request the balance of payment in the form of a bank draft.

Where do I meet up with Doug?

On the day of your sea trial, we'll meet at the Marina in our Mariners' Mart. Your boat will be in the water at one of our docks (see below). If there is any paperwork to complete beforehand, we'll do it first. Then, it's boating time! Here is a map of Portland and our marina. For GPS users, we're at 1 Water St. Portland ON.



How long is the sea trial?

From arrival to departure, a sea trial normally takes between one and 1.5 hours. Our objective is to make sure you are completely satisfied with your boat. If this is your first purchase, perhaps you'll appreciate more time to visit our grounds, meet our staff, walk the docks, have lunch at our Galley Grill, and just breathe the air. There's no rush!

What do we do on the sea trial?

At dockside, we'll familiarize you with all of the features, options and other notable items on your boat. Then, we'll set out on Big Rideau Lake to discuss your boat's systems and go for a ride! There will also be a talk on safe boating practices, wake management, and helpful hints from our staff. Of course, if you have any questions, we're here to help.

Doug takes with him a Delivery Checklist to ensure we've covered everything and list any items that need follow-up. There might even be a quiz at the end! ☺

How many people can go out on the water?

The purpose of the sea trial is to discuss all aspects of your boat and perform an on-water demonstration to ensure your satisfaction. We've found that most families have the Captain and First Mate accompany Doug on the sea trial. This encourages better one-on-one time to go over all the necessary topics and ask questions in an informal setting. There can be a lot to absorb in a short amount of time. You are more than welcome to go out again afterwards to enjoy the Lake with your family & friends!

What is typically included in a "Water Package"?

Unless specified in your purchase details, here is what is typically provided in a Len's Cove water package:

The required safety gear to make your boat 'legal' on the water. This includes but is not limited to personal flotation devices (PFDs), a safety kit, paddle or anchor, fire extinguisher and other requirements already on the boat (eg. navigation lights). Some water package items can be upgraded at a nominal charge.

- Because there could be many size and quantity requirements (and personal preferences) for PFDs, Len's Cove Marina supplies two (2) PFDs in every safety kit.
- Since there are different usages for every boat (eg. boating during the day or night, boating on a small lake vs. a large lake), Len's Cove Marina does not supply flares in its water packages. These are available for sale in our Mariner's Mart.

The basic requirements for mooring your boat. The appropriate number of lines and fenders are included as well as fender lines and holders if necessary.

Other items to ensure enjoyment of your boat. The appropriate-sized starting battery and 'house' battery (if required) are provided, as well as a full tank of fuel (in new boats, unless otherwise specified), licence numbers and propeller.

What happens after the sea trial?

As we arrive back at the marina, we'll describe some useful docking techniques and tie up at the dock. Then we'll head back to the Marina office where we'll complete all remaining paperwork. Any items still left to address will be written down for follow-up.

Our Mariner's Mart is stocked with all the boating accessories you need, and more! During the sea trial, we'll discuss proper boat care – for example, how to treat the canvas or upholstery, and engine maintenance. We have a great selection of products for every application. Now would be a good time to stock up on items to keep your boat looking its best!



If I am trailering my boat away, what do I need to prepare?

Len's Cove will prepare the trailer licence paperwork necessary for you to tow your boat home. If a new trailer plate or a plate transfer is required, there will be a \$35 + HST fee due at your sea trial.

If you are trailering your boat after the sea trial, the towing capacity of your vehicle should be checked to ensure it meets the requirements of your boat/trailer package. Doug can provide any specifications before your sea trial.

In our Mariner's Mart, we stock various trailer harness adapters to correctly wire your vehicle to the trailer. **Please call Doug to discuss any concerns before your sea trial.**

After the paperwork is completed, we'll help you connect your trailer and vehicle at the marina. Then, we'll meet you with your boat and help to put it on the trailer at the Galley Grill (see above map). This is also a good time to discuss trailering techniques, good launching/hauling habits, and any other questions you have. Then you're off to enjoy your new boat!

We'll be in touch again as we approach your sea trial date. I look forward to going boating soon!

Sincerely,

Doug