



Dear Valued Customer,

Welcome to a New Year! With Spring just around the corner, we're ready to get you back on the water. As your partner in boating we've been working on cost-saving ideas to save you money this Spring. Our comprehensive Spring Commissioning Packages are more affordable than ever and will get your boat ready for a season of hassle-free boating. Our "Value Saver" packages are the most popular with our customers because they encompass many of the itemized services at a discounted price. This year we have added Value Saver packages for our diesel engine customers as well.

It is necessary for you to complete the enclosed form in its entirety with your requested launch date, credit card information and authorized signature. You can return the agreement via mail or fax to the location that services your vessel.

Spring is the busiest time of the year in the marine industry. Scheduling your launch date **now** will help ensure your boat is ready to go when it is most convenient for you. **With that in mind, we would like all Spring Commissioning forms returned no later than March 15, 2011.** Launch dates are first-come, first-served.

We are pleased to offer our assistance in preparing the Spring Commissioning forms for your boat. Please give your Service Advisor a call with any questions you may have. As always, we appreciate your continued business and look forward to taking care of all your boating needs. Your complete satisfaction is our #1 goal.

Sincerely,

Clarks Landing Marine Service Centers

"Your Partner in Boating"

P.S. Our Spring Parts and Service Department Hours are Monday – Friday 8:00am-4:30pm and Saturday 8:00am-2:00pm.

1442 Ford Road, PO Box 488, Shady Side, Maryland 20764 (410) 867-9550 Fax (410) 867-0303
1804 Crab Alley Drive, Chester, Maryland 21619 (410) 604-4300 Fax (410) 643-9309

Notes, Terms and Conditions

1. All accounts must be paid in full prior to launch, including your Spring Launch work orders.
2. It is the responsibility of the boat owner to notify Clarks Service Department of what type of bottom paint is currently on the vessel, so that Clarks can use the same type or one that is compatible.
3. Boat bottoms will be painted the same color as the existing color. If you would like a different color or a special paint please indicate in the space provided. Up to one hour of free scraping is included. If additional time is required you will be notified.
4. Sandblasting of boat bottom is only permitted if coordinated through the Service Department.
5. As a Maryland Clean Marina, the following procedures will be adhered to:
 - A. Use of tarps and vacuums to collect solid wastes produced by bottom cleaning, sanding, scraping and painting. Non-toxic residues are to be double bagged and disposed of in regular trash. Toxic residues (bottom paint) are to be disposed of by a licensed hauler.
 - B. Waste oil will be disposed of through a licensed hauler. Clarks Landing provides a tank for customer use via the Service Department. Oil filters are to be drained, dried and disposed of in an oil filter recycling drum located at the Clarks Landing Service Department.
 - C. Ethylene glycol (permanent antifreeze) must be recycled. It cannot be discharged on the ground or in the water.

Note: Clarks Landing has the right, but not the obligation, to clean up any violation and bill the responsible party accordingly.

6. With outdrive and outboard painting, if necessary, the first half hour of scraping and sanding will be free. Any additional time will be billed out as time and material.
7. The tune up includes compression testing, adjusting carburetor, setting timing, installing spark plugs, cap and rotor.
8. Commission Engines - Gas or Diesel includes: start engines and run to temperature, check engine alarms, voltage and oil pressure gauge readings, check navigation light, horn, wipers, bilge blowers and pumps, and top off fluids. Sea trial is not included.
9. Commission of Generator includes: Start engine and run to temperature, check alarms and gauges, check and top off fluid levels.
10. Commission Water Systems includes: all fresh water systems, air conditioning, ice makers, dish washers and clothes washer.
11. Stern Drive Service includes: removing the drive from the vessel, drain and pressure test. Fill with new gear lube, inspect universal joints, gimbal bearing and bellows, grease coupler splines, check alignment and re-install drive. With the Alpha Drive you have the option of replacing the water pump impeller while the drive is off the boat. Please indicate if you want this service with or without the impeller. The Bravo drive is the same service with the same option (with or without the impeller) with the exception that the water pump impeller is located on the motor.

12. Temporary slip tie-up: Customer does not need to be present at the time of launch if Clarks Landing commissioned vessel. Clarks Landing will notify the owner when the boat is launched and moored in a slip. The owner is to secure lines within 24 hours of notification. Mooring lines must be in the boat prior to launch date. If lines are missing or in questionable condition, new lines will be installed (2 bow, 2 stern and 2 spring lines) and billed to the customer.
13. Due to space limitations, it is imperative that you remove your boat after the work has been completed. Boats that remain on land or in the water for more than 5 days after completion of work will be subject to a storage fee of \$1.50 per foot per day. **(Please contact us about seasonal summer land storage at our Shady Side Service Center)**

Please read and abide by all Terms and Conditions of Clarks Landing Marine Centers. Our Service Departments are available to you if you have any questions.

Payment for parts and services is due upon completion of work. Authorization below allows Clarks Landing Marine Service to apply payment to your invoice. Please indicate your payment method.

MasterCard Visa

Card# _____ Exp. Date: _____

Please list the following for security purposes:

Name as printed on card

Security Code (on reverse side)

Billing address for credit card (required by the credit card company)

Authorized Signature

Current Date



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SPRING LAUNCH 2011

Name: _____ Date: _____
 Address: _____
 City: _____ State: _____ Zip: _____
 Phone: Home _____ Cell: _____ Email: _____
 Boat Name: _____ Reg.# _____
 Boat Mfg. _____ Year: _____
 Model: _____ Length: _____ ft. Beam _____ ft.
 Number of Engines: 1 2 Inboard Outboard I/O H.P. _____
 Engine Mfg: _____ Year: _____ Are we currently brokering your boat? _____
Requested launch date: _____

Clarks Landing has keys to boat I will drop off keys on _____ Date

SUPER VALUE SAVERS:

Our Most Popular Packages that SAVE YOU MONEY!

GAS ENGINES -Mercuriser, Volvo & Crusader

****RATES DO NOT INCLUDE PARTS****

- Value Saver Package: Single Engine Stern Drive: \$ 890.00** _____

Commission engine and all on-board systems, tune-up, compression test, check condition of belts and hoses , replace fuel filters, replace all zincs to include engine and drive, remove stern drive, grease fittings, check gimbal bearing, u-joints, hydraulic lines and replace water pump impeller, check for visible leaks, check engine alignment and advise of condition. Check fluid levels and top off, check dash gauges, draw test batteries. Sea trial vessel to check for proper operation.
- Value Saver Package: Twin Engine Stern Drive: \$1,246.00** _____

Commission engines and all on-board systems, tune-up, compression test, check condition of belts and hoses, replace fuel filters, replace all zincs to include engine and drive, remove stern drive, grease fittings, check gimbal bearings, u-joints, hydraulic lines and replace water pump impeller, check for visible leaks, check engine alignment and advise of condition. Check fluid levels and top off, check dash gauges, draw test batteries. Sea trial vessel to check for proper operation.

- Value Saver Package: Single Engine Inboard** **\$ 850.00** _____

Commission engines and all on-board systems, tune up, compression test, check condition of belts and hoses, replace fuel filters, check closed cooling system antifreeze level and condition, check underwater gear, check engine alignment and advise of condition, check lines and hoses, replace transom, engine and running gear zincs, replace water pump impeller, check and adjust stuffing boxes, draw test batteries, check for visible leaks. Sea trial vessel to check for proper operation.
- Value Saver Package: Twin Engine Inboard** **\$1362.00** _____

Commission engines and all on-board systems, tune up, compression test, check condition of belts and hoses, replace fuel filters, check closed cooling system antifreeze level and condition, check underwater gear, check engine alignment and advise of condition, check lines and hoses, replace transom, engine and running gear zincs, replace water pump impeller, check and adjust stuffing boxes, draw test batteries, check for visible leaks. Sea trial vessel to check for proper operation.

DIESEL ENGINES – Cummins, Volvo, Mann & Caterpillar: **RATES DO NOT INCLUDE PARTS**

- Value Saver Package: Single Engine, Inboard** **\$ 890.00** _____

Commission engine and all on-board systems, replace primary and racor fuel filters, replace engine and all external zincs, clean air seps, check seawater flow, inspect belts and hoses, check for visible leaks. Check fluid levels and top off, check dash gauges, draw test batteries. Sea trial vessel to check for proper operation.
- Value Saver Package: Twin Engine, Inboard** **\$1,068.00** _____

Commission engines and all on-board systems, replace primary and racor fuel filters, replace engine and all external zincs, clean air seps, check seawater flow, inspect belts and hoses, check for visible leaks. Check fluid levels and top off, check dash gauges, draw test batteries. Sea trial vessel to check for proper operation.
- Value Saver Package: Twin Engine, Pod/Zeus Drive** **\$1,068.00** _____

Commission engine and all on-board systems, replace primary and racor fuel filters, replace engine and all external zincs, clean air seps, check seawater flow, inspect belts and hoses, change drive fluid and grease props, check for visible leaks. Check fluid levels and top off, check dash gauges, draw test batteries. Sea trial vessel to check for proper operation.

GAS ENGINES - Itemized Services:****RATES DO NOT INCLUDE PARTS****

• Commission Single Engine	(see note #8)	\$ 75.00	_____
• Commission Twin Engines	(see note #8)	\$ 150.00	_____
• Commission Generator	(see note #9)	\$ 50.00	_____
• Commission Water Systems up to 31'	(see note #10)	\$ 125.00	_____
• Commission Water Systems 32' to 45'	(see note #10)	\$ 175.00	_____
• Commission Water Systems 46' and above	(see note #10)	\$ 225.00	_____
• Draw Test, check level and charge (2 batteries)		\$ 50.00	_____
• Draw Test, check level and charge (4 batteries)		\$ 100.00	_____
• Engine Tune Ups			
4 Cylinder Gas	(see note #7)	\$ 142.50	_____
6 Cylinder Gas		\$ 187.50	_____
8 Cylinder Gas		\$ 187.50	_____
• Engine Oil Change			
Single Gas Engine	(see note #5)	\$ 67.50	_____
Twin Gas Engines		\$ 135.00	_____
• Engine Fuel Filters			
Single Gas Engine		\$ 38.00	_____
Twin Gas Engines		\$ 76.00	_____
• Mercruiser & Volvo Digital Diagnostic Engine		\$ 109.00 ea.	_____
Performance test on later models.			
• Mercruiser Stern Drive Service			
Alpha without Impeller	(see note #11)	\$ 206.50 ea.	_____
Alpha with Impeller		\$ 262.50 ea.	_____
Bravo without Impeller		\$ 206.50 ea.	_____
Bravo with Engine Impeller		\$ 337.50 ea.	_____
• Volvo Stern Drive Service		\$ 206.50 ea.	_____
• Volvo Stern Drive Service with Engine Impeller		\$ 300.00 ea.	_____
• Engine Seawater Pump Impeller		\$ 150.00 ea.	_____
• Engine Closed Coolant Service		\$ 225.00 ea.	_____
• Inboard Shaft Alignment		\$ 225.00 ea.	_____
• Transmission Fluid Change		Estimate	_____
• Gas Generator Oil & Filter Change		\$ 67.50	_____
• Gas Generator Tune Up		\$ 89.00	_____
• Gas Generator Spin-on & Inline Fuel Filter Replacement		\$ 112.50	_____
• Gas Generator Zinc Replacement		\$ 40.00	_____

DIESEL ENGINES – Itemized Services:****RATES DO NOT INCLUDE PARTS****

• Commission Single Engine	(see note #8)	\$ 75.00	_____
• Commission Twin Engines	(see note #8)	\$ 150.00	_____
• Commission Generator	(see note #9)	\$ 50.00	_____
• Commission Water Systems up to 31'	(see note #10)	\$ 125.00	_____
• Commission Water Systems 32' to 45'	(see note #10)	\$ 175.00	_____
• Commission Water Systems 46' and above	(see note #10)	\$ 225.00	_____
• Draw Test, check level and charge (2 batteries)		\$ 50.00	_____
• Draw Test, check level and charge (4 batteries)		\$ 100.00	_____
• Engine Oil Change	Single Diesel (see note #5)	\$ 114.00	_____

	Twin Diesel	\$ 225.00	_____
• Engine Fuel Filters (Primary & Racors)	Single Diesel	\$ 133.50	_____
	Twin Diesel	\$ 260.00	_____
• Engine Zinc Service		\$ 131.25 ea.	_____
• Engine Sea Water Pump Impeller		Time & Materials	_____
• Transmission Fluid Change		Estimate	_____
• Inboard Shaft Alignment (Twin)		\$ 450.00	_____
• Diesel Generator Oil & Filter Change		\$ 75.00 ea.	_____
• Diesel Generator Primary & Racor Fuel Filter Replacement		\$ 112.50	_____
• Diesel Generator Zinc Replacement		\$ 75.00	_____

Outboard Services:

****RATES DO NOT INCLUDE PARTS****

• Oil and Filter Change		\$ 75.00 ea.	_____
• Tune Up, Fuel Filter & Spark Plugs		\$ 112.50 ea.	_____
• Outboard Gear Lube Change		\$ 37.50 ea.	_____
• Outboard Impeller Change		Call for Estimate	_____

Note: FREE COURTESY INSPECTIONS for all boats scheduled. FREE COURTESY WASH for every vessel that stored with Clarks Landing Marine Centers or dropped off at one of our facilities for Spring Commissioning.

Itemized Services Continued:

Bottom Painting & Other Services (see notes #2, #3 & #5): **RATES DO NOT INCLUDE PARTS**

• Repaint Bottom (all boats) color _____		\$ 12.00 ft	_____
• New Bottom Paint Color _____		\$ 19.00 ft	_____
• Scrape and Paint Outdrive (excessive growth will incur additional charges)		\$ 150.00 ea	_____
• Install New Batteries (Recommended every 3 Years)		Time & Materials	_____
• Replace Zincs (Drives, trim tabs, transom, generator)		Time & Materials	_____
• Prop Reconditioning		Call for Estimate	_____
• Sealand Head Tank Vent Filter Replacement		\$ 75.00 ea.	_____
• Shaft Cutlass Bearing Replacement & Alignment Check		\$ 300.00 ea.	_____
• Replace Engine or Generator Belts		Call for Estimate	_____
• Repaint Hydraulic Lift Systems		\$ 150.00	_____
• Remove Shrink Wrap & Install Canvas	up to 31'	\$ 75.00	_____
	up to 45'	\$ 112.50	_____
	46' and over	\$ 150.00	_____
• EPA Charge will be applied for bottom paints, fluid changes, zinc replacement, shrink wrap disposal		\$30.00	_____
• Wash & Wax Hull & Deck		Call for Estimate	_____
• Interior Detailing		Call for Estimate	_____
• Interior & Exterior Carpet Shampoo		Call for Estimate	_____
• Fiberglass Repairs		Call for Estimate	_____

