



1442 Ford Road, P O Box 488, Shady Side, MD 20764
1804 Crab Alley Drive Chester, MD 21619

410-867-9550 Fax 410-867-0303
410-604-4300 Fax 410-643-9309

2010-2011 Winter Storage Program

To Our Valued Customer,

With another great boating season almost behind us it's time to start making arrangements to store and winterize your boat. Please take a moment to review the enclosed information detailing the services Clarks Landing has to offer our customers this year.

Our 13-acre marina in Shady Side, MD offers storage for **ALL** power boat brands from 17' to 70'. Our 3-acre marina in Chester, MD location does haul-outs and storage for boats up to 38' and rack storage for boats up to 24'. Our state-of-the-art equipment can handle all your boating needs including: three travel lifts for hauling boats to 70 feet, two large concrete boat ramps, two large forklifts, hydraulic trailers and nicely graded lots that are fenced in and secure.

Our highly trained technicians are factory-certified in Mercruiser, Volvo (Diesel and Gas), OMC and Yanmar engines as well as Westerbeke and Kohler generators. Our yard crew will insure your vessel is completely taken care of so you can enjoy service, free of any hassles.

Benefits of Storing & Winterizing with Clarks Landing:

◆ **Early Bird 20% Storage Discount**

- ◆ Free Captain Boat Pick-Up (1 hr. distance from marina)
- ◆ Free Courtesy Inspection
- ◆ Free Courtesy Boat Wash in the spring
- ◆ Free Summer Short Haul
- ◆ Dock Side Winterization (Available)
- ◆ Fenced Secured Yards
- ◆ Wet Slips Available
- ◆ Discounts on winter repair work

Attached for your convenience:

- ◆ Winterization & Storage Agreement
- ◆ Winterization Procedure Notes
- ◆ Outside Winter Storage Rules
- ◆ Owners Responsibilities
- ◆ Recommended Maintenance

All you have to do is check the winter services you desire, sign the contract(s) and either fax or mail them back to us. You will also need to fill out and sign the **Owners Responsibilities Form** prior to our Service Department beginning any service. If you have any questions please call us. We are happy to walk through this with you.

Relax and enjoy the winter knowing your boat is in good hands and will be ready for another boating season in 2011. Please call us with any questions. Our hours are Monday through Friday from 8:00am to 4:30pm and Saturday from 8:00am to 12:00pm.

Best Regards,

Clarks Landing Marine Centers

Note: *20% storage discount for contracts turned into Clarks Landing by 11/01/10.

Clarks Landing Marine Centers

2010 Winterization & Storage Agreement

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Customer Name _____ Date _____ Home Phone _____
 Address _____ City _____ State & Zip _____ Work Phone _____
 Boat Mfg _____ Length _____ Beam _____ Fiberglass _____
 Requested Haul Date (Note #1) _____ Location of keys _____ Boat Name _____
 Engine Mfg. _____ HP _____ Inboard _____ Outboard _____ IO _____ Reg# (REQUIRED) _____
 E-Mail Address _____ Loyalty Card # _____

PLEASE CHECK DESIRED BOXES: Winterization Services include parts, labor and shop supplies (see Note 13)

STORAGE FEES: Choose your storage location:		TOTAL PRICE
<input type="checkbox"/> Outside Land Storage is billed for the season, October through May 15 th	18.00 ft.	_____
<input type="checkbox"/> Outside Slip Storage is billed for the season, October through April 1 st	40.00 ft	_____
<input type="checkbox"/> Electric is determined by boat size		_____
 MISCELLANEOUS YARD FEES		
<input type="checkbox"/> Haul, Pressure Wash, Block, Courtesy Wash and Spring Launch	9.00 ft	_____
<input type="checkbox"/> Unload from trailer and block or reverse	4.50 ft.	_____
<input type="checkbox"/> Haul, pressure wash and load on trailer – one way	8.00 ft.	_____
<input type="checkbox"/> Short Haul for Drive Maintenance	5.50 ft	_____
 WINTERIZE GAS ENGINES (see Note 5)		
<input type="checkbox"/> 6,8 Cylinder engines	267.00 ea.	_____
<input type="checkbox"/> 4 Cylinder engines	253.00 ea.	_____
<input type="checkbox"/> 6, 8 cylinder twin Engines	533.00 ea	_____
<input type="checkbox"/> Engine Compression Test	98.00 ea.	_____
 WINTERIZE DIESEL ENGINES (see Note 5)		
<input type="checkbox"/> Diesel engines	324.00 ea.	_____
<input type="checkbox"/> Diesel Engine Inspection	98.00 ea.	_____
 WINTERIZE OUTBOARD/SPORT JET (see Note 7)		
<input type="checkbox"/> All Sport Jets	186.00 ea.	_____
<input type="checkbox"/> Outboards Up to 50 HP	158.00 ea.	_____
<input type="checkbox"/> Outboards Over 50 HP	215.00 ea.	_____
 WINTERIZE WATER SYSTEMS (Includes Hot Water System and Shower Sump)		
<input type="checkbox"/> Up to 25 feet	79.00 ea.	_____
<input type="checkbox"/> 26 to 34 feet	124.00 ea.	_____
<input type="checkbox"/> 35 to 45 feet	188.00 ea.	_____
<input type="checkbox"/> Over 45 feet	259.00 ea.	_____
<input type="checkbox"/> Live Bait Wells (no Limit)	47.00 ea.	_____
 WINTERIZE WASHER DRYER		
<input type="checkbox"/> Winterize Washer Dryer	56.00 ea.	_____
 WINTERIZE GENERATORS		
<input type="checkbox"/> Gas/Diesel	144.00	_____
 WINTERIZE AIR CONDITIONERS		
<input type="checkbox"/> Air Conditioner System (one zone)	118.00	_____
<input type="checkbox"/> Air Conditioner – Additional Zone	79.00	_____
 WINTERIZE HEAD (see Note 4)		
<input type="checkbox"/> Pump Out Head	15.00	_____
<input type="checkbox"/> Winterize Head (must be empty)	118.00	_____
<input type="checkbox"/> Winterize each additional head	59.00	_____
 OUTDRIVE SERVICE (Remove, Service & Reinstall – see Note 6)		
<input type="checkbox"/> Alpha outdrive, with water pump impellor replacement	584.00 ea.	_____
<input type="checkbox"/> Alpha/Bravo outdrive service, excludes water pump impellor replacement	249.50 ea.	_____
<input type="checkbox"/> Gear Lube Fluid Change	98.00 ea	_____

CLOSED COOLING SYSTEM SERVICE

- Winterize Gas Closed Cooling System (Change Antifreeze) 147.00 + Parts ea. _____
- Winterize Diesel Closed Cooling System 294.00 + Parts ea _____

ENGINE OIL AND FILTER CHANGE

- 8 Cylinder Oil Change 7.4L 157.00 ea. _____
- 8 Cylinder Oil Change 8.1 L 157.00 ea. _____
- 6, 8 Cylinder Gas Engine Oil and Filter Change (excludes 7.4, 8.1 L) 148.00 ea. _____
- 4 Cylinder Gas Engine Oil and Filter Change 125.00 ea. _____
- Diesel Engine Oil and Filter Change 133.00 ea. + materials _____

GENSET OIL AND FILTER CHANGE

- Change Gas Genset Oil and Filter 126.00 _____
- Change Diesel Genset Oil and Filter 144.00 _____

BATTERIES (see Note 9)

- Disconnect and Leave in Boat N/C _____

DOCKSIDE SERVICE Same rates as above plus travel time _____

SHRINK WRAP (Includes Canvas Removal – see Note #3)

SPORT BOATS/SPORT YACHTS

- Up to 29 feet 16.00 ft. _____
- 30 to 41 feet 18.00 ft. _____
- 42 feet and up 21.00 ft. _____
- Colored hull Surcharge to prevent chaffing (see Note #3) 1.50 ft _____
- Install door with zipper 29.00 ea _____

AFT CABIN/BRIDGE BOATS

- 30 to 42 feet 22.00 ft. _____
- 43 feet and up 25.00 ft. _____
- Colored Hull Surcharge to prevent chaffing (see Note #3) 1.50 ft _____
- Install Mildew Bags 6.00 ea _____
- Install door with zipper 29.00 ea _____

MISCELLANEOUS SERVICES

- Recondition Prop (s) Sublet billing _____
- Additional services _____
- Environmental Compliance Fee (see Note #1) \$30.00 _____

SUBTOTAL _____
 20% Discount _____
 TAX _____
 TOTAL DUE _____
 DEPOSIT _____
 NET DUE _____

(20% Land Storage discount for contracts & deposits received by 11/01/2010)
 Maryland Sales Tax.....

Deposit of 25% of total due

PAYMENT IN FULL DUE BY 12/31/2010 * * Unless paying by payment plan of 4 equal payments:

1st payment due by 12/31/2011, 2nd by 1/31/2011, 3rd by 2/28/2011 and 4th by 3/31/2011

Credit Card: Visa/Mastercard: _____ Security Code _____ Exp Date: _____
 Name on Credit Card: _____
 Billing address for credit card (required) _____

I understand and agree to all rates, regulations, rules and provisions. I authorize the work to be done and payment via my credit card as above. Clarks Landing and its employees may operate 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.

Signed: _____ Date: _____

ADDITIONAL SERVICES (Please specify below)

WARRANTY REPAIRS - Do You Have Any Warranty Repairs To Be Performed? Please specify below.

WINTERIZATION PROCEDURES NOTES

- NOTE #1** This is the date your boat will be ready for Winter Storage. Clarks Landing Marine Centers 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 Boat & Yacht Sales 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.
- NOTE #2** All boats must be ready for re-entry on or before the requested launch date, unless prior written arrangements were made. If your boat is not ready for re-entry at this time and the boat has to be relocated on land, a \$75.00 charge will be levied. Any land storage boat not ready to be launched by May 31, 2011 will be charged for land storage at a rate of \$.50 per foot per day, as well as any in-water storage boat must be removed by 4/30/11. Boats will be launched based on your requested launch dates and your boat's position in the yard. There are no guarantees your boat will be launched on the exact date requested.
- NOTE #3** Canvas left on boat at time of shrink wrapping will be put inside of boat. Customer will be notified by phone on approximate date of shrink wrapping.
- **Colored hull surcharge – a foam pad will be secured between the wrap and colored hull to prevent chaffing while shrink wrapped.**
 - **Clarks Landing does not provide shrink wrap over the road service, we will recommend a sub-contractor that you can call and contract.**
- NOTE #4** All boats hauled out or stored on Clarks Landing property must have waste tank pumped out before being hauled.
- NOTE #5** **INBOARD MOTOR WINTERIZATION PROCEDURE**
- Run engine and check for proper operation.
 - Coat carburetor, intake manifold, valves, combustion chamber, and exhaust system with protective coating. (Gas only)
 - Drain block of sea water, then fill internal water passages with a non-toxic type of antifreeze and water solution which contains a rust inhibitor.
 - Spray CRC 6-56 on all external engine parts to prevent corrosion.
 - Lubricate all engine carburetor and shift linkage to prevent seizure. (Gas only)
 - Seal exhaust and intake to prevent damage from salt air from penetrating winterized engine.
 - Fuel injected engines require a winterization procedure using a special mixture injected into the fuel system to coat and protect all internal engine components. (Gas only)
 - Inspect batteries as part of our winterization process. Customer will be notified of batteries that are dead or won't take charge.
- NOTES #6** **OUTDRIVE UNITS** Power wash to remove algae. We recommend that all fluids are changed in the Fall.
- MERCUISER**
- Remove unit, inspect all components for wear.
 - Check universal support bearing, shaft 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.
 - Inspect water pump. (alpha only)
- NOTE #7** **OUTBOARD MOTOR WINTERIZATION PROCEDURE**
- 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 CRC 6-56.
 - Spray rust and corrosion preventative oil through carburetor reeds, internal engine components and exhaust passages from damaging salt air and corrosion.
 - Spray wires, electrical equipment and starter with CRC 6-56.
 - Add fuel conditioner to fuel system.
 - Apply waterproof lubricant to all moving parts.
 - Check lower unit for cracks.
 - Drain gear case and refill with fresh gear lube.
 - Remove propeller and grease shaft. Reinstall propeller.
 - For fuel injected and Opti-Max motors, a special winter storage mixture will be injected into the fuel system to coat and protect all internal engine components.
- Any additional work will be billed to the customer on a separate charge. Customer will be notified of all major repairs before work is performed.
- NOTE #8** **POWER WASHING BOTTOM**
- Boats stored at Clarks Landing Boat Sales must have their bottoms power washed due to excessive odor and uncleanliness.
 - All bottoms will be cleaned at time of haul out.
 - We do not guarantee the removal of growth stains.
- NOTE #9** Disconnecting of batteries only applies to winterization customers. (Land Storage)
- NOTE #10** We make every effort to keep our wet storage areas ice free; however, in extreme weather conditions, we cannot guarantee same, and therefore will not be held responsible for any ice related damage.
- NOTE #11** **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 also help maintain an environmentally safe marina. This fee also helps pay for the costs of recycling and disposing of environmental waste or environmentally sensitive debris.
- NOTE #12** For security measures, it is advised that boat owners remove all personal belongings and valuable items from their vessel prior to Winter Storage: props, electronics, loose gear, etc. Clarks Landing is not responsible for freeze damage to engine, water system, A/C system or waste systems on boats with contracts dated after first frost.
- NOTE #13** Shop supplies fee covers items such as cleaners, grease, sealants, rags and miscellaneous hardware.
- NOTE #14** **Free Captain Pick-Up for vessels storing with Clarks landing within a 1- hour radius. For vessels 26' and under, we provide free pickup by trailer that are within a 30 mile radius if storing with Clarks landing.** Call for pricing if your vessel is outside of our range, we have competitive pricing. Boat owner is responsible to have the boat ready for pick-up.

OUTSIDE WINTER STORAGE

RULES AND REGULATIONS

1. Any Condition on or around a boat declared a hazard in the judgment of Clarks Landing Marine Centers shall be removed to the satisfaction of Clarks Landing Marine Centers and billed at the prevailing shop rate. Only non-toxic anti-freeze can be used on Clarks Landing Boat Sales premises.
2. No open fires, tools or equipment that produce a flame are allowed on any boat, dock or property at Clarks Landing Marine Centers. 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 Boat Sales.
5. Any granting of space rental hereunder is with the distinct understanding and the applicant hereby agrees that Clarks Landing Boat Sales, 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 Boat Sales' gross negligence, the applicant further agrees that the mooring and dry land space rental of any vessel hereunder shall be at his 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 Marine Center 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 or slip space or dry land space rental hereunder is with the understanding and the applicant hereby agrees that Clarks Landing Marine Centers 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 Sales' 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 Boat Sales. Clarks Landing Marine Centers 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 Boat Marine Centers gross negligence.
9. **Boats, motors and equipment of any kind, or articles placed in storage for repair or otherwise in possession of Clarks Landing Boat Sales, are not insured by Clarks Landing Boat Sales. 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 Marine Centers aware of any special hauling instructions. Most boats are hauled by travel lift, with nylon slings. Clarks Landing Marine Centers is not responsible for damage to boat, of 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 Marine Centers for toilets and holding tanks unless Clarks Landing agrees to empty and winterize holding tank for a fee.
14. Clarks Landing Marine Centers will make an effort to keep our wet storage ice free; however, in extreme weather conditions, we cannot guarantee same, and therefore will not be held responsible for any ice related damage.
15. Boat owner is responsible for the removal of all bilge drain plugs.
16. Due to safety and environmental regulations, any customer winterizing their boat at Clarks Landing Marine Centers must use non-toxic anti-freeze.
17. The applicant has read and agrees to carry out and abide by all the rules and regulations of Clarks Landing Marine Centers, as set forth above, and will abide by any amendments that may be made.

Signature _____ Date _____



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OWNER RESPONSIBILITIES

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 disconnect items at no charge and leave them 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.
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 # _____ Eff. 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: _____

Signed Name: _____ Date: _____

Please return this form with the Agreement. Thank you!



Recommended Winter Maintenance

All work discounted during the Winter Months.

Please contact your Service Department for a quote!

Mechanical

- ◆ Prop Reconditioning - 10% discount thru 3-15-2011
- ◆ Strut Cutlass Bearing – If they are worn or cracked they need replaced
- ◆ Would you like your engines surveyed, or engine oil analyzed?
- ◆ Sea Strainers and Sea Cocks - Cleaning and lubrication
- ◆ Engine Manifolds, Risers & Elbows – Consider replacing them if they are more than five years old before it creates engine damage.
- ◆ Transmission Fluid - Should be changed at least every 2 years.
- ◆ Shaft log and Rudder boxes - Check for leaks
- ◆ Out Drive Services - Helps prevent future major damage
- ◆ Engine tune-ups and water pump impellers – Helps improve performance and fuel economy
- ◆ Generator tune-up and water pump impeller
- ◆ Ask for a quote for fuel Flo-Scan installation - Controls fuel economy
- ◆ Engine up-grades - We do it all!

Electrical

- ◆ Have your electrical connections checked and coated to prevent corrosion
- ◆ Flat Screen TV with DVD now the time to up-grade to digital
- ◆ Sirius Radio
- ◆ Electronics up-grade

Cosmetic

- ◆ New Canvas – 10% Discount through 3/15/2011.
- ◆ Bottom painting
- ◆ New Deck and Hull Striping - Give your boat a fresh look
- ◆ New Deck hardware – We can replace existing hardware and re-bed
- ◆ Fiberglass Repair - Call for an estimate and get in the schedule early

Call us for a FREE estimate and SPECIAL reduced winter prices:

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