



September 4, 2009

TO: All Shipyard Marine, Inc. Customers
RE: Winter Service - Lay Up

With the end of the 2009 season coming upon us, we will begin winterizing and hauling boats out sometime in October, weather dictating. If you desire any service work on your boat during the off-season, please call as soon as possible to make arrangements at our Green Bay location, 920-434-2000.

Take advantage of the 5% discount on any winter storage contract **paid in full** by October 1st!

TO OUR RACK CUSTOMERS:

As in years past, we will offer a “special” on fuel stabilizing and engine fogging. Any rack customer who wishes to have their oil and filter changed, and drive service done on Alphas, Bravos, and Duoprops will receive FREE fog and stabil on each engine that the above services are performed.

Remember that if your boat is on a second or third level rack, service must be done before the larger boats are pulled out and stored on the floor, when access to your boat will be blocked off.

If you have any questions or concerns, feel free to contact us. Please call early to schedule your service needs. Our projected rack closing date is October 11, 2009.

Thank you,

Andrew Howitt

Andrew Howitt
President

WINTERIZATION CHARGES 2009 - Shipyard Marine Inc. 920 434-2000

*****PLUS SHOP SUPPLIES AND ENVIROMENTAL FEES ON ALL JOBS**

OPERATION

STERN DRIVES AND INBOARDS

HEATED STORAGE

- ▶ **FOG AND STABIL ONLY, DISC BATTERY - HEATED STORAGE**
- ▶ RACK SPECIAL FOR RACK CUSTOMERS
- ▶ BLEACH WATER SYSTEM, INDOOR RACK CUSTOMERS, per tank

COLD STORAGE

- ▶ **WINTERIZE, ALL 4 CYL, V6 AND 8 CYL**
Includes drain block, run in nontox antifreeze to -40, fog and stabilize fuel
INBOARD/OUTBOARD (I/O)
INBOARD (IB) see note below
Ski or wakeboard boats
- ▶ **BALLAST TANKS** Ski or wakeboard boats, **PER TANK**, includes 2 gallons pink
Note: if furniture, hatches must be moved to access engines, additonal cost



OIL CHANGES

- All 4 cyl, V6, small block V8 (up to 5 quarts of oil)
- V8 Big Blocks - 7 quarts of oil
- 496, 496 HO, 525's that use 10+ quarts of oil, RACING FILTERS EXTRA!
SCi's, custom HP motors, will be by straight time and material
- DIESEL OIL CHANGE** Rotella 15w40 - PLUS filters and oil
- TRANSMISSION** - Inboards PLUS quarts of oil used

DRIVE SERVICES

- Includes removal, alignment check, lube change, pressure check for leaks, grease u joints, install new mounting gaskets/o-rings, parts/lube
- All Alpha, Bravo I, II, III, OMC and Volvo SX/DP drives, see note
NOTE: All high performace drives with stand off boxes, drives with external steering or tie bars, additional charge for drive service- (twin engine; triples extra)
- ▶ **Gear lube change only - no testing! Should be done annually**

Change Fuel / Water separator - Merc Filter

- ▶ **GENSET winterize, fog, stabil**
- ▶ **GENSET oil change, gas gensets only**
- ▶ **GENSET oil change, diesel - time and material**

*****PLUS SHOP SUPPLIES AND ENVIROMENTAL FEES ON ALL JOBS**

OPERATION

MISC. CHARGES / SERVICES AS REQUIRED

- ▶ PUMP OUT HEAD, Plus chemical treatment as requested/required
 - ▶ WATER SYSTEM OR HOT WATER HEATER, winterize with pink non tox
 - ▶ HEAD UNIT, *PER HEAD*, winterize with pink non toxic antifreeze
 - ▶ AC UNITS, *PER UNIT*, winterize with pink non toxic antifreeze
 - ▶ ICE MAKERS, *PER UNIT* winterize with pink non toxic antifreeze
 - ▶ COOLANT change - CLOSED COOLING SYSTEMS @ 5 years, inc. 5 gal DexCool
 - ▶ BATTERY - removal or installation of new (removal included in winterization specials)
- ** INCLUDED IN PRICE; REQUIRED AMOUNTS OF PINK NON TOXIC ANTIFREEZE**

CLEANING SERVICES - WITH STORAGE

- ▶ STEAM CLEAN CARPETS - PER AREA (CABIN, COCKPIT, ETC)
- ▶ ***** ALL WASH, WAX, BUFF, DETAIL SERVICES ARE BY LINEAR FOOT *****
- ▶ BOTTOM PRESSURE WASH *per linear foot* BOTTOM PAINTED HULL
- ▶ BOTTOM PRESSURE WASH *per linear foot* NOT bottom painted
- ▶ **BUFF - definition:** buffing of a boat using a gelcoat compound to restore luster.
- ▶ **WAX - definition:** applying **one** coat of wax, a power wheel maybe used when waxing
- ▶ **WASH - definition:** washing of a boat using appropriate soaps, not chem treatments
- ▶ **Painted boats (Imron, etc) can NOT be buffed with compounds, ask for quote**

▶ THE SERVICES LISTED BELOW ARE FOR UNDER 37', LARGER BOATS ARE BY CUSTOM QUOTE

WASH AND WAX

- ▶ Wash and wax deck exterior above rub rail, including arch (non skid areas excluded)
- ▶ Wash and wax sides of boat, rub rail down -sides of hull only
- ▶ Wash and wax bottom of boat
- ▶ Wash and wax complete boat bottom from rub rail down
- ▶ Wash and wax complete exterior of boat, including arch

WASH, BUFF AND WAX

- ▶ Wash, BUFF and wax exterior above rub rail, including arch (non skid areas excluded)
- ▶ Wash, BUFF and wax sides of boat, rub rail down - sides of hull only
- ▶ Wash, BUFF and wax bottom of boat
- ▶ Wash, BUFF and wax complete boat bottom from rub rail down
- ▶ Wash, BUFF and wax complete exterior of boat, including arch

COMPLETE DETAIL OF BOAT

- ▶ Wash and wax exterior, clean interior, carpets on deck, NO BUFF of exterior
- ▶ Wash and wax exterior, clean interior, carpets on deck, BUFF of exterior



OPERATION

OUTBOARD WINTERIZATION

Includes fog/stabil/gear lube change, pressure/vacumn check of gear case

- ▶ Up to 149 HP, price does NOT include gear lube, billed as needed
- ▶ 150 HP and up, prices does NOT include gear lube, billed as needed
- ▶ VERADO'S winterzation only! Fog and stabil
- ▶ Trailerable shrink wrap special 20' and less

STORAGE

SHRINK WRAP per linear foot

- ▶ 18' and up, NOT wide beam (8' 6")
- ▶ 25' - 28' wide beam
- ▶ 29' - 38' Express Cruiser
- ▶ 28' Bridge and up
- ▶ DOOR- Add shrink wrap access door

STORAGE OPTIONS** - PER SQUARE FOOT - L.O.A. !

- ▶ OUTSIDE COLD + REQUIRED JACK STANDS (min 4, max 6)
 - ▶ INSIDE HEATED + REQUIRED JACK STANDS (min 4, max 6)
 - ▶ INSIDE COLD STORAGE + REQUIRED JACK STANDS (min 4, max 6)
***INCLUDES LIFT, PRESSURE WASHING AND SPRING RESET*
- 5% DISCOUNT ON ANY STORAGE CONTRACT PAID IN FULL BY OCT 1ST**
- ▶ JACK STAND RENTAL - EACH (blocking material included)
 - ▶ ADDITIONAL LIFTS OR RESETS - per linear foot - FORKLIFT
TRAVEL LIFT

- ▶ BOAT TRANSPORT - *CHARGED PER HOUR -TOTAL TRAVEL TIME*
- ▶ STORAGE CUSTOMER BOAT TRANSPORT

Recommended Services: All boats - Whether in heated or cold storage:

Recommended Services: All boats - Whether in heated or cold storage:

1. Oil Changes for engines and generators is **HIGHLY** recommended to be done in the fall. This prevents your engines from sitting in caustic acidic oil all winter.
2. Gear lube should be changed **EVERY** year in the fall.
3. A drive service should be done every **OTHER** year in the fall.
4. Engine seawater pump impellers, should be changed every 2-3 years, dependant upon the clarity of the water you boat in. Sand and muck shorten the lifespan of those items.
5. Generator impellers should be done on the same schedule.
6. Change fuel / water separator filters.
7. Closed cooling equipped boats should have the extended life coolant changed every 5 years at a minimum. 3-4 years if you boat a large number of hours annually. The manufacturer's lifespan of the coolant is **only five years!**
8. Pump out waste tanks
9. Drain water systems (including ballast tanks in ski boats)
10. Add fuel stabilizer to each gas tank
11. Fog engines with protective oil
12. Disconnect batteries

In heated storage, the additional following items are recommended:

1. Bleach water systems to prevent bacteria growth.

In cold storage, these additional items **MUST** be performed:

1. Winterize water systems with non toxic pink antifreeze.
2. Winterize engines (including generators) with green antifreeze
3. Change gear lube! (Water in the drive can cause case/seal failure!)
4. Remove batteries.
5. Shrink wrap if stored outside in the elements.

Be prepared for spring!

As part of our normal winterization procedures, we will advise you of additional work required that we find. Prop repairs, skeg repairs, canvas, gelcoat, fiberglass, electronics, custom work and general maintenance items are excellent examples of work that can be performed over the winter by us. Some items must be performed in the spring, such as tune ups.

If your boat is stored in our rack system, we MUST know by Oct. 1st if you require additional services.

Recommended Services: All boats - Whether in heated or cold storage:

1. Oil Changes for engines and generators is HIGHLY recommended to be done in the fall. This prevents your engines from sitting in caustic acidic oil all winter.
2. Gear lube should be changed EVERY year in the fall.
3. A drive service should be done every OTHER year in the fall.
4. Engine seawater pump impellers, should be changed every 2-3 years, dependant upon the clarity of the water you boat in. Sand and muck shorten the lifespan of those items.
5. Generator impellers should be done on the same schedule.
6. Change fuel / water separator filters.
7. Closed cooling equipped boats should have the extended life coolant changed every 5 years at a minimum. 3-4 years if you boat a large number of hours annually. The manufacturer's lifespan of the coolant is only five years!
8. Pump out waste tanks
9. Drain water systems (including ballast tanks in ski boats)
10. Add fuel stabilizer to each gas tank
11. Fog engines with protective oil
12. Disconnect batteries

In heated storage, the additional following items are recommended:

1. Bleach water systems to prevent bacteria growth.

In cold storage, these additional items **MUST** be performed:

1. Winterize water systems with non toxic pink antifreeze.
2. Winterize engines (including generators) with green antifreeze
3. Change gear lube! (Water in the drive can cause case/seal failure!)
4. Remove batteries.
5. Shrink wrap if stored outside in the elements.

Be prepared for spring!

As part of our normal winterization procedures, we will advise you of additional work required that we find. Prop repairs, skeg repairs, canvas, gelcoat, fiberglass, electronics, custom work and general maintenance items are excellent examples of work that can be performed over the winter by us. We offer a 15% discount on LABOR for work scheduled with us in the fall and completed by April 30th. Some items must be performed in the spring, such as tune ups.

If your boat is stored in our rack system, we MUST know by Oct. 1st if you require additional services.