



## **POWER AND SAILBOAT WINTER STORAGE**

September 2020

Dear Valued Customer,

We lowered the cost to winter land store your power or sailboat up to 70 ft. at Clarks Landing's Shady Side Yacht Yard. If you compare our prices, you will find they are some of the least expensive and best value in Maryland. If you are thinking about selling your boat, we have a Free Winter Land Storage Brokerage Boat Program!

Here are some of the benefits you'll get this year:

- The Super Saver Winter Land Storage Special price is \$22.00 per foot this year which includes a free boat wash in the Spring.
- You can hire outside contractors, with proper insurance and our approval for them to work on your boat or you can do your own work.
- Captains pickup for power boats 35 to 70 ft. within one-hour travel time by water if Clarks Landing is storing and winterizing your boat.
- Over the Road Winterization Services Available at your boat.
- Inexpensive winter Land Storage for Boats on Trailers.
- Easy two (2) Payment Plan Available.

Brokerage Power and Sailboat Winter Storage Special:

- Free Winter Land Storage for Listed and Sold Brokerage Boats call for details.
- Eight (8%) percent Brokerage Boat Commission fee for boats sold for \$75,000 to \$500,000
- Seven (7%) percent Brokerage Boat Commission fee for boats sold for over \$500,000
- Negotiable Brokerage Boat Commission fee for boats sold for over \$1,000,000

We're here to serve you. Our Service Advisors will gladly help you fill out your Winter Storage Packet. Please call us for details and questions regarding discounts and services.

Our Fall/Winter 2020 Service Department hours are Monday through Friday from 8:00am to 4:30pm and Saturday from 9:00am to 4:00pm. Security gate will only be open during office hours.

**Please let us know if you would like a copy of the 2020-21 Winter Storage Program or visit our website at [www.clarkslanding.com](http://www.clarkslanding.com)**

**Clarks Landing Service Team** (Annapolis Area)

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# CLARKS LANDING YACHT SALES 2020/2021 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 # of Engines: \_\_\_\_\_

Location of Boat/Slip #/Keys: \_\_\_\_\_ Boat Name: \_\_\_\_\_

Requested Date for Haul (Note #1) OR Over the Road Service Call: \_\_\_\_\_

## WINTERIZATION SERVICES:

### STORAGE FEES:

### TOTAL PRICE

- Boat Land Storage, October to May 31<sup>st</sup> ..... \$22.00 ft. \_\_\_\_\_
- Pick up boat by trailer for storage at Clarks Landing ..... call for price \_\_\_\_\_
- Monthly land storage for boats on trailer under 28 ft. .... \$100.00 \_\_\_\_\_
- Monthly land storage for boats on trailer 28 ft. and over ..... \$150.00 \_\_\_\_\_

### MISCELLANEOUS YARD SERVICES

- Power Boat: Haul, Pressure Wash, Block and Spring Launch (Note #3). .... \$11.50 ft. \_\_\_\_\_
- Sailboat: Haul, Pressure Wash, Block and Spring Launch (Note #3) ..... \$13.50 ft. \_\_\_\_\_
- Unload from trailer and block or load on trailer ..... \$10.00 ft. \_\_\_\_\_
- Haul, pressure wash and load on trailer – one way ..... \$12.50 ft. \_\_\_\_\_
- Short Haul, pressure wash, launch. .... \$9.00 ft. \_\_\_\_\_

### WINTERIZE ENGINES (see Note #4, #5)

- 4, 6 and 8 Cylinder gas engines ..... \$250.00 ea. \_\_\_\_\_
- Engine Compression Test (Gas only) ..... \$T & M \_\_\_\_\_
- Diesel engines ..... \$350.00 ea. \_\_\_\_\_
- Gas or Diesel Generator ..... \$175.00 ea. \_\_\_\_\_
- Stabilize Fuel ..... \$T & M \_\_\_\_\_

### WINTERIZE OUTBOARD/SPORT JET (see Note #6)

- All Sport Jets ..... \$150.00 ea. \_\_\_\_\_
- Outboards Up to 50 HP ..... \$175.00 ea. \_\_\_\_\_
- Outboards Over 50 HP ..... \$230.00 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. \_\_\_\_\_
- Icemaker ..... \$40.00 ea. \_\_\_\_\_
- Washer Dryer ..... \$48.00 ea. \_\_\_\_\_

**WINTERIZE AIR CONDITIONERS**

- Air Conditioner System (each unit) ..... \$95.00 ea. \_\_\_\_\_
- Beneteau Air Conditioner 50 Ft. & Over..... \$T & M \_\_\_\_\_

**WINTERIZE HEAD** (see Note #7)

- Pump Out Head or porta potty and disposal ..... \$125.00 ea. \_\_\_\_\_
- Winterize Head (must be empty) ..... \$90.00 ea. \_\_\_\_\_
- Winterize each additional head ..... \$70.00 ea. \_\_\_\_\_

**CLOSED COOLING SYSTEM SERVICE** (see Note #13)

- Service Gas Closed Cooling System (change antifreeze) ..... \$T & M \_\_\_\_\_
- Service Diesel Closed Cooling System ..... \$T & M \_\_\_\_\_

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

- Alpha outdrive, with water pump impeller replacement ..... \$T & M \_\_\_\_\_
- Alpha/Bravo outdrive service, excludes water pump impeller replacement \$350.00 ea. \_\_\_\_\_
- Gear Lube Fluid Change ..... \$165.00 ea. \_\_\_\_\_

**ENGINE OIL AND FILTER CHANGE** (see Note #9)

- 6 or 8 Cylinder Oil and Filter Change ..... \$350.00 ea. \_\_\_\_\_
- 4 Cylinder Gas Engine Oil and Filter Change ..... \$180.00 ea. \_\_\_\_\_
- Diesel Engine Oil & Filter Change (over 50hp) ..... \$290.00 + parts ea. \_\_\_\_\_
- Diesel Engine Oil & Filter Change (under 50hp) ..... \$175.00 + parts ea. \_\_\_\_\_
- Outboard Engine Oil & Filter Change (single engine) ..... \$150.00 + parts \_\_\_\_\_
- Outboard Engine Oil & Filter Change (twin engines) ..... \$295.00 + parts \_\_\_\_\_

**GENSET OIL AND FILTER CHANGE**

- Change Gas Genset Oil & Filter ..... \$T & M \_\_\_\_\_
- Change Diesel Genset Oil & Filter ..... \$T & M \_\_\_\_\_

**HOUSEKEEPING**

- Clean out refrigerator & dispose of contents ..... \$75.00 ea. \_\_\_\_\_
- Mid-Winter Mildew Bag Change ..... \$150.00 \_\_\_\_\_

**DOCKSIDE SERVICE**

- Travel to your home, boat or marina ..... \$95.00 hr. \_\_\_\_\_
- 15% surcharge for offsite service..... \_\_\_\_\_

**SHRINK WRAP** (Does not include removal & disposal in Spring)

- 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. \_\_\_\_\_
- Canvas Removal up to 26 ft **\$75.00**  Isinglass Removal (See note 10 & 11) \$T & M \_\_\_\_\_  
over 26 ft **\$95.00**
- Shrink Wrap Door ..... \$95.00 ea. \_\_\_\_\_

**WINTER BOTTOM PAINT \*Special Pricing\***

- Repaint same color & one coat: Color \_\_\_\_\_ Paint \_\_\_\_\_ \$13.00 ft. + materials \_\_\_\_\_
- Repaint same color & two coats: Color \_\_\_\_\_ Paint \_\_\_\_\_ \$18.00 ft. + materials \_\_\_\_\_  
(Pricing above includes up to one hour of scraping and sanding)
- Repaint Outdrives ..... \$225.00 ea. \_\_\_\_\_
- Apply Prop Speed or Zinc Coat to Shaft/Props ..... call for price \_\_\_\_\_
- Replace external zincs ..... \$T & M \_\_\_\_\_

**Storage Fees:** \_\_\_\_\_

**Winter Service Fees:** \_\_\_\_\_

Environmental Fee (Note #12) \$45.00

Maryland Sales Tax \_\_\_\_\_

**TOTAL DUE** \_\_\_\_\_

**25% Deposit** (due now) \_\_\_\_\_

Payment Option for customers that store with Clarks Landing:

- Pay balance due in two (2) payments on 12/15/20 & 3/15/21

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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: \_\_\_\_\_

## **ADDITIONAL THINGS TO CONSIDER DOING DURING WINTER STORAGE**

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

### **Mechanical**

- Prop Reconditioning
- Cutlass Bearing Inspection/Replacement
- Engine/Transmission Oil Analysis
- Exhaust Manifold, Riser and Elbow Inspection (consider replacement if more than ten years old)
- Outdrive Bellows Inspection (consider replacement if more than ten years old)
- Shaft/Rudder Packing Inspection
- Hydraulic Swim Platform Installations
- Bow Thruster Installations

### **Electrical**

- Flo-Scan Installation (monitors fuel use allowing operator to optimize throttle and trim settings for improved fuel economy)
- Bonding System Inspection (ensures proper bonding of metal components in vessel to control corrosion)
- Cockpit TV Installation, Flat Screen TV Upgrades and Digital TV Converter Installations
- Camera Installations, Color or Black and White available
- Electronic Upgrades including 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 gelcoat 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.

## 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, including temperature related damage to the boat or engine for boats brought in after the first freeze.  
**\* Boat Owner is responsible for freeze damage to engine, water system, A/C or waste systems on boats with contracts and/or at Clarks Landing dated after first frost and/or after November 15<sup>th</sup>, unless due to Clarks Landing gross negligence.**
- 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 uncleanliness.
  - All bottoms will be cleaned at time of haul out. We do not guarantee the removal of growth stains.
- NOTE #4 INBOARD/STERNDRIVE 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.
- NOTE #5 INBOARD/STERNDRIVE 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.
- 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 then 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** Clarks Landing will do its best to remove canvas and store Isinglass but assumes no responsibility for broken snaps, zippers, or cracked/damaged Isinglass.
- 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 can recommend a sub-contractor for you to contact.
- NOTE #12 ENVIRONMENTAL COMPLIANCE FEE \$45.00** This small fee will be added to your bill to offset expenses incurred to adhere to Maryland Environmental laws, keep bay clean, 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 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. 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 Yard (CLYY).
  2. Any condition on or around a boat declared a hazard in the judgment of CLYY 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 CLYY premises.
  3. No open fires, tools or equipment that produce a flame are allowed on any boat, dock or property at CLYY. No heaters of any kind are permitted on boats during winter storage.
  4. **Outside contractors must be approved, have insurance per C.L.Y.Y. requirements, sign in and out daily and work safely at all times.**
  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 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, CLYY 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. For security reasons, NO living or staying on the boat overnight is permitted. No one is allowed at the marina before or after published office hours. The Gate will be locked.
  8. The granting of slip space or dry land space rental hereunder is with the understanding and the applicant hereby agrees that CLYY 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 CLYY 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 CLYY. 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 CLYY gross negligence.
  9. Boats, motors and equipment of any kind, or articles placed in storage for repair or otherwise in possession of CLYY, are not insured by CLYY. 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 CLYY 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. Tarp covers are not to be used without the Service Managers written approval, to avoid wind damage the tarps could cause to other boats and people in the yard. If tarp or shrink wrap not installed by Clarks Landing comes loose, Boat Owner is responsible for fixing it and damaged tarps or shrink wrap.
  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. Any boat still on land after June 15<sup>th</sup> will pay \$5.00 per foot per month.
  13. Waste holding tanks must be empty prior to haul out. After haul out, no responsibility is accepted by CLYY 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. If owner scrapes, sands or paints boat bottom, they must put tarps down and collect and dispose of residue and excess paint etc. per environmental regulations.
  16. 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.
  17. 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.
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.

Boat Owners Signature \_\_\_\_\_ Date \_\_\_\_\_

## OWNER RESPONSIBILITIES & BOAT INSURANCE POLICY INFORMATION

Clarks Landing 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. Batteries will be left in your boat. We suggest having batteries completely charged and topped off prior to haul out. Clarks Landing assumes no responsibility for discharged or unserviceable batteries. 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, Dock lines, etc. Clarks Landing is not responsible for any 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. Outside contractors must be approved, have insurance per C.L.Y.Y. requirements, sign in and out daily and work safely.

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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 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.

Printed Name: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_