



Saratoga Boatworks

August 25, 2009

Dear Boating Friends:

With the days getting shorter, and nights cooler, it is time to start thinking about haul-out and winterization. As much as we would like to extend the boating season as long as possible, we all know what lies ahead. It is time to make your reservation for fall haul-out and winterization. While our 2010 standard dockage rate will increase to \$79/ft, if you choose to store & winterize your boat with us, a \$5/ft package discount will be applied, keeping the rate the same as the 2009 standard dockage rate.

Haul out and Winterization Reservations:

September provides ideal weather for haul-out, cleaning and preparing your boat for the coming winter. These tasks become more difficult (and costlier) in cold, wet weather. If you are planning on using your boat through the end of September, we are happy to accommodate. Our docks will be closed as of October 12th. If you do not plan to use your boat past the Labor Day Holiday, please make your winterization reservations ASAP in order that we may begin the process of haul-out, winterization & storage.


All reservations must be made by September 15th. If you have neither made a reservation by **September 15th, 2009** nor informed us that you will be wintering elsewhere, we may schedule your haul out for our convenience and perform all winterizing work that we consider necessary to protect the boat. If you do not intend to winter store at the marina, please let us know by **September 15th, 2009**. All boats remaining docked at the marina after October 12th, 2009 will be hauled and fully winterized at the expense of the boat owner. We will not use customer-supplied materials to perform our winterizing & servicing work; all materials for this work will be supplied by us.

Please visit our Union Ave Shipstore to schedule your haul-out and winterization. Alternatively, you may send a request via e-mail by visiting our website: www.boatworkscorp.com, and following the link to "Dealer Services" and "Service Request" or print out the request form from the website and FAX it to us at 518-584-1844. **Phone reservations will be accepted, but will still need to be confirmed in writing prior to September 15th.**

The marina must have a copy of all boat and engine keys on hand in order to perform service work, or to perform hauling and launching. Please provide us with keys at least one week before your haul out reservation. **Failure to provide boat keys prior to haul-out date will result in additional charges.** Your boat must be in running condition before haul out - please arrange for any urgent repairs to be completed before September 15th. **After September 15th, winterization takes priority over all other work.**

We request that you remove your dock bumpers, dinghies, lines, stairs and steps, and mats and store them appropriately. We will remove all such items left on the docks and charge a fee for this service. If you

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prefer that we remove them for you, please note this on the repair order. **We do not lend tools and equipment - please do not ask us.**

2010 Dockage Rates and programs:

Our 2010 standard dockage rate is \$79.00 per foot with a \$500 deposit required by September 30th, 2009 to reserve a slip for the 2010 season.

We offer several discounts on seasonal dockage as follows:

Winterization & Storage Package discount of \$5 per foot: This discount applies when you choose to winterize AND store your boat with us for the winter. Our "Worry Free" boat sales customers, need only pay for storage to take advantage of this package. A \$500 dockage deposit is required prior to September 30th in order to receive this discount.

Payment Plan discount of \$5/ft: This discount applies to those customers who wish to provide us with a credit card on file, and charge their dockage in 7 equal installments beginning November 1st. A \$500 deposit is required prior to September 30th in order to receive this discount. This discount may be added to the package discount, for a total discount of \$10/ft. A \$25 service charge will be applied to returned/declined payments.

Advance prepayment discount of \$7 per foot: This discount applies to those customers whose dockage is paid in full by 12/31/09. This discount requires a \$500 deposit prior to September 30th and may be added to the winter package discount for a total discount of \$12/ft.

Alternatively, you may pay your dockage in the spring, upon launch or arrival, at the standard rate, subject to availability of space. A deposit of \$500.00 by September 30, 2009 will reserve your slip for the 2010 season.

Cancellation & Refund Policy: Dockage for 2010 is refundable through March 31, 2010, less a cancellation fee of \$475. After March 31, 2009, dockage is non-refundable. No exceptions will be made.


To reserve a dock space for 2010, we require your \$500 deposit by September 30, 2009. If your deposit is not received by September 30, 2009 we will assume that you will not return for the 2010 season and your slip will then be considered vacant.

Again, thanks so much for your support and friendship this year. Our mission is to provide you with a "Worry Free" boating experience, whether power or sail. With our multiple facilities in the region, our family of customers will have access to new & exciting boating destinations.

Best regards,

Your Crew at Saratoga Boatworks

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