

AM PM Marine

...Where Customer Service is Always #1

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2011-2012 Winterization & Storage Program

Friends,

It's hard to believe that another summer has passed. We would like to thank everyone, including all of our new customers who have joined our family in boating for your support over the summer and for giving us the opportunity to get to know you and your family.

To show our appreciation for your support, we would like to help you by offering discounts off of our winter pricing. Please take a moment to view our winterization schedule for the 2011-2012 model year.

Our dealership here in Pasadena offers every service that your boat will need. We have the most up-to-date, state-of-the-art equipment to handle all of your boating needs. Our technicians are factory-trained in Volvo, Mercruiser & Yamaha as well as Westerbeke and Kohler generators, in order to provide you with the best service. We will insure that your vessel is professionally maintained and worry free to you.

Again I want to thank all of our customers for allowing us to provide your marine service.

Tom Pierzchalski Jr., President

Services Provided by Am-Pm Marine

- Hydraulic trailer service to your storage facility or ours
- Forklift service
- Travel lift service
- Factory trained service techs for Volvo , Mercruiser & Yamaha as well as Westerbeke & Kohler generators
- Free Courtesy Boat inspection with any service (includes a detailed report and consulting with the technician)
- Free Captain boat pickup and delivery for winter storage and spring commissioning (Pasadena and Severna Park zip codes only)
- Dockside service by water
- Roadside service at no charge in the Pasadena and Severna Park zip codes
- Fenced-in secure yards for winter storage
- Prompt and professional service
- Bottom painting
- Drive service (all makes and models)
- Detailing
- Major and minor fiberglass repairs and custom paint jobs
- Free courtesy boat wash in the spring with any storage boat
- Engine sales and service for repowering
- Full parts and accessory department
- Boat trailer storage
- Electronics installations
- Shrink-wrapping
- Prop reconditioning
- Carburetor rebuilds
- Canvas and upholstery services
- Woodworking services
- We welcome all warranty work even if you did not purchase your vessel from us (please give us the chance to show you how we take care of our customers for warranty repairs)
- We offer much more, so please call us and ask. I am sure you will find that we can handle it.

Attached for your convenience

- *“Winterization & Storage Agreement”*
- *“Rules and Regulations” acknowledgment*
- *“Owner Responsibilities” acknowledgment*
- *“Services Provided” listing*
- *Winterization Procedure notes*

Please fill out and sign the following documents:

- *“Services Provided” (check off the services you would like us to perform)*
- *“Winterization & Storage Agreement”*
- *“Owner’s Responsibilities” form*

All three documents must be returned to us either by mail, fax or scanned email prior to the undertaking by AM-PM Marine of any work. A valid credit card or advanced payment is required.

If you have any questions or need help filling the form out we will be glad to assist you please call us any day Monday through Friday from 9:00 am to 5:00 pm.

Winterization and Storage Agreement

Last Name: _____ First Name: _____ Date: _____

Address: _____ City: _____ State: _____ Zip: _____

Make of Boat: _____ Length: _____ Beam: _____

Date Request for pick up: _____ Location of Keys: _____

Location of vessel include address: _____

Engine Mfg: _____ Model of engine: _____ Twin (yes or no)

Boat Insurance Co (Required if you are storing with us)

Insurance Co. Name: _____

Policy #: _____ Eff. Date: _____

If you do not have insurance you must sign and acknowledge that you are self insuring and Am-Pm Marine will not be held responsible for any loss or damage to your vessel.

Customer acknowledgment: _____

Work Phone # _____ Cell Phone # _____

Home Phone # _____ Emergency Contact # _____

Email Address _____

Credit Card Information:

Visa or MasterCard: _____ 3 Digit Security Code _____

Exp Date: _____ Name on the Card: _____

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. Am-Pm Marine and its employees may operate the vessel for purpose of testing, inspections or delivery at my risk. An express mechanics lien is acknowledged on the vessel to secure any amount of repairs thereto. Am-Pm Marine will not be held responsible for loss or damage to the vessel or articles left in the vessel in case of fire, theft, accident or any other cause beyond our control. All balances are due on or before completion of work or 3.0 % per month rate will apply for any balances due. Any legal fees incurred to collect a debt will be charged to the customer. Any boats not picked up within 3 days of completion of worked will be assessed a storage charge of \$10.00 per day. All boats must be removed from winter storage by May 1, 2012 or daily storage charges will apply @ \$10.00 per day along with any incurred charges for yard moves to access other customer's vessels. Any exceptions must be in writing from the management extending your storage stay.

I hereby acknowledge all of the above terms:

Customer Signature _____

Date _____

Rules and regulations

1. Any condition on or around a boat that is declared a hazard in the judgment of Am-Pm Marine Inc. shall be removed to the satisfaction of Am-Pm Marine Inc. and billed at the prevailing shop rate. Only non – toxic anti-freeze can be used on Am-Pm Marine Inc. premises.
2. No open fires, tools or equipment that produce a flame are allowed on any boat or property at Am-Pm Marine Inc. No heaters of any kind are permitted on boats during winter storage.
3. No outside contractors are allowed on Am-Pm Marine Inc's premises.
4. The term "Winter Storage" refers to winter space rental. The applicant is renting space whether the boat is in the water or on the land provided by Am-Pm Marine Inc.
5. Any granting of space rental hereunder is with the distinct understanding, and the applicant hereby agrees, that Am-Pm Marine Inc. assumes no responsibility for the safety of any vessel moored at the docks or adjoining water during land storage. Am-Pm Marine Inc. 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 Am- Pm Marine's 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, Am-Pm Marine Inc. 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 the boat at the 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 of slip space or dry land space rental hereunder is with the understanding and the applicant hereby agrees that Am-Pm Marine Inc. assumes no responsibility for personal injuries sustained by the applicant, or any of the applicant's guests or employees, while on Am-Pm Marine Inc. premises or piers unless due to Am-Pm Marine Inc's gross negligence. Boat owners must maintain adequate insurance on their vessel. A minimum of Three Hundred Thousand dollars (\$300,000.00) liability insurance and full replacement value of vessel insurance, while boat is transported, moored or land stored at Am-Pm Marine Inc. must be provided by owner. Am-Pm Marine Inc. will not be responsible for injuries (including death) or property damage resulting from, use of dock or marina facilities, unless due to Am-Pm Marine Inc's gross negligence.
9. Boats , motors and equipment of any kind, or articles placed in storage for repair or otherwise in possession of Am-Pm Marine Inc. , are not insured by Am-Pm Marine Inc. 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 Am-Pm Marine Inc. aware of any special hauling instructions. Most boats are hauled by travel lift, with nylon slings or hydraulic trailer. Am-Pm Marine Inc. is not responsible for damage to the boat, if boat is structurally unsound for chosen 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 any boat will be re-launched from winter storage. A service charge of 3% per month 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 Am-Pm Marine Inc. for toilets and holding tanks unless Am-Pm Marine Inc. agrees to empty and winterize holding tank for an additional fee.
14. Am-Pm Marine Inc. 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, no outside work will be allowed on Am-Pm Marine Inc's premises.
17. The applicant has read and agrees to carry out and abide by all the rules and regulations of Am-Pm Marine Inc, as set forth above, and will abide by any amendments that may be made.
18. The owner agrees to pay all reasonable attorneys fee and/or legal costs incurred by AM-PM Marine, Inc. as a result of owner's breach of any of these Rules and Regulations.

Signature _____ Date _____

Owner Responsibilities

Am-Pm Marine Inc. will 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. Am-Pm Marine, Inc. 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. Am-Pm Marine, Inc. assumes no responsibility for discharged or unserviceable batteries upon spring delivery. Batteries removed by the owner are to be reinstalled one week prior to our spring commissioning.*
- 2. All personal items and valuables such as removable electronics, handheld vhf radios, c-map chips, shore power cords, dock lines, etc, must be removed from the boat. Am-Pm Marine, Inc. is not responsible for missing items during storage.*
- 3. Fridge / freezer / icebox must be emptied of all liquids and perishables.*
- 4. Head systems must be pumped and cleaned prior to storing at Am-Pm Marine, Inc. If not, owner hereby authorizes Am-Pm Marine, Inc. to do so and understands that an additional charge will be incurred by owner for this.*
- 5. Fuel tanks need to be emptied as much as possible prior to storing with Am-Pm Marine. Owner agrees to have completed the above listed maintenance items prior to haul out. Owner will not hold Am-Pm Marine, Inc. responsible for any damage to the boat, canvas boat accessories due to storm, fire, theft, acts of god or any condition beyond Am-Pm Marine, Inc.'s control while stored or transported by Am-Pm Marine Inc.*

Customer signature: _____

SERVICES PROVIDED

Engine Winterizations

(Includes parts & labor)

1001: Winterization: 6 to 8 cylinder engines	\$199.00	_____
1002: Winterization: 4 cylinder engines	\$199.00	_____
1003: Winterization: twin engine 6 to 8 cylinder	\$399.00	_____
1004: Winterization: sport jets	\$149.00	_____
1005: Winterization: outboards up to 50 hp	\$100.00	_____
1006: Winterization: outboards over 50 hp	\$150.00	_____
1007: Winterization: Diesel Engines	\$275.00	_____

FRESH WATER WINTERIZATIONS

(Includes parts & labor)

1008: Bow Riders up to 28 ft.	\$ 75.00	_____
1009: Express Cruisers up to 25 ft.....	\$ 75.00	_____
1010: Express Cruisers 26 to 34 ft.....	\$120.00	_____
1011: Express Cruisers 35 to 45 ft	\$169.00	_____
1012: Express Cruisers over 45 ft	\$239.00	_____
1013: Live Bait wells (per pump).....	\$45.00	_____
1014: Macerator wells (fish boxes) up to 2 (additional will be charged per pump).....	\$45.00	_____
1015: Raw water wash down	\$45.00	_____

MISCELLANEOUS WINTERIZATIONS

(Includes parts and labor unless stated otherwise)

1016: Ice makers.....	\$35.00	_____
1017: Washer.....	\$35.00	_____
1018: Generator winterization.....	\$87.00	_____
1019: Air Conditioner (one zone).....	\$67.00	_____
1020: Air conditioner (Each add. Zone).....	\$57.00	_____
1021: Batteries Disconnect and leave in the boat.....	n/c	_____
1022: Dockside service (time we leave the shop till the time of return).....	\$105.00 per hr	_____
1023: Captains pick up (outside Pasadena and Severna Park zip codes)	\$150.00	_____
1024: Pressure Wash	\$3.00 per ft. x _____	_____
1025: Acid Wash and Pressure Wash	\$5.00 per ft. x _____	_____
1026: Excessive cleaning will be assessed an hourly rate with a 1 hour minimum @\$95.00 per hour		_____
1027: Closed cooling system service (anti freeze change).....	\$95.00 plus parts	_____
1028: Mercruiser, Yamaha & Volvo Computer Diagnostic read out	\$95.00 ea.	_____
1029: Prop Reconditioning	Call for Estimate	_____
1030: Replace Zincs (Drives, trim tabs, transom, generator).....	Time & Materials	_____
1031: Engine Zinc service (Volvo, Yamaha & Mercruiser).....	Call for Estimate	_____
1032: Free courtesy boat inspection and consulting with technician.....	No charge	_____
1033: Canvas removal full enclosure (all canvas will be left in the boat).....	\$100.00	_____
1034: Canvas removal bow and cockpit covers (all canvas will be left in the boat).....	\$25.00	_____
1035: Environmental Compliance Fee.....	\$30.00	<u>\$ 30.00</u>

HEAD WINTERIZATION (all tanks must be empty)

1036: Vacu Flush Heads..... \$25.99 ea. _____
1037: Electric & Manual Flush \$69.00 ea. _____

OIL & FUEL FILTER CHANGES

1038: Engine oil change on 4&6 cylinder engines..... \$95.00 + parts _____
1039: Engine oil change on 5.0, 5.7, 6.2, 7.4 & 8.1 motors \$95.00 +parts _____
1040: Engine oil change on Diesels \$139.00 + parts _____
1041: Generator oil change \$95.00 +parts _____
1042: Generator oil change Diesel..... \$130.00 + parts _____
1043: Engine oil change on outboard 4stroke models 0 to 100 hp \$47.50 + parts _____
1044: Engine oil change on outboard 4stroke models 101 hp 350 hp..... \$73.75 + parts _____
1045: Transmission Fluid Change..... Time and material _____

Outside land storage

1046: Land storage is \$15.00 per ft. Storage expires on May 1, 2012 all boats must be removed or a daily storage rate of \$10.00 per day will apply.
_____ Ft. x \$15.00 _____

Hauling, travelift and forklift services

1047: Boats needing travel lift services to be hauled to the yard for winter storage, includes hydraulic trailer time \$ 9.00 per ft. X _____

1048: Boats 33 Ft. and under Haul out Blocking (Pressure cleaning non excessive) and Spring Launch Boats must be stored at Am-Pm Marine and picked & launched at our ramp.... ft. _____ \$ 9.00 per ft..... _____

1049: Hydraulic trailer hauling non-wide load in a 10 mile range...\$160.00 Over 10 miles add \$ 4.00 per mile... _____

1050: Hydraulic trailer hauling wide load in a 10 mile radius \$190.00 (1088) Over 10 miles add \$ 4.00 per mile _____

1051: Short haul travel lift for winter work. _____ft x \$ 4.00..... _____

1052: Forklift time for pulling engines 1 hour minimum @ \$100.00. After the first hour, cost will be based on half hour increments @ \$50.00 per half hour..... _____

Customers must have their own blocking materials on site when Am Pm Marine arrives with their boat at their storage location. If not, Am Pm Marine will provide the necessary materials and customer will be billed accordingly.

Outdrive services Does not include parts

1053: Alpha outdrive w/water pump impeller replacement (remove, service & reinstall)	\$285.00	
1054: Alpha outdrive stern drive service w/o impeller (remove service & reinstall).....	\$199.00	
1056: Bravo Stern Drive Service w/o engine impeller change out	\$199.00	
1057: Bravo Stern Drive Service with engine impeller change out	\$380.00	
1058: Volvo Stern Drive Service w/o engine impeller change out.....	\$199.00	
1059: Volvo Stern Drive Service with engine impeller change out.....	\$285.00	
1060: Lower unit fluid change Dual prop application	\$ 95.00	
1061: Lower unit fluid change Single prop application	\$ 47.50	

Shrink wrapping Services Includes all materials

1062: Sport jet Shrink wrapping (PWC).....	\$ 90.00	
1063: Sport jet Shrink wrapping (PWC) dual ski.....	\$120.00	
1064: Sport Boats 20 feet and under.....	\$ 11.00 per ft.	
1065: Sport boats / sport yachts 21 to 31 feet.....	\$15.00 per ft.	
1066: Sport boats/ sport yachts 32 to 41 feet.....	\$18.00 per ft.	
1067: Sport Boats / Sport Yachts 42 to 50 feet	\$21.00 per ft.	
1068: Sport Boats / Sport Yachts 51 feet and up	\$25.00 per ft.	
1069: Aft Cabin / Bridge Boats 30 to 42 feet	\$22.00 per ft.	
1070: Aft cabin / Bridge Boats 42 to 56 feet.....	\$25.00 per ft.	
1071: Express and Bridge Cockpit's.....	\$225.00	
Mildew bags installed	\$Incl.	
Braces installed	\$Incl.	
Vents installed	\$Incl.	
1072: Shrink Wrap Doors.....	\$ 35.00	
1090: Color Hull Chaffing Protection..... <u> </u> ft.	\$ 1.75	

Any boat that is done on the lift will be assessed an additional \$5.00 per ft. on top of the normal shrink wrap rate.
 Feet x \$5.00 per ft.

Bottom Painting Service:

Charges for bottom paint include materials

(Any boat being stored with us must have this application completed upon the winterization schedule. Any boats that do not have the color specified in the color box will be painted the original color or if it has not been painted it will be painted at the discretion of the dealership as for the bottom color.)

1073: Paint Bottom hard paint (never painted) color.....	\$33.50 per ft.	
1074: Paint Bottom ablative paint (never painted) color	\$57.00 per ft.	
1075: Repaint Bottom Hard paint color	\$20.00 per ft.	
1076: Repaint Bottom ablative paint color	\$34.00 per ft.	
1077: Scrape and paint out drive (per Drive).....	\$150.00 ea.	
1078: Scrape and paint Bow Thruster	Time and Materials	
1079: Hydraulic Platforms Scrape and Paint.....	Time and Materials	
1080: Sand Blast Running Gear & Tabs.....	\$150.00 Flat Rate	

Detailing Services

All services include wax only: Compounding is additional if required.

- 1081: Soap and water wash \$3.00 a ft. in the yard _____ft. _____
- 1082: Wax rubrail down \$10.00 a ft. in the yard....._____ft. _____
- 1083: Wax topside Including cockpit and isinglass treatment \$14.00 a ft. in the yard....._____ft. _____
- 1084: Full Detail top to bottom including engine compartment and cabin 24 ft. & under \$ 23.00____ft _____
- 1085: Full Detail top to bottom including engine compartment and cabin 25ft. & up \$ 25.00.____ft _____
- 1086: If compounding is needed an additional \$ 4.00 per. ft _____ _____
- 1087: Fly Bridge Boats are an additional \$4.00 per ft Ref:1083&1085....._____ft. _____
- 1089: Excessive oxidation scratches etc. will be time and material's call for estimate....._____ft. _____

Winter Service Recommendations

Mechanical

- Prop Reconditioning.
- Cutlass Bearing Inspection/Replacement
- Engine/Transmission oil analysis
- Exhaust Manifold, Riser and Elbow Inspection. (consider replacement if more than five years old)
- Outdrive Bellows Inspection. (consider replacement if more than five years old)
- Shaft/Rudder Packing Inspection.
- Hydraulic Swim Platform Installations
- Bow Thruster Installations
- Gas to Diesel Engine Conversions. (diesel engines available for stern drive and inboard conversions)
- Engine Replacements and Upgrades. (update to the latest technology, increase your fuel economy and reliability)

Electrical

- Flo-Scan Installation. (monitors fuel use allowing operator to optimize throttle and trim settings for improved fuel economy)
- Bonding System Inspection. (insures proper bonding of metal components in vessel to control corrosion)
- Cockpit TV Installation, Flat Screen TV Upgrades and Digital TV Converter Installations
- Ipod Dock Installation, Stereo, Amplifier and Speaker Upgrades
- HD and Sirius/XM Stereo Installations
- Satellite TV System Installations (Raymarine or KVH)
- Camera Installations, Color or Black and White available. (engine room, aft facing or salon cameras connected to your plotter)
- 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.

- 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 gel-coat to remove the small scratches caused by fenders, rubbing the dock and faded gel-coat should be performed prior to waxing.)

