



Dear Fellow Boater,

Another boating season is coming to a close. Now is the time to plan for your winter lay-up and repairs or upgrades for next season. If you've shopped around, you will find that Shady Oaks' service provides you with the best value, combined with years of experience. While some of our competitors have cut their rates to match ours, they will never achieve the experience and level of trust our customers have come to rely on.

Many companies pay their technicians a flat rate which only acts as an incentive to get on and off your boat as quickly as possible. Not at Shady Oaks – we take the time to cover your carpet, wipe down the engine room and vacuum the fluids we drain out of the bilge. We will leave your boat in better condition than we found it. We choose to use better quality antifreeze, oils and filters that provide superior protection for your boat's mechanical systems.

FREE Winter Storage – List your boat with Martini Yacht Sales and we'll credit your storage against our commission at time of sale.

FREE Pick up – Pressed for time, we will pick your boat up and bring it to the marina – all you have to do is make sure the batteries are charged, keys are available and have the boat fueled – we will do the rest

(See program terms and conditions on page 7 or call for details)

A major credit card will be required to be on file prior to performing winterization but will not be charged in the event if one wishes to pay by check. Payment is due upon completion of winterization.

Please call us today at 410-867-7700 to reserve your slip and schedule your winterization. We look forward to serving you and we really do appreciate your business.

Sincerely,

The Shady Oaks Marina Staff



Contact & Payment Information

Name: _____ Date: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ E-mail: _____

Boat Make: _____ Model: _____

Anticipated Date of Arrival: _____

Cash

Check

Visa Credit Card

MasterCard Credit Card

Credit Card Number: _____

Expiration Date: _____ Security Code: _____

Winter Wet Storage

11/1/2011 thru 3/31/2012 (5 months)

Paid upon Arrival

Small Open Slip up to 40'	\$1,100.00
Large Open Slip over 40'	\$1,500.00
Small Covered Slip up to 40'	\$2,100.00
Large Covered Slip over 40'	\$2,500.00

***Slip Rates include electric, de-icing and dock snow removal.**



Winterization Rates 2011

Please fill out and send in, or call Shady Oaks at 410-867-7700.
We're happy to answer questions and fill out this form by phone!

Please Check Desired Boxes	Price	# of Engines	Total Price
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Engine Winterization

<input type="checkbox"/> Gas	\$200.00	X _____	_____
<input type="checkbox"/> Diesel	\$275.00	X _____	_____
<input type="checkbox"/> Generator	\$105.00	X _____	_____
<input type="checkbox"/> Outboard up to 100hp	\$175.00	X _____	_____
100hp & up	\$225.00	X _____	_____
 <input type="checkbox"/> Fuel Stabilizer Requested	 \$50.00		 _____

Fresh Water System Winterization

<input type="checkbox"/> Up to 35'	\$130.00		_____
<input type="checkbox"/> Up to 45'	\$180.00		_____
<input type="checkbox"/> Over 45'	\$250.00		_____

Additional Items that will need freeze protection

<input type="checkbox"/> Heads (must be emptied)	\$ 60.00		_____
<input type="checkbox"/> Additional Heads	\$ 45.00	X _____	_____
<input type="checkbox"/> Air Conditioner (1 st Unit)	\$ 80.00		_____
<input type="checkbox"/> Additional Zones	\$ 50.00	X _____	_____
<input type="checkbox"/> Ice Maker	\$ 50.00		_____
<input type="checkbox"/> Raw Water Wash-Down	\$ 45.00		_____
<input type="checkbox"/> Washer/Dryer	\$ 35.00		_____
<input type="checkbox"/> Bait/Livewell System	\$ 50.00		_____
<input type="checkbox"/> Dishwasher	\$ 40.00		_____



Maintenance Rates 2011

Please fill out and send in, or call Shady Oaks at 410-867-7700.
We're happy to answer questions and fill out this form by phone!

Gas Engine Oil & Filter Change

Includes labor and materials.

<input type="checkbox"/> Engines	\$150.00	X_____	_____
<input type="checkbox"/> Generator	\$100.00	X_____	_____
<input type="checkbox"/> Outboard Engines	\$110.00	X_____	_____

Change Zincs

Charged at time and materials.

<input type="checkbox"/> Engines	X_____	_____
<input type="checkbox"/> Generator	X_____	_____

Diesel Engine Oil & Filter Change

Charged at time and materials.

<input type="checkbox"/> Engines	X_____	_____
<input type="checkbox"/> Generator	X_____	_____

Flush Anti-Freeze

Charged at time and materials.

<input type="checkbox"/> Engines	X_____	_____
<input type="checkbox"/> Generator	X_____	_____



Additional Services

Transmission Service: Fluid and filter change

Charged by time & materials. Invoiced upon completion.

Tune Up & 100/500/1000 Hour Service

Holding Tank Filter Replacement

Includes disposal of old unit.

5/8" filter \$150.00

1 1/2" filter \$200.00

Cut & Install Bimini Supports \$150.00

Boats at Shady Oak Only.

Install Moisture Buckets \$ 45.00

Inflatable Dinghy & Outboard \$275.00

Motor Storage & Winterization

- *Store Dinghy on land rack*
- *Store motor, battery, & fuel tank in shop*
- *Spray motor with CRC & change lower unit or lubricate linkage and pivot points*

Additional Services Needed: _____

Shrink Wrap Service

	Express	FlyBridge & Aft Cabin
Up to 40'	\$18.00 ft	\$22.00 ft
41' and Up	\$21.00 ft	\$25.00 ft
Shrink Wrap Door	\$25.00	
Cockpit or Bridge Only	Call for Quote	



Our Comprehensive Service Includes:

Engine Winterization:

Includes completely flushing the engine's raw water cooling system with Freeze-Ban, cleaning of the strainer, and checking the engine's antifreeze to the proper freeze protection level and topping off. All belts and hoses are checked, and the engine is blanketed with a coat of CRC 6-56 corrosion inhibitor. Any necessary repairs will be noted. Fogging oil and fuel additives are available at an additional charge.

Fresh Water System Winterization:

Includes flushing the water system with biodegradable antifreeze, covering one each of water tank, galley faucet, head faucet, shower mixer and shower sump. The water heater is also drained and bypassed. Includes all wet bars, shower sumps, additional sinks and windshield washer.

Flush Anti-Freeze:

A closed anti-freeze system should be flushed every three to five years to allow for proper freeze proofing and cooling. This is tested in the engine winterization section, and if the level is not adequate it should be replaced with new anti-freeze. Price does not include materials.

Stern Drive Servicing:

Includes changing the fluids, removing the drive, inspecting and adjusting the u-joints and gimbal bearing, removing the prop and lube, and reinstallation.

Shrink Wrap Service:

Shrink wrapping service will be done by Shady Oaks Marina on premises. The pricing includes one zipper door. Please note canvas must be removed before wrapping.

Please Note:

- Holding tanks must be emptied prior to Winterization.
- We recommend that boats are stored with fuel tanks that are closer to full than empty.
- We leave the converter/battery chargers on and battery switches off when we finish Winterizing a boat.
- Only boat safe heaters installed or approved by Shady Oaks Marina will be permitted.
- Shady Oaks Marina will place all de-icing machines. No de-icing machines are to be hung from boats.
- A 2% environmental fee will be charged on all invoices.



2011 Winter Storage Program and Brokerage Terms

Winter storage ends March 31st

Free storage and pickup are paid upon arrival and credited upon sale.

Minimum Commission \$5,000.

Storage and pickup credits cannot be applied in the following cases:

Martini Yacht Sales agrees to accept a trade in order to facilitate a sale.

Where acceptable offers are produced by outside brokers.

The vessel is removed from the marina, the listing expires or is cancelled.

Accounts are not current and up to date

New brokerage agreements for less than the standard 12 month term