



NEW ENGLAND BOATWORKS
I N C O R P O R A T E D

July 21, 2017

Dear Valued Customers,

Thank you for selecting New England Boatworks Inc.(NEB) as your yard of choice and for your patronage. We hope that you will continue to choose us for all your boating needs. Summer here in New England got off to a very slow start this year but we are pleased to say that the season is, finally, in full swing! We hope you are able to take advantage of the weather and are enjoying your boats.

Unfortunately, it is already time to start thinking about the change of season and NEB would like to invite you to store with us again this winter. All of our departments are ready and willing to undertake any services you may require prior to haul out and/or your winter projects.

Please note that in 2014 we lowered our inside storage rate for boats 45 feet and under by over 13% to \$13 per square foot and we are holding them there again for 2017. Please take advantage of this offer to protect your boat from the elements this winter. Availability is limited so call now to inquire. Inside storage 46 feet and over remains at \$15 per square foot.

Outside storage rates are increasing by just over 2%, the first increase since 2015, to help offset our increased costs. If you wish to have NEB perform winterization services please complete the second portion of the contract. If you choose to do your own winterization, please check the “no service required” box and return.

In addition to the signed contract with payment in full, we require a copy of your liability insurance, projected launch date and a key or combination for the vessel. Please do not hesitate to call if you have any questions regarding the contract itself, the rules and regulations, or if you wish to discuss any work you may be considering.

We have changed the layout of our storage and service contract, and reworded parts of the contract rules and regulations. Please review the new contract and note that some changes are due to our recent hard earned designation as a clean marina. As part of this ongoing effort, we are strongly recommending the use of re-usable covers such as Thurston or Fairclough in lieu of shrink wrap. We also ask that all customers utilize no-spill pumps, share extra supplies whenever practical, and follow our other “best practices” as outlined on our clean marina board inside building 3 across from the heads.

We are offering a 10% labor discount from our published labor rates for general service work to be undertaken over the winter months, as weather permits. To take advantage of this discount, work must be requested and deposit received after we receive your storage contract, with full payment, and before February 3rd , 2018. This discount does not apply

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to decommissioning work or work required prior to December 1, 2017. If you have specific, major projects in mind, paintwork, repowering, modifications etc. please contact us for an estimate prior to returning your contract.

If your boat is for sale, please let us know the name of the broker(s) with permission to show the boat, and ask them to let us know when they have showings scheduled. Brokers must be present when the boat is being shown and must sign in, with proof of insurance whenever showing boats in the yard. Also, please let us know of any sub-contractors with permission to work on your boat. They must check in at the office prior to starting work. If they have any questions regarding insurances required or yard regulations, they should ask at the office.

We realize that you have many storage options and would like to thank you for choosing NEB as your storage and service yard. Thank you, and enjoy the rest of the season.

Yours Sincerely,

A handwritten signature in black ink, appearing to read 'Scott Murray', with a long horizontal flourish extending to the right.

Scott Murray