



**SPRING 2019**

Hello Boaters!

It's our favorite time of the year-SPRING!

We invite you to visit our newly renovated Marine Sales & Service Center to prepare your boat for the upcoming season! Our new Service Coordinator, Alana, is eager to meet you and help with all of your service needs. She can be reached by calling (978) 283-0806 or by email: [service@capeannmarina.com](mailto:service@capeannmarina.com).

We do ask that all requests be submitted in writing. We have enclosed both our **Launch Request** and **Commissioning Request** forms for your convenience. These forms can also be found on our website at [www.CapeAnnMarine.com](http://www.CapeAnnMarine.com) and can be returned via e-mail ([service@capeannmarina.com](mailto:service@capeannmarina.com)) as well as mailed. Please be sure to fill out all fields and sign each form as needed. Do remember, all requests will be processed on a first come, first served basis. Also, due to the increasingly high volume of boats to prepare for the season, some requests beyond the realm of standard commissioning work may have to be scheduled separately as summer work. If possible, please notify us one week prior to launch if you need to reschedule your launch date to avoid any additional fees.

Keep in mind, all winter storage agreements end on May 15th, please plan to launch your boat prior to this date. Boats and trailers in the yard after June 1<sup>st</sup> will be charged a daily rate and may be subject to yard relocation fees. All shrink-wrap will be removed by May 15th, unless you make prior arrangements with our service team. Upon launch, unless you are a summer slip customer, you will have 2 days to remove your boat from the temporary slip, prior to May 15 and 1 day after. Otherwise, current dockage rate will be charged daily. Please contact Karl, our Dockmaster for reservations or requests. He can be reached by email at [dockmaster@capeannmarina.com](mailto:dockmaster@capeannmarina.com), in the office at 978-283-2116x 455 or via cell/text at 978-325-1121.

NEW for 2019...the Marina Service Center has been renovated! We have reorganized and stocked a few more items. Stop by and check out our NEW outboard motor rack – displaying the latest Suzuki and Yamaha Outboards. NOW THROUGH JUNE 30<sup>TH</sup> – Discount pricing on select bottom paints, soaps, waxes, and cleaning materials. Stock up now for the season! Don't forget your fenders, dock lines, lifejackets, coolers, tackle, new flares, fire extinguisher and a first aid kit!

Once again, we will be offering summertime all access or no access trailer storage. Don't have a boat slip or a mooring? Our Valet Services will also be ready to go when needed. Check out our website for details.

Mile Marker One Restaurant & Bar is open with daily specials, weekly featured menu items with more on the way. A great escape to sit on the water's edge and enjoy a delicious meal and beverage. Stay tuned for the re-opening of the Bridge Deck around Mother's Day and the live entertainment schedule. Follow us on social media - Facebook and Instagram #capeannmarina, #capeannmarine and #milemarkerone. Sign up for our E-Newsletter on our website and stay updated on all the seasonal happenings here at the Marina and Mile Marker One Restaurant & Bar.

We sincerely appreciate your patronage and your compliance with our company policies and procedures.

We look forward to servicing you and hope to see you soon!



## SPRING 2019 POLICIES

### **Reminders of our Policies and Procedures. Refer to your Storage Agreement for full policy.**

No new work, hauling or launching will be performed unless your account is paid in full. There are no exceptions.

State, Federal, and Environmental laws and regulations drive the changes we have had to make over the 44 years we have been in business. Persons found improperly disposing of hazardous materials will be subject to fines. Cape Ann Marina is under surveillance 24 hours a day. Here is a reminder about our latest policies in the yard:

**All shrink-wrap for boats must be removed by CAMSS staff only.** Proper separation, recycling, and/or disposal of all related materials are necessary. NOTE: The charge for removal and recycling of all shrink-wrap is/was included in your shrink-wrapping charge in the fall. All shrink-wrap will be removed by May 15th unless you make prior arrangements and receive a confirmation.

**Boat Bottom Preparation** – a boat owner can do this work; however, when sanding, a dustless sander attached to a vacuum must be used. To help facilitate this Cape Ann Marine Sales & Service will make rental machines available on a first come first serve basis. In addition, you must use tarps to cover the ground under your boat while working. Please contact the Yard Manager or service department for specific instructions regarding materials disposal.

**Zinc Anodes and Bottom Paint:** If you are planning on changing your boat's zinc anodes, or painting the boat bottom yourself, we request you to purchase your supplies from our ships' store. When you purchase zincs, bottom paint and other products that require environmentally friendly disposal from our store, we will provide for proper disposal and/or recycling of those items. We offer very competitive rates for major zinc and paint manufacturers including Pettit, Interlux, Camp and Godfrey.

**Waste Oil Disposal:** You may not under any circumstance leave unattended waste oil containers on the premises at any time. We will dispose of oil that you purchased with us at the Boat Works 2 building. You will need to leave your waste oil with one of our staff there during regular business hours. If left unattended, you could be subject to a fine.

**Outside Contractors:** Are allowed into our yard; however, they must abide by Marina rules, and sign an agreement, yearly or upon arrival. A \$5 per hour fee will be charged to the contractor while they are here to cover general overhead, parking and liability. No outside contractors are to be here on Saturday or Sunday without prior approval. Ask for more details if needed. Contractors must sign in and sign out at our Marina Service Center each day work is being performed. If the store is closed at time of sign in or out, we ask that each contractor abide by an honor system of tracking their time and reporting those hours to us during the next business day.



**SIGN AND SUBMIT 30 DAYS PRIOR TO REQUESTED COMPLETION DATE.  
REQUEST DATES ARE NOT GUARANTEED**

DATE:	LAUNCH REQUEST DATE:
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OWNER:	VESSEL NAME:
PHONE:	LOA:
EMAIL:	VESSEL MAKE:

- I am launching my vessel at CAM and have completed a launch request.  
 I trailer my boat.  
 Please remove my **Shrinkwrap** by: \_\_\_\_\_

*\*Only Cape Ann Marine can remove Shrinkwrap - No removal fee if wrapped by CAMSS. All Shrinkwrap will be removed by May 15<sup>th</sup>, unless prior arrangements have been made.*

**\*KEY LOCATION\***

KEY: \_\_\_\_\_  
 LOCK COMBO: \_\_\_\_\_

\*FAILURE TO NOTE KEY LOCATION  
MAY RESULT IN DELAY OF SERVICE\*

- Yes  No **Bottom Paint:** *Tape waterline and paint.*  
 \*Specify brand if desired: \_\_\_\_\_ Color: \_\_\_\_\_

- Yes  No **Buff & Wax Hull:** *Waterline to rub rail.*  
 Yes  No **Compound & Wax Hull:** *Waterline to rub rail.*  
 Yes  No **Deck & Cockpit Wash:** *Clean deck surfaces and gunwales.*

- Yes  No **Basic Boat Commissioning**  
*Load test, charge, and install batteries as needed. Clean and service battery leads and hold downs. Inspect engine, belts, hoses and wires. Check fluids and fill as needed. Change low pressure and water separating fuel filters and prime with fresh fuel. Check fuel filter sample for water/debris. Test run engine(s), and verify proper function of steering and controls. Verify operation of navigation lights and bilge pumps. Commission generator in same manner if equipped. Install stern drive if applicable. Provisions for additional service recommendations as needed.*

- Yes  No **Boat Commissioning with Engine Tune Up**  
*Includes all of the above, plus services outlined in manufacturers owners manual i.e. water pump service, spark plugs, thermostats, distributor caps, rotors and stern drive service as applicable. Tune up service is generally recommended at 200-300 hour intervals, or after 2-3 years since last performed.*

- Yes  No **Fresh & Raw Water Systems**  
*Connect plumbing, Flush and fill water tank(s). Pressurize systems. Test all water pumps including live-well and wash down pumps. Reconnect and test hot water heater, head system, and A/C units as applicable.*

- Yes  No **Zincs (External):** *Shaft, rudder, trim tabs*     Yes  No **Zincs (Internal):** *Closed cooling zincs*

- Yes  No **Are you storing your trailer here?** *\*Flat fee of \$500. Trailers will be stacked as needed and you will not have access to them unless otherwise specified.*  
 Yes  No **Purchase and Install Siren Marine Boat Monitoring System.** *See brochure.*

**TRAILED BOAT SPECIAL**  
FOR BOATS UP TO 25' - 4/1/19-5/15/19

**\$60 LAUNCH**  
*When you have CAMSS  
bottom paint your boat*

**2019 RATES**  
\*All prices are subject to change

**BOTTOM PAINTING**  
 Up to 25' -- \$12/FT +materials  
 26'-40' -- \$14/FT +materials  
 40' + Up -- \$16/FT +materials

**INTERLUX PAINT**  
 ACT \$195  
 Micron CSC \$295  
 Micron Extra \$315

**BUFF & WAX HULL**  
 Up to 25' -- \$11/FT +materials  
 26'-40' -- \$13/FT +materials  
 40' & Up -- \$15/FT +materials

**COMPOUND & WAX HULL**  
 Up to 30' -- \$15/FT  
 30' & Up -- \$17/FT

**DECK & COCKPIT WASH**  
 \$65/HR

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

*By signing this form, I agree and understand the policies and procedures outlined above and on the back or page 2 of this document.*



### Cape Ann Marine Sales & Service POLICIES for all Service Work.

- **No new work, hauling or launching will be performed unless Customer's account is current, this also includes customers that have a storage contract with Cape Ann Marina. Full remittance of all balances must be paid prior to taking boat from marina lot or docks.**
- A completed, signed work order or seasonal commissioning or de-commissioning checklist with customer and boat information along with a detailed description of work requested and provision of keys and or combo is required prior to job scheduling or commencement. Service requests will not be entered on to the schedule if any of this information is missing.
- **Owner is responsible for: drain plugs, opening thru-hull fittings, bilge pump and battery operation.**
- **Storage Fees** Boats that are dropped off for Service, without an appointment are subject to the Daily Yard Storage Fee. Boats without wet or dry storage contracts must be removed from the premises no longer than 4 business days following notification of job completion. Daily Yard Storage Fees: up to 30' trailer is \$35.00/day, additional rate for over 30'.
- Trailers must be picked up after launching within 2 days, or daily storage fee will be charged. Customers who want to pick up boats or trailers after hours can do so **any time before 8 p.m.** providing that payment is made in full prior to pick up.
- All trailers brought to yard must be **labeled with customer name** and vessel name on tongue. Failure to do so may result in a delay in service.
- Cape Ann Marine is not responsible for damage caused to boat, motor or trailer due to poor trailer adjustment i.e. improper tongue weight. Cape Ann Marine is not responsible for proper tie down upon completion of work, and customer pick up.
- Cape Ann Marine will provide for disposal of waste engine oil during normal business hours as long as the oil was purchased from our Ship's Store. Any persons caught leaving containers of waste oil on the grounds unattended will be subject to a fine and reported to Clean Harbors. This will also apply to any inappropriate disposal of hazardous materials on site.
- Labor performed at Cape Ann Marina must meet or exceed ABYC standards. ABYC non-compliance is grounds for job refusal.
- Weather Related Damage - Cape Ann Marine is not responsible for damage caused to boats or trailers caused by acts of nature. We are also not responsible for damage caused to boats or trailers in our yard by other patron's or visitors.
- An Environmental Fee will be assessed to all work.
- By law, hazardous spills need to be reported immediately. Spills must be cleaned at owner's expense.
- Jobs that exceed \$500.00 may require an initial deposit and may be subject to partial billing prior to job completion.
- Special orders for parts that exceed \$100.00 require an initial 25% deposit. A 15% restocking fee will be assessed for any returned or refused special orders.
- By signing this document, you are agreeing to both the front page and the above policies.

**Print Name:** \_\_\_\_\_ **Sign:** \_\_\_\_\_ **Date:** \_\_\_\_\_

*By signing this form, I agree and understand the policies and procedures outlined above.*



Cape Ann Marine Sales & Service must have signed request forms at least **one month** prior to launch request date for scheduling purposes. Please fill out completely and return as soon as possible. Please notify us if you plan to postpone your requested launch date to avoid additional fees. Requested launch dates are not guaranteed. Boats will not be launched without a signed LAUNCH REQUEST and a CERTIFICATE OF INSURANCE per our new requirements. Email insurance to [service@capeannmarina.com](mailto:service@capeannmarina.com). Customers with a balance from marine services or storage will not be entered into the schedule until accounts are paid in full.

Cape Ann Marina or Cape Ann Marine Sales & Service are not liable for damage to spray rails, bilge keels, transducers, through-hull fittings, roll dampening components or any similar hull protuberances while hauling and/or launching. The vessel owner is responsible for providing any special equipment required for the protection of those hull components during the aforementioned operations. \_\_\_\_\_ (initial)

Please fill out completely.

Boat Name & Registration #'s	POWER or SAIL L.O.A.:	SIZE OF BOAT: BEAM:	DRAFT:
Owner information	Tele #'s		
	Email:		
Launch Week Requested: <b>Not guaranteed</b>	WEEK OF:	STEP MAST* YES or NO	*Please make arrangements with Marine Services at (978) 283-0806 with as much notice as possible for mast stepping.
Assigned Summer Slip if known:	If you do not have a Summer Slip what is your expected departure date*:		

REMARKS: \_\_\_\_\_

*Schedule additional boat services at our Marine Service Center or by calling (978) 283-0806.*

**No launching or hauling on holidays, Saturdays or Sundays without special request. Different rates may apply.**

**Owner is responsible for: providing and installing drain plugs, opening thru-hull fittings, dock lines (4 min.), fenders (3 min.), paint, throw-away brush in cockpit, safety equipment, bilge pump and battery operation.**

\_\_\_\_\_ (initial)

**\*We will notify you when your boat has been launched. Unless you are a summer slip customer you will have 2 days to remove your boat from the temporary slip, prior to May 15 and 1 day after. Otherwise, current dockage rate will be charged daily. For slip storage, contact our Dockmaster and make a reservation or request [dockmaster@capeannmarina.com](mailto:dockmaster@capeannmarina.com).**

**All trailers must be removed within 2 days after launch, if not a Daily Yard Storage Fee will be charged. \_\_\_\_\_ (initial)**

**Are storing your trailer with us for the summer? A flat \$500 storage fee will be billed to you. Yes, \_\_\_\_\_ (initial)**

**Yard Labor** \$65.00 per hour (Min ½ hr)

**Marine Mechanic Labor Rate** \$120.00 per hour (Min ½ hr)

**Daily Yard Storage Fees:** Daily Yard Storage Fees: up to 30' trailer is \$35.00/day, additional rate for over 30'. (this applies to service or launching work orders)

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



**CREDIT CARD AUTHORIZATION**

Today's Date: \_\_\_\_\_

Name on Card: \_\_\_\_\_

Billing address of Card: \_\_\_\_\_

\_\_\_\_\_

I \_\_\_\_\_ hereby authorize **Cape Ann Marina** and **Cape Ann Marine Sales & Service**

to charge \$ \_\_\_\_\_ on my \_\_\_\_\_  
(Type)

CC# \_\_\_\_\_ expires on \_\_\_\_\_.

Security codes: 4 digit code if American Express on Front \_\_\_\_\_

or 3 Digit Code on Back of all the other Credit Cards \_\_\_\_\_

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

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



Cape Ann Marine  
Sales & Service

SPRING INTO SUMMER  


VISIT OUR NEWLY RENOVATED  
**MARINE PARTS & SUPPLY STORE**  
AT OUR  
**OPEN HOUSE**  
**SAT. APRIL 13<sup>TH</sup> 2-6PM**

Discount pricing on select bottom paints, soaps, waxes, and cleaning materials.

**Enter to win: KUUMA Grill – Transient Overnight Dockage**

**– (1) Free Outboard Oil Change - (2) Penn Battle II Reels**

Don't forget your fenders, dock lines, lifejackets, coolers, tackle and first aid kit!

**IS IT TIME FOR AN ELECTRONICS UPGRADE?**

*DEPENDABLE ELECTRONICS ARE A MUST.*



FISH FINDERS, CHARTPLOTTERS, RADAR, GPS – Find out how to integrate your engine information into your **SIMRAD** via NMEA 2000. Contact us for **FUSION** stereo upgrades, Signature speaker installation, and Seablaze underwater lighting, and **SIREN MARINE** Installations.

**THINKING OF REPOWERING YOUR BOAT?**

*WE'RE HERE TO MAKE IT EASY.*



YAMAHA, SUZUKI & CUMMINS CERTIFIED– Visit our factory trained technicians and see what engine will fit your lifestyle. We have the facilities and equipment to install engines 2.5HP-425HP. We are happy to evaluate any vessel big or small.

**WANT TO HAVE THE CAPE ANN MARINA EXPERIENCE?**

*NOW TAKING RESERVATIONS FOR 2019 BOATING SEASON.*



SPEND SOME TIME WITH US -Find us online at [capeannmarina.com](http://capeannmarina.com) or call our Dockmaster's office at 978-283-2116.



Cape Ann Marine  
Sales & Service

**SPECIALS**

## TRAILERED BOAT SPECIAL



\$60 LAUNCH

WHEN YOU HAVE  
CAPE ANN MARINE  
SERVICE YOUR BOAT

EARLY BIRD - BOATS UP TO 25' - APRIL 1<sup>ST</sup> – MAY 15<sup>TH</sup>

\*MUST COMPLETE SPRING COMMISSIONING AND LAUNCH REQUEST 30 DAYS PRIOR.

## PARKING & STORAGE

### FOR TRAILER, VEHICLE, RV

You can rent space for the year, 6 months, month to month or daily. Individual spaces are “all access all the time” and approximately 25' x 10', 35' x 10' and 45+. Measure your boat on the trailer, RV or vehicle from tip to tail – trailer tongue to engines in the upright stored position to determine what size you will need.

## WE WILL MATCH OR BEAT ANY BOTTOM PAINT PRICE



With environmental regulations becoming more strict, in regards to pressure washing bottoms and antifouling paint, we as marina operators need to do so as well. Some boatyards have restricted any outside paint from coming onsite and are only allowing the paint they offer in their store. Other yards have restricted boat owners to do their own bottoms. If you are planning to do your own bottom painting this spring, we strongly encourage you to buy your paint through us. In fact, we will match or beat other's prices. We can also provide a paint kit for you, which will include all the necessary supplies such as rollers and brushes, to complete the job at a price that can't be beat! Our anodes/zincs are competitively priced. We want to make sure that you are supplied with great quality products, and give you the best price we can!