

September 2025

**Power and Sailboat
Winter Storage
Shadyside, MD**

Dear Valued Customer,

Everyone at Clarks Landing hopes you had a fantastic boating season! As winter approaches, we're ready to continue serving all your boating needs. Attached, you will find detailed information on our 2025-2026 Winterization & Land Storage Program, including Winterization Procedures Notes, Winter Storage Rules & Regulations, Owner Responsibilities, and Boat Insurance Requirements. These materials are applicable to power and sailboats up to 60 feet in length with a maximum draft of 6 feet on normal tides at our Shady Side location.

We take pride in offering competitive pricing and exceptional value within our area. Additionally, if you are considering selling your boat, inquire about our Winter Land Storage Brokerage Boat Program, which provides free land storage reimbursement if we sell your boat!

Here are some of the benefits you'll get this year:

- The flexibility to hire external contractors, provided they have the necessary insurance and receive written approval from Clarks Landing, or you may choose to perform the work yourself. *Please note that all shrink-wrapping must be completed by Clarks Landing.*
- Fenced-in, and Locked Gate after-hours at our Shady Side location.

Ask about Clark's other Services:

- Mercury Mercruiser and outboard maintenance services
- Prop Reconditioning and Balancing
- Cutlass Bearing Inspection/Replacement
- Engine/Transmission Oil Analysis
- Exhaust Manifold, Riser, and Elbow Inspection (consider replacement if more than seven years old)
- Outdrive Bellows Inspection (consider replacement if more than seven years old)
- Shaft/Rudder Packing Inspection
- Entertainment System Upgrades. Call for Options
- Camera Installations
- Electronic Upgrades including Auto Pilot, Radar, and ChartPlotter Installations/Upgrades
- Canvas Replacements and Repairs

Sailboats, Please Note: *Clarks does not provide ladders or provisions for access to boats on land. Sailboats on land for winter storage must not have any headsails up (Could blow the boat off the boat stands) Customers cannot remove or install sails while a boat is on land. No one can climb their mast while the boat is on land.*

Please contact our Service Advisors for details, and pricing on upgrades.

To Save a Copy of This Form After Submission, Use Password: MDwinter25

We're here to serve you. Our Service Advisors, Will Carlsen & Kim Chaplin will gladly help you fill out your Winter Storage Packet. Please contact us at (410) 867-9550 or visit our website www.clarkslanding.com for details and questions regarding discounts and services.

Our Fall/Winter 2025 Service Department hours are Monday through Friday from 8:00 am to 4:30 pm. The Security gate will only be open during office hours



CLARKS LANDING YACHT SALES 2025/2026 WINTERIZATION & LAND STORAGE AGREEMENT

Customer Name: _____ Date: _____

Email: _____ Best phone: _____ Brokerage: Yes No

Address: _____

Boat Year: _____ Boat Make: _____ Model: _____ Length: _____ Beam: _____

Engine Mfg: _____ HP: _____ Type: IB OB IO # of Engines: _____

Location of Boat/Slip #/Keys: _____ Boat Name: _____

Requested Date for Drop-off(Note #1): _____

WINTERIZATION SERVICES:

STORAGE FEES:

PRICE:

- Boat Land Storage, September 1st to May 15th \$32.00 ft.
- Monthly land storage for boats on a trailer (Less than 30') \$150.00
- Extra Time in Travel Lift while your boat's being Hauled Out (per 15 minutes)..... \$50.00

MISCELLANEOUS YARD SERVICES

- Power Boat: Haul, Pressure Wash, Block and Spring Launch (Note #3). \$18.00 ft.
- Sailboat: Haul, Pressure Wash, Block and Spring Launch (Note #3) \$18.00 ft.
- Unload Boat from trailer and block or load on trailer \$10.00 ft.
- Haul, pressure wash, and load on trailer – one way \$14.50 ft.
- Short Haul, pressure wash, launch \$13.00 ft.

WINTERIZE ENGINES (see Note #4, #5)

- 4, 6 and 8 Cylinder gas engines \$315.00 ea
- Engine Compression Test (Gas only) T & M
- Diesel engines (Power Boats). \$490.00 ea
- Diesel Engine / Sail Boats up to 100 Hp. \$250.00 ea
- Gas or Diesel Generator \$245.00 ea
- Stabilize Fuel Material

WINTERIZE OUTBOARD MOTORS / SPORT JET (see Note #6)

- Outboards Up to 50 HP \$220.50 ea
- Outboards Over 50 HP \$275.00 ea

WINTERIZE WATER SYSTEMS (Includes Hot Water System and Shower Sump)

- Up to 25 feet \$150.00 ea
- 26 to 34 feet \$220.00 ea
- 35 to 45 feet \$295.00 ea
- Over 45 feet \$385.00 ea
- Live Bait Wells \$60.00 ea
- Wash Downs \$60.00 ea
- Icemaker \$66.00 ea
- Washer Dryer \$78.00 ea
- Dishwasher \$80.00 ea

WINTERIZE AIR CONDITIONERS

- Air Conditioner System (each unit) \$154.00ea
- Chiller System T & M

WINTERIZE HEAD (see Note #7)

- Pump Out Head or porta potty and disposal \$250.00 ea
- Winterize Head (must be empty) \$119.00 ea
- Winterize each additional head \$75.00 ea

CLOSED COOLING SYSTEM SERVICE (see Note #13)

- Service Gas Closed Cooling System (change antifreeze) T & M
- Service Diesel Closed Cooling System T & M

OUTDRIVE SERVICE (Remove, Service & Reinstall – see Note #8)

- Alpha outdrive, with water pump impeller replacement T & M
- Alpha/Bravo outdrive service, excludes water pump impeller replacement \$418.00 ea
- Gear Lube Fluid Change Alpha/ Bravo \$210.00 +Parts
- Gear Lube Fluid Change / Outboard \$210.00 +Parts

ENGINE OIL AND FILTER CHANGE (see Note #9)

- 6 or 8 Cylinder Oil and Filter Change \$368.00 + Parts
- 4 Cylinder Gas Engine Oil and Filter Change \$160.00 + Parts
- Diesel Engine Oil & Filter Change (under 50hp) \$266.00 + Parts ea
- Diesel Engine Oil & Filter Change (over 50hp) \$350.00 + Parts ea
- Outboard Engine Oil & Filter Change (single engine) \$168.00 + Parts
- Outboard Engine Oil & Filter Change (twin engines) \$336.00 + Parts

GENERATOR OIL AND FILTER CHANGE

- Change Gas Genset Oil & Filter T & M
- Change Diesel Genset Oil & Filter T & M

HOUSEKEEPING

- Clean out refrigerator & dispose of contents \$ 85.00 ea
- Mid-Winter Mildew Bag Change \$150.00

SHRINK WRAP (Does not include removal & disposal in Spring)

- Boat Wash Prior to Wrap \$3.50 ft.
- Up to 30 feet sport models \$23.00 ft.
- 31 feet and up sport models \$26.00 ft.
- Aft cabin and bridge boats additional \$4.00 ft.
- Colored hull surcharge to prevent chafing (see Note #11) \$2.00 ft.
- Canvas Removal up to 26 ft \$75.00
- over 26 ft \$95.00
- Isinglass Removal (See note 10&11 T & M
- Shrink Wrap Door \$95.00 ea

WINTER BOTTOM PAINT *Special Pricing*

- Repaint same color & one coat: Color _____ Paint _____ \$23.00 ft. + Materials
- Repaint same color & two coats: Color _____ Paint _____ \$29.00 ft. + Materials
(Pricing above includes up to one hour of scraping and sanding)
- Repaint Outdrives \$235.00 + Parts
- Replace external zincs T & M

Note: TM (Time & Materials) Billed Separately

Storage Fees: \$ _____

Environmental Fee (Note #12): \$45.00

Shop Supplies (Note #12): \$30.00

Maryland Sales Tax \$ _____

TOTAL \$ _____

Additional Work Description:

Once service to your boat has been completed, an invoice will be sent to you for your records. We require payment at the time of service.

Printed Name: _____

Visa/MC/AMEX: _____ Exp. Date: _____

Security Code/CVV: _____

Billing Address of Card: _____

Authorized Signature: _____ **Date:** _____

I (we) the undersigned authorize payment by credit card for parts and services outlined above. I understand and agree to all rates, regulations, rules, and provisions of this agreement. I authorize the work to be done and payment to be made with this credit card.

WINTERIZATION PROCEDURES NOTES

NOTE #1 This is the date your boat will be ready for Winter Storage. Clarks Landing Yacht Yards will try to winter store your boat as close to this date as possible. Clarks Landing cannot guarantee an exact day your boat will be hauled. If Clarks Landing is to winterize the engine, they will do so when the boat is hauled out of the water. Until then, Clarks Landing assumes no responsibility, including temperature-related damage to the boat or engine for boats brought in after the first freeze.
*** Boat owners are responsible to ensure that engine(s), water, AC, and waste systems have been winterized prior to freezing temperatures. Clarks Landing will not be held liable for any damage resulting from failure to winterize, except in cases of gross negligence on our part.**

NOTE #2 Shop supplies fee covers items such as cleaners, grease, sealants, rags, and miscellaneous hardware.

NOTE #3 POWER WASHING BOTTOM

- Boats stored at Clarks Landing Yacht Yards must have their bottom power washed due to excessive odor and uncleanliness.
- All bottoms will be cleaned at time of haul out. We do not guarantee the removal of growth stains.

NOTE #4 INBOARD/STERNDRIVE GAS ENGINE WINTERIZATION PROCEDURES

- Run the engine and check for proper operation.
- Drain block of seawater; fill internal water passages with non-toxic type of antifreeze and water solution with a rust inhibitor.
- Spray external engine components with rust inhibitors to prevent corrosion.
- Lubricate engine throttle and shift linkages to prevent seizure.
- Fuel injected engines require a winterization procedure using a special mixture injected into the fuel system to coat and protect all internal engine components.

NOTE #5 INBOARD/STERNDRIVE DIESEL ENGINE WINTERIZATION PROCEDURES

- Run the engine and check for proper operation.
- Drain block of seawater, fill internal water passages with non-toxic type of antifreeze, and water solution with a rust inhibitor.

NOTE #6 OUTBOARD MOTOR WINTERIZATION PROCEDURES

- Run the engine and check for proper operation.
- Run engine and flush cooling system with antifreeze/rust preventative solution.
- Spray power head and component parts with rust inhibitor solution.
- Spray fogging oil through the carburetor to protect the combustion chamber from rust and corrosion.
- Inspect the lower unit for cracks or corrosion.
- Remove propeller and grease shaft then reinstall propeller.
- Fuel injected engines require a special winterization procedure using a special mixture injected into the fuel system to coat and protect all internal engine components.

NOTE #7 All boats hauled out or stored on Clarks Landing property must have the waste tank pumped out before being hauled. _____ Initial

NOTE #8 OUTDRIVE UNITS - we recommend that all fluids are changed in the Fall.

MERCURISER

- Remove the unit, inspect all components for wear.
- Check gimbal bearing, universal joints, shaft splines, coupler splines, and shift cable.
- Drain and refill upper and lower gear housing with gear oil.
- Remove the propeller and grease shaft. Reinstall propeller.
- Install drive unit on boat including new gasket kit.
- Replace the water pump. (Alpha drive service with water pump only)

VOLVO PENTA

- Volvo Penta Drives will be a higher price due to the cost of parts; additional charges for parts will be added to the final invoice.

NOTE #9 Engine oil parts pricing will be adjusted to reflect additional cost of fluids for engines requiring synthetic oil.

NOTE #10 Clarks Landing will do its best to remove canvas and store Isinglass but assumes no responsibility for broken snaps, zippers, or cracked/damaged Isinglass. _____ Initial

NOTE #11 Canvas left on the boat at time of shrink wrap will be put inside of the boat.

- Colored hull surcharge – protective anti-chafe covering will be secured between the wrap and colored hull to prevent chafing while shrink-wrapped.
- Clarks Landing does not provide shrink wrap for over-the-road service, we can recommend a sub-contractor for you to contact.

NOTE #12 ENVIRONMENTAL COMPLIANCE FEE AND SHOP SUPPLIES FEE These small fees will be added to your bill to offset expenses incurred in the winterization process. This includes adhering to Maryland Environmental laws, keeping the bay clean, disposing of waste fluids/chemicals, and maintaining an environmentally safe marina. This also helps with recycling and disposing of environmental waste or environmentally sensitive debris. The Shop Supplies fee covers the cost of miscellaneous consumable items used that are not directly billed to the customer

NOTE #13 CLOSED COOLING SYSTEM SERVICE

- Changing engine coolant is recommended every 3 years
- Only applies to engines with heat exchangers

WINTER STORAGE RULES & REGULATIONS

1. The term Winter Storage refers to Winter Space Rental. The Applicant is renting space whether in the water or on the land from Clarks Landing (CL)
2. Any condition on or around a boat declared a hazard in the judgment of CL shall be removed to the satisfaction of CL and billed at the prevailing shop rate. Only non-toxic antifreeze can be used on CL premises.
3. No open fires, tools, or equipment that produce a flame are allowed on any boat, dock, or property at CL. No heaters of any kind are permitted on boats during winter storage.
4. Contractors and subcontractors must provide a Certificate of Insurance naming "**Clarks Landing at Annapolis Inc. and Shady Side 1442 Properties Inc, 1442 Ford Rd, Shady Side, MD 20764**" as the certificate holder and additional insured. Coverage must include \$1,000,000 in liability insurance and \$1,000,000 in workers compensation insurance. For vessels stored at the Kent Island location, contact the vessel's sales representative for specific requirements. Contractors and Subcontractors must sign in and out daily, and work safely at all times.
5. Any space rental granted hereunder is with the distinct understanding and the applicant hereby agrees that CL assumes no responsibility for the safety of any vessel moored at the docks or adjoining water during land storage. CL 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 CL's gross negligence, the applicant further agrees that the mooring and dry land space rental of any vessel hereunder shall be at their own risk.
6. All boats must be properly moored and tied with correct and proper mooring lines 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, CL 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 time of launch, new lines and fenders will be installed at the customer's expense.
7. For security reasons, NO living or staying on the boat overnight is permitted. No one is allowed at the marina before or after published office hours. The Gate will be locked.
8. The granting of slip space or dry land space rental hereunder is with the understanding and the applicant hereby agrees that CL assumes no responsibility for personal injuries sustained by the applicant, or any of the applicant's guests or employees, on CL premises or piers unless due to CL gross negligence. **Boat owners must provide and maintain a Certificate of Insurance naming "Clarks Landing at Annapolis Inc. and Shady Side 1442 Properties Inc, 1442 Ford Rd, Shady Side, MD 20764" as the certificate holder and additional insured. Coverage must include \$500,000 in liability insurance. For vessels stored at the Kent Island location, contact the vessel's sales representative for specific requirements. CL is not responsible for injuries, including death, or property damage resulting from or caused by the use of dock or marina facilities, except in cases of gross negligence by CL.**
9. Boats, motors, and equipment of any kind, or articles placed in storage for repair or otherwise in possession of CL, are not insured by CL. All personal accessory articles and/or equipment of value should be removed from the boat BEFORE THE STORAGE PROCEDURE IS STARTED. CL agrees to use precautions to prevent loss or damage to the boat accessories, but CL is 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 CL aware of any special hauling instructions. Most boats are hauled by travel lift, with nylon slings. CL is not responsible for damage to the boat if the boat is structurally unsound for the method of hauling. Please contact our Service Department if you are unsure about the hauling of your boat.
11. Tarp covers are not to be used without the Service Manager's written approval; to avoid wind damage, the tarps could cause damage to other boats and people in the yard. If a tarp or shrink wrap is not installed by CL and comes loose, the Boat Owner is responsible for fixing it and the damaged tarps or shrink wrap.
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. Any boat still on land after May 15th will pay \$14 per foot per month.
13. Waste holding tanks must be emptied prior to haul out. After Haul Out, no responsibility is accepted by CL for toilets and holding tanks unless CL agrees to empty and winterize the holding tank for a fee.
14. If the owner scrapes, sands, or paints the boat's bottom, they must put tarps down and collect and dispose of residue and excess paint, etc. per environmental regulations.
15. Account balances must be paid in full before the boat will be re-launched from Winter Storage. A service charge of 1 ½% per month – 18% annual rate will be calculated on all amounts that are over 30 days past due.
16. The applicant has read and agrees to carry out and abide by all the rules and regulations of CL, as set forth above, and will abide by any amendments that may be made.
17. Clarks Landing and its employees may operate my vessel for the purpose of testing, inspections, or delivery at my risk. An express mechanics lien is acknowledged on the vessel to secure the amount of repairs thereto. CL 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 cause beyond our control.

I understand, agree, and will abide by all Clarks Landing rates, regulations, rules, and provisions.

Boat Owners Signature: _____ **Date:** _____

OWNER RESPONSIBILITIES & BOAT INSURANCE POLICY INFORMATION

Must be Completely Filled Out before Submitting

Clarks Landing requires the following issues and 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. Clarks Landing does not store batteries. We will turn off switches. Batteries will be left in your boat. We suggest having batteries completely charged and topped off prior to Haul Out. Clarks Landing assumes no responsibility for discharged or unserviceable batteries. Batteries removed by the owner are to be reinstalled one week prior to spring commissioning. Initial

2. All personal items and valuables have been removed from my boat, such as removable electronics, handheld VHF, C-Map chips, Dock lines, etc. Clarks Landing is not responsible for any missing items during storage. Initial

3. Fridge/Freezer/Icebox has been emptied of all liquids and perishables. Initial

4. Head systems have been pumped and cleaned prior to storing at Clarks Landing. If not, I will authorize Clarks Landing to do so, on the Winter Storage Agreement. Initial

5. Contractors and subcontractors hired by boat owners must sign an agreement and provide a Certificate of Insurance naming "Clarks Landing at Annapolis Inc. and Shady Side 1442 Properties Inc, 1442 Ford Rd, Shady Side, MD 20764" as the certificate holder and additional insured. Coverage must include \$1,000,000 in liability insurance and \$1,000,000 in workers compensation insurance. For vessels stored at the Kent Island location, contact the vessel's sales representative for specific requirements. Contractors and Subcontractors must sign in and out daily, and work safely at all times. Initial

6. All boats requesting Haul Out/while in travel lift well, by the owner, owner subcontractors, or owners representatives will be limited to 15 minutes extra time prior to the boat leaving the travel lift well. Extra time needed by the owner must be requested a minimum of one week in advance. Initial

7. If you are planning to sell your boat, and not using Clarks Landing Brokerage Program while on Clarks Landing property, you need to get written approval from CL each time an outside boat broker, salesperson, potential buyers, boat surveyors, and mechanics come onto CL's property. Initial

8. Boat owners must provide and maintain a Certificate of Insurance naming "Clarks Landing at Annapolis Inc. and Shady Side 1442 Properties Inc, 1442 Ford Rd, Shady Side, MD 20764" as the certificate holder and additional insured. Coverage must include \$500,000 in liability insurance. For vessels stored at the Kent Island location, contact the vessel's sales representative for specific requirements. Initial

Boat Insurance Co (REQUIRED): _____

Policy #: _____ Effective Date: _____ Expiration Date: _____

I agree that the above maintenance requirements have been met prior to Haul Out. I understand and agree to all terms and responsibilities listed on this document.

I will not hold Clarks Landing responsible for any damage to the boat, canvas, or boat accessories due to storm, fire, theft, "acts of God" or any condition beyond our control while stored or transported by Clarks Landing.

Signature: _____ Date: _____

Printed Name: _____