



POWER AND SAILBOAT WINTER STORAGE

September 2023

Dear Valued Customer,

We have made changes to our winter storage and winterization policies and are happy to present our new and improved winter storage options for 2023-2024.

We have streamlined and flat rated some winter work which is laid out in the detail in the attached Winter Storage Program. We hope this will provide transparency and value to each of you.

Please note that we will publish our Spring Services in January.

We're here to serve you. Our Service Team will gladly help you fill out your Winter Storage Packet. Please call us for details and questions.

Our Fall/Winter 2023 Service Department hours are Monday through Friday from 8:00am to 4:30pm.

Norton Yachts Service Team

97 Marina Drive
Deltaville, VA 23043
Office (804) 776-9211
Fax (804) 889-2319

Brandy Larson, Service Coordinator
brandy@nortonyachts.com

Janice Clark, Parts Coordinator
janice@nortonyachts.com

Ole Albert, Service Manager
ole@nortonyachts.com

NORTON YACHT SALES 2023/2024 WINTERIZATION & WINTER STORAGE AGREEMENT

Customer Name: _____ Date: _____

Email: _____ Best phone: _____ Brokerage: Yes No

Address: _____

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

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

Location of Keys: _____ Boat Name: _____

Location of Boat: _____

Requested Date for Haul (Note #1) _____

Requested Date for Spring Launch (Note #1) _____

WINTERIZATION SERVICES:

STORAGE FEES:

- Boat Land Storage, November to March 1st. \$20.00 ft.
(Storage Fees are charged in Full at Fall Haul - Boats left on the hard on April 1 will be charged monthly)
- Monthly land storage for boats on trailer under 28 ft. \$100.00
- Monthly land storage for boats on trailer 28 ft. and over \$150.00

MISCELLANEOUS YARD SERVICES

- Pick up on Broad Creek and deliver to Norton Yachts for winterization \$115.00
- Power Boat: Haul, Pressure Wash, Block and Spring Launch (Note #3). \$11.00 ft.
- Sailboat: Haul, Pressure Wash, Block and Spring Launch (Note #3) \$11.00 ft.
- Unload from trailer and block or load on trailer \$13.00 ft.
- Haul, pressure wash and load on trailer – one way \$13.00 ft.
- Short Haul, pressure wash, launch. \$ 9.00 ft.
- Sails: Remove Sails, Clean and store, Reinstall (Note #4) \$250.00 / sail

WINTERIZE ENGINES (see Note #5)

- Top off Fuel Tanks (Recommended to Winterize at ¾ Full tank). \$95.00 + Fuel
- Diesel engines \$425.00 ea. + Parts
- Gas or Diesel Generator \$215.00 ea. + Parts
- Stabilize Fuel Material

WINTERIZE OUTBOARD(see Note #6)

- Outboards Up to 50 HP \$190.00 ea. + Parts
- Outboards Over 50 HP \$260.00 ea. + Parts

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

- Up to 25 feet \$135.00 ea. + Parts
- 26 to 34 feet \$195.00 ea. + Parts
- 35 to 45 feet \$265.00 ea. + Parts
- Over 45 feet \$350.00 ea. + Parts
- Live Bait Wells \$ 50.00 ea. + Parts
- Wash Downs \$ 50.00 ea. + Parts
- Icemaker \$ 57.00 ea. + Parts
- Washer Dryer \$ 70.00 ea. + Parts

WINTERIZE AIR CONDITIONERS

- Air Conditioner System (each unit) \$135.00 ea. + Parts

WINTERIZE HEAD (see Note #7)

- Pump Out Head or porta potty and disposal \$150.00 ea.
- Winterize Head (must be empty) \$75.00 ea. + Parts

CLOSED COOLING SYSTEM SERVICE (see Note #11)

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

ENGINE OIL AND FILTER CHANGE (See Note #8)

- 6 or 8 Cylinder Oil and Filter Change \$315.00 + Parts
- 4 Cylinder Gas Engine Oil and Filter \$135.00 + Parts
- Diesel Engine Oil & Filter Change (under 50hp) \$220.00 + Parts
- Diesel Engine Oil & Filter Change (over 50hp) \$ 300.00 + Parts
- Outboard Engine Oil & Filter Change (single engine) \$150.00 + Parts
- Outboard Engine Oil & Filter Change (twin engines) \$295.00 + Parts

GENSET 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.
- Mildew Bag. \$25.00 ea.
- Mid-Winter Mildew Bag Change \$20.00 ea.

WINTER BOTTOM PAINT

- Repaint same color & one coat: Color_____Paint_____ . . . \$18.00 ft. + materials
- Repaint same color & two coats: Color_____Paint_____ . . \$23.00 ft. + materials

Pricing above includes up to one hour of scraping and sanding - Additional charges may apply

- Repaint Outdrives \$235.00 ea. + Parts
- Initial application of Prop Speed to Shaft/Props \$785.00 ea.
- Apply Prop Speed or Zinc Coat to Shaft/Props \$942.00 ea.
- Replace external zincs \$T & M

ADDITIONAL THINGS TO CONSIDER DOING DURING WINTER STORAGE

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

Mechanical

- Prop Reconditioning
- Cutlass Bearing Inspection/Replacement
- Engine/Transmission Oil Analysis
- Exhaust Manifold, Riser and Elbow Inspection (consider replacement if more than 7 years old)
- Outdrive Bellows Inspection (consider replacement if more than 7 years old)
- Shaft/Rudder Packing Inspection
- Hydraulic Swim Platform Service
- Bow Thruster Service
- Electric Winch Service
- Rigging Inspection
- Manufacturer Recommended Engine Service

Electrical

- Cockpit TV Installation, Flat Screen TV Upgrades and Digital TV Converter Installations
- Internet Boosters or Starlink Installation
- Camera Installations, Color or Black and White available
- Electronic Upgrades including Auto Pilot, Radar and Chart Plotter Installations/Upgrades
- Replace Batteries (recommended every 3 years)

Note: To better service you, we provide our customers with written estimates and quotes on repair work for your review prior to beginning any jobs.

WINTERIZATION PROCEDURES NOTES

NOTE #1 This is the date your boat will be ready for Winter Storage. Norton Yacht Sales will try to winter store your boat as close to this date as possible. Norton Yachts cannot guarantee an exact day your boat will be hauled. If Norton Yachts is to winterize the engine, they will do so when the boat is hauled out of the water. Until then, Norton Yachts assumes no responsibility, including temperature related damage to the boat or engine for boats brought in after the first freeze. We will make every effort to accommodate your Spring Splash request but can not guarantee dates.

*** Boat Owner is responsible for freeze damage to engine, water system, A/C or waste systems on boats with contracts and/or at Norton Yachts dated after first frost and/or after November 15th, unless due to Norton Yachts gross negligence.**

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

NOTE #3 POWER WASHING BOTTOM

- Boats stored at Norton Yachts must have their bottoms 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 SAIL STORAGE PROCEDURES

- Sails will be removed, washed, stored and reinstalled by the local sail loft. NYS assumes no responsibility for sails.
- Minor repairs are not included in this service and will be billed separately.

NOTE #5 INBOARD/STERNDRIVE DIESEL ENGINE WINTERIZATION PROCEDURES

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

NOTE #6 OUTBOARD MOTOR WINTERIZATION PROCEDURES

- Run engine and check for proper operation.
- Run engine and flush cooling system.
- Inspect lower unit for cracks or corrosion.

NOTE #7 All boats hauled out or stored on Norton Yachts property must have waste tank pumped out before being hauled. Initial

NOTE #8 Engine oil parts pricing will be adjusted to reflect additional cost of fluids for engines requiring synthetic oil.

NOTE #9 Norton Yachts will do its best to remove canvas and store Isinglass but assumes no responsibility for broken snaps, zippers, or cracked/damaged Isinglass. Initial

NOTE #10 ENVIRONMENTAL COMPLIANCE FEE 2% of parts This small fee will be added to your bill to offset expenses incurred to adhere to Virginia Environmental laws, keep bay clean, dispose of waste fluids and chemicals, and help maintain an environmentally safe marina. This also helps with recycling and disposing of environmental waste or environmentally sensitive debris.

NOTE #11 CLOSED COOLING SYSTEM SERVICE

- Changing engine coolant is recommended every 3 years

OUTSIDE WINTER STORAGE RULES & REGULATIONS

1. The term Winter Storage refers to Winter Space license. The Applicant is renting space whether in the water or on the land from Norton Yacht Sales (NYS).
2. Any condition on or around a boat declared a hazard in the judgment of NYS shall be removed to the satisfaction of NYS Yards and billed at the prevailing shop rate. Only non-toxic anti-freeze can be used on NYS premises.
3. No open fires, tools or equipment that produce a flame are allowed on any boat, dock or property at NYS. No heaters of any kind are permitted on boats during winter storage.

4. Outside contractors must be approved, have insurance per NYS requirements, sign in and out daily and work safely at all times.

5. Any space license granted hereunder is with the distinct understanding and the applicant hereby agrees that Norton Yachts assumes no responsibility for the safety of any vessel moored at the docks or adjoining water during land storage. Norton Yachts 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 Norton Yachts' gross negligence, the applicant further agrees that the mooring and dry land space license of any vessel hereunder shall be at their own risk.
6. All boats must be properly moored and tied with adequate 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, NYS 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 boat at time of launch, new lines and fenders will be installed at customer's expense.
7. For security reasons, NO living or staying on the boat overnight is permitted while the boat is on the hard.
8. The granting of slip space or dry land space lie hereunder is with the understanding and the applicant hereby agrees that NYS assumes no responsibility for personal injuries sustained by the applicant, or any of the applicant's guests or employees, on Norton Yachts premises or piers unless due to NYS gross negligence. Boat owners must maintain adequate insurance on their vessel. A minimum of three-hundred thousand-dollar (\$300,000) liability insurance and full replacement value of vessel insurance, while boat is transported, moored or land stored at NYS. Norton Yachts will not be responsible for injuries (including death) or property damage resulting from, caused by use of dock or marina facilities, unless due to NYS gross negligence.
9. Boats, motors and equipment of any kind, or articles placed in storage for repair or otherwise in possession of NYS, are not insured by NYS. 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 NYS aware of any special hauling instructions. Most boats are hauled by travel lift, with nylon slings. Norton Yachts is not responsible for damage to boat, if boat is structurally unsound for 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 Managers written approval, to avoid wind damage the tarps could cause to other boats and people in the yard. If tarp or shrink wrap not installed by Norton Yachts comes loose, Boat Owner is responsible for fixing it and damaged tarps or shrink wrap. Under no circumstances are tarps or covers to be tied to jack stands.
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 March 1st will be charged monthly storage rates.
13. Waste holding tanks must be empty prior to haul out. After haul out, no responsibility is accepted by NYS for toilets and holding tanks unless Norton Yachts agrees to empty and winterize holding tank for a fee.
14. Norton Yachts will make an effort to keep our wet storage ice free; however, in extreme weather conditions, we cannot guarantee the same, and therefore will not be held responsible for any ice related damage.
15. DIY Scraping, sanding or bottom painting is strictly prohibited.
16. Account balances must be paid in full before boat will be re-launched from Winter Storage. A service charge of 2% per month will be calculated on all amounts that are over 30 days past due.
17. The applicant has read and agrees to carry out and abide by all the rules and regulations of Norton Yachts, as set forth above, and will abide by any amendments that may be made.

18. Norton Yachts and its employees may operate my vessel for purpose of testing, inspections or delivery at my risk. An express mechanics lien is acknowledged on vessel to secure amount of repairs thereto. Norton Yachts will not be held responsible for loss or damage to vessel or articles left in vessel in case of fire, theft, accident or any cause beyond our control.

Boat Owners _____ Signature Date _____

**OWNER RESPONSIBILITIES & BOAT INSURANCE POLICY
INFORMATION**

Norton Yachts 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. Norton Yachts 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. **Norton Yachts 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. **Norton Yachts 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 Norton Yachts. If not, I will authorize Norton Yachts to do so on the Winter Storage Agreement. _____ **Initial**

5. Outside contractors must be approved, have insurance per NYS requirements, sign in and out daily and work safely. _____ **Initial**

Boat Insurance Co (REQUIRED) _____

Policy #: Effective Date: _____

I agree to have completed the above listed maintenance items prior to haul out.

I will not hold Norton Yachts 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 Norton Yachts.

Printed Name: _____

Signature: _____

Date: _____