

Saunders *Yachtworks*
Schedule of Labor Rates & Charges

Effective July 1st, 2011

ONSITE SERVICE RATES FOR OUR BOATYARD LOCATED IN ORANGE BEACH, ALABAMA

| | |
|--|----------------|
| Machine work, Welding and Metal Fabrication |\$95/hr |
| Vessel Systems (A/C, Electrical, Sanitation) and Mechanical (driveline, rigging) |\$90/hr |
| Master Marine Carpenters, |\$80/hr |
| Boatyard Crafts (paint, fiberglass) | \$76/hr. |
| Boatyard Labor |\$65/hr. |

*Travel time and Mileage rates apply to above crafts dispatched outside of Orange Beach Marina.

FIELD SERVICE RATES DISPATCHED FROM OUR GULF SHORES HEADQUARTERS

| | |
|--|---------------|
| Certified Field Mechanical Technicians |\$95/hr. |
|--|---------------|

* Travel time and mileage will be billed for all technicians dispatched from our Gulf Shores, Alabama location.

Travel time will be charged at applied labor rate. Mileage will be charged at **\$1.50 per mile**.

For simplification, these round-trip, flat-rate mileage charges apply from Gulf Shores:

| | | |
|------------------------|---------------------------|------------------------|
| Local Marinas.....\$30 | Ono Island.....\$40 | Pensacola.....\$95 |
| Mobile.....\$170 | Ft. Walton/Destin...\$220 | Sandestin.....\$250 |
| Dauphin Island..\$240 | Pascagoula..... \$240 | Biloxi/Gulfport..\$300 |

Air Fare – Varies by city. Overnight Per Diem – Varies by city.

All hours are billed from the time the tech preps for a job until all waste and paperwork are complete.

OVERTIME POLICY

- Overtime worked will be billed at **1.5(x) regular rate** (except Sundays)
- Overtime on Sundays and Holidays are billed at **2(x) regular rate**.
- The company sometime elects to work overtime when it is practical or necessary
 - to meet job delivery schedules
 - to avoid additional time or travel on a job to meet seasonal demand for service.

EQUIPMENT CHARGES

All specialized equipment will have an additional charge rate as follows:

| | |
|--|-------------------------------------|
| Diagnostic Computer Connection fee...\$100 | Fuel Burn Rate Meter\$100/day |
| Fuel Cleaning Equipment\$100/day | Forklift/Truck Crane.....\$100/hour |
| Boroscope Tool.....\$100/day | |

AFTER-HOURS CALL-OUT

Parts man Call-Out charge....\$80 Service Technician....four hour minimum plus mileage charge

SHOP SUPPLIES & ENVIRONMENTAL SURCHARGE

- A shop supplies surcharge equal to **4% of labor** is charged on each Invoice up to a maximum of \$500/Invoice.
- A Marine Environmental surcharge equal to 2% of the total invoice is charged on each Invoice.

DRYDOCKING AND VESSEL STORAGE

Under 60': Haul, Block, and Float....\$10/ft. Sling Haul (1 hr. max)....\$8/ft.
60' and up: Haul, Block, and Float....\$12/ft. Sling Haul (1 hr. max)....\$10/ft.

Lift to or from Transport Truck....\$10/ft. plus time and material expense for special cases

Pressure wash hull bottom....\$3/ft (excessive marine growth may have additional charges)

In water dockage....\$2.00 per foot per day, \$1,400 per month (includes electrical connection)

Dry dock*.... \$0.25 per foot per day, \$3.00 per foot per month

*Dry dock rates are for boats that are being actively worked on by Saunders Yachtworks. Boats that turn into a storage situation will be charged \$2/ft per day.

Electrical connection fee (30/50 amp service)....\$5/day

PILOT & VESSEL HANDLING

Captain and Mate (if required) for vessel movement in harbor or local delivery....\$65/hr./man

TURN KEY BOTTOM SERVICE

Includes haul, block, & float; pressure wash & etch entire wetted surfaces; prime and paint under water metal components and running gear, inspect and clean through hull fittings, scoop strainers, running gear and wetted appendages; recoat anti-fouling paints with 2 coats of paint; and service standard zinc packages*

Under 32' is \$1,750 flat rate (includes 3 days dry dock storage and electrical connection)
33' to 39' @ \$54.00 per ft (includes 3 days dry dock storage and electrical connection)
40' to 49' @ \$58.00 per ft (includes 3 days dry dock storage and electrical connection)
50' to 59' @ \$64.00 per ft (includes 4 days dry dock storage and electrical connection)
60' to 64' @ \$68.00 per ft (includes 5 days dry dock storage and electrical connection)
65' and up @ \$73.00 per ft (includes 5 days dry dock storage and electrical connection)

*Additional charges may be applied for, but not limited to, the following items:

- boats with outdrives
- replacing non-standard zinc packages
- cleaning bow/stern thrusters, stabilizers, hydraulic swim platforms, or other large components
- cleaning excessive marine growth
- polishing props

SURVEY

Haul out for Survey Inspection*

Under 60': Sling Haul (1 hr. max)....\$8/ft.

60' and up: Sling Haul (1 hr. max)....\$10/ft

*\$100 per hour after the first hour

*It is the customer's responsibility to hire independent hull surveyor

Basic Engine Survey (includes visual inspection, gauge out, and sea trial).....\$1,300

*Include 2 engines, 2 transmissions, and 1 generator

*travel time and mileage billed additional

*oil samples, compression tests, and cylinder boroscope available at additional charge rates

NOTES

All invoices are due immediately upon completion of work. Deposits and progress payments are required for large projects. Special order parts require prepayment and are not returnable.