

Winterport Marine – Customer Discount Structure, Beginning Fall 2008

Payment discounts:

Prepay	= 10% of payment credited to account
< 14 days	= 5 % of payment credited to account

Storage discounts:

Storage only customer:	= Payment discounts and promotions
Storage & Dockage customer:	= 5%
Storage & Winterization customer:	= 5%
Storage, Dockage, & Winterization	= 8%

Mechanical service discounts:

Boat US members	= 15% off labor
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Dockage discounts:

Boat US members	= 15% off transient dockage
Storage customer (previous winter)	= 10% off seasonal dockage or mooring

How do the payment discounts work?

Its really very simple. Its rare that a customer wouldn't have any idea of what costs to expect for a service. For example, if you expect your bill to be between \$300 - \$400, you can prepay \$300 and your account will be credited for \$330. If you would rather wait for the exact amount to be invoiced (Let's use \$340 for this example), you could pay \$323.81 within 14 days of the invoice date and receive credit for the full \$340. In this example, if you prepaid \$300 and paid \$38.10 right after receiving the invoice you would have saved \$32. Your savings would be \$16 if you waited for the invoice and paid within 14 days.

Can customers combine discounts?

Customers can take applicable discounts from each of the above categories. This is where you can really take advantage of our discount plan. For example, a Boat US member that will have us haul, winterize, and store his boat will qualify for the following discounts:

- 15% discount on haulout labor
- 15% discount on winterization labor
- 5% discount on storage
- 10% discount on total if prepaid
- 5% discount on invoiced (unpaid) total if paid within 14 days

SO - a Boat US member that prepaid to have his 30' single engine boat hauled, winterized and stored inside would save approx. \$200. The \$19 Boat US membership is a good investment!