



The Service Program

Rates apply to labor only. Materials will be billed on a per-boat, per item, basis.

We are proud to announce our 2009/2010 service program; an exclusive offering for our existing customers as well as new clients. This unique program will give you access to our experienced and skilled craftsman, engineers and technicians for the annual care and/or refurbishment of your yacht. We invite you to review this comprehensive rate schedule in order to estimate your decommissioning, storage and commissioning costs. While we do have access to captain's services, our pricing is based on delivery to Stanley's Boat Yard in Warren, Rhode Island for sailboats; Somerset Marina in Somerset, Massachusetts for powerboats.

In addition to our service and storage offering, we have an extensive menu of upgrades for your Alerion Express or True North Yacht. Please contact us for more information.

Yacht Hauling and Storage

Hauling:

- Haul, clean bottom, prep for transport, transport to Pearson Composites: \$30.00/ft

Total: _____

Storage:

- Indoor Storage: \$80.00/ft
- Outdoor Storage: (Shrink Wrap not included) \$45.00/sq ft
- Mast Storage: \$6.00/ft
- Dinghy Storage: \$250

Total: _____

Shrink Wrap:

- Sail: \$15.00/ft
- Power (no flybridge): \$17.00/ft
- Power (with flybridge): \$20.00/ft

Total: _____

Decommissioning

Winterize Engine

- 1-3 Cylinders: \$255.00
- 4-5 Cylinders: \$299.00
- 6-8 Cylinders: \$375.00

Total: _____

Decommission Systems

Includes storage and removal of batteries.

- Category 1: Running lights and battery, no plumbing: \$125.00
- Category 2: Running lights, cabin lights, 1 sink, portable head, water tank, bilge pump: \$195.00
- Category 3: Running lights, cabin lights, 2 sinks, manual water, head, water & holding tanks, bilge pump: \$250.00
- Category 4: Running lights, cabin lights, 2 sinks, pressure water, head, water & holding tanks, bilge pump: \$395.00
- Category 5: Running lights, cabin lights, 2 sinks, pressure water, head, water & holding tanks, hot water heater, shower, bilge pump: \$650.00

Total: _____

Unstep and Store Mast:

- Boats up to 29': \$27.00/mast ft
- Boats 30'-39': \$29.00/mast ft
- Boats over 40': \$34.00/mast ft

Total: _____

Remove and Store Sails and Canvas:

- | | | |
|--|------------------------------|-------------------------------|
| • Boats 12-29 feet: | Main mast: \$3.00/mast foot; | Second mast: \$1.00/mast foot |
| • Boats 30-39 feet: | Main mast: \$5.00/mast foot; | Second mast: \$2.00/mast foot |
| • Boats over 40 feet: | Main mast: \$9.00/mast foot; | Second mast: \$3.00/mast foot |
| • Powerboats; remove canvas and associated hardware: | \$250.00 | |

Total: _____

Spring Commissioning

Paint bottom:

- Boats 12-29 feet: \$12.00/ft
- Boats 30-39 feet: \$14.00/ft
- Boats over 40 feet: \$17.00 /ft

-Note: Extra preparation work will be billed on a time and materials basis. **Total:** _____

Launch boat from storage:

- \$30.00/ft

Total: _____

Rig, Step and Tune the Mast:

(does not include bending on mainsail; see bend on sails, below)

- | | | |
|-----------------------|-------------------------------|--------------------------------|
| • Boats 12-29 feet: | Main mast: \$27.60/mast foot; | Second mast: \$14.00/mast foot |
| • Boats 30-39 feet: | Main mast: \$29.75/mast foot; | Second mast: \$15.00/mast foot |
| • Boats over 40 feet: | Main mast: \$34.25/mast foot; | Second mast: \$17.25/mast foot |

Total: _____

Bend on Sails and/or canvas: Mainsails (includes dodger):

- Boats 12-20 feet: \$188.25
- Boats 20-29 feet: \$333.25
- Boats 30-39 feet: \$361.50
- Boats over 40 feet: \$390.25

Total: _____

Other Canvas:

- Furling jib: \$84.50/sail
- Club jib: \$78.80/sail
- Mizzen/other: \$79.00/sail
- Powerboats; install canvas and associated hardware: \$350

Total: _____

Commission Engine and Fuel System:

If the engine needs repair to function properly, the extra work will be charged on a time and materials basis.

- 1-3 cylinder engines: \$246.75
- 4-5 cylinder engines: \$298.00
- 6-8 cylinder engines: \$364.25

Total: _____

Commission Electrical and plumbing systems:

- Category 1: Running lights and battery, no plumbing: \$107.00
- Category 2: Running lights, cabin lights, 1 sink, portable head, water tank, bilge pump: \$121.00
- Category 3: Running lights, cabin lights, 2 sinks, manual water, head, water & holding tanks, bilge pump: \$164.00
- Category 4: Running lights, cabin lights, 2 sinks, pressure water, head, water & holding tanks, bilge pump: \$309.00
- Category 5: Running lights, cabin lights, 2 sinks, pressure water, head, water & holding tanks, hot water heater, shower, bilge pump: \$425.00
- Additional charge for 2nd head: \$121.00
- Mast electrical systems: (sailboats) \$204.00
-
- 2nd mast electrical systems: (sailboats) \$102.00

Total: _____

Clean and wax Topsides:

- Boats 12-29 feet: \$17.00/ft
- Boats 30-39 feet: \$18.75/ft
- Boats over 40 feet: \$21.00/ft
- Awl gripped boats: \$9.75/ft

Total: _____

Clean and wax cabin sides and cockpit:

- Boats 12-29 feet: \$14.00/ft
- Boats 30-39 feet: \$16.25/ft
- Boats over 40 feet: \$18.75/ft

Total: _____

Cleaning:

- Clean Deck: \$6.25/ft
- Clean Interior: \$8.00/ft

Total: _____



ALERION EXPRESS

Refurbishment and Upgrade Program

Teak Upgrades

Handcrafted by our finest carpenters and using the finest teak available these additions are known not only for their stunning good looks but also their soft, non-slip properties. Enhance the existing craftsmanship on your boat with one of our following options.

Teak Decking:

- Refurbish existing teak decking to return it to like new condition. - \$1,833.00
- Install new teak deck
 - AE 28 \$17,999.00
 - AE 33 call for pricing
 - AE 38 call for pricing



Teak Cockpit Sole:

- Refurbish: bring your existing teak to like new condition. - \$459
- Add or completely replace existing teak cockpit sole.
 - AE 28 \$4,590.00
 - AE 33 \$4,935.00
 - AE 38 Call for pricing

Teak and Holly Floors:

- Refurbish: remove; sand and spray two coats of varnish.
 - AE 28 \$560.00
 - AE 33 \$999.00
 - AE 38 \$1,430.00
- Add new teak and holly floor boards with improved floor fasteners depending on installation.
 - AE 28 \$1,257.00
 - AE 33 \$3,799.00
 - AE 38 \$4,399.00

Teak Upgrade Total: _____

Paint & Keel Options

Awl Grip Paint:

Paint hull topsides, single boot stripe and covestripe. Also includes new name and hail port as well as hull logos.

- AE 20 \$4,067.00
- AE 28 \$6,050.00
- AE 33 \$7,700.00
- AE 38 \$12,867.00



Repaint the Mast, Spreaders, Boom and Jib Boom.

- AE 20 \$2,100.00
- AE 28 \$2,500.00
- AE 33 \$3,063.00
- AE 38 \$3,063.00

Shoal Draft Keel:

A shoal draft keel will reduce your draft by one foot on each model while maintaining great sailing performance.

- AE 28 \$8,426.00
- AE 33 and 38 Call for pricing.

Paint & Keel Total: _____

Cockpit Cushions and other Accessories

Alerion Express Cockpit Cushions:

Replace your existing cushions with a refreshing new color of Sunbrella or marine vinyl.

- AE 20 \$1,375.00
- AE 28 \$1,409.00
- AE 33 \$2,100.00
- AE 38 \$2,520.00

Alerion express seat back cushions:

This addition is available new for the Alerion Express 28. Also, refresh your 33 or 38 with new seatback cushioning to match any other additions.

- AE 28 \$1,875.00
- AE 33 and 38: Call for pricing.



Removable Cupholders:

Enjoy your beverage anywhere on your Alerion with these beautiful magnetic teak cupholders. Available in sets of two.



- Set of (2) \$279

Teak Cockpit table:

Add another touch of elegance to the cockpit of your Alerion Express with a hand crafted cockpit table. Removable and easily stored.



- AE 28 \$799.00
- AE 33 \$2,194.00
- AE 38 \$2,194.00

Mainsail Boom Cover with logo: Available in standard Sunbrella colors.



- AE 20 \$775.00
- AE 28 \$899.00
- AE 33 \$1,050.00
- AE 38 \$1,279.00

Cushion & Accessory Total: _____

Sails, Canvas & Rigging

Jib Boom. Get more out of your head sail with the patented Hoyt Jib Boom. The jib boom increases the effective sail area while maintaining constant clew height. The Jib Boom allows for a significant performance gain while sailing off the wind.

AE 20 - \$1,70

AE 28 - \$1,975.00

Jib boom Light Air Extender: This patented mechanism forces the jib boom out either direction; the resulting force opposes the sheet allowing for superior light wind performance. While others wrestle with a whisker pole, you'll stay safe and comfortable in the cockpit.

AE 28 \$4,182.00

Tides Marine System: This remarkable system allows easy raising and lowering of the mainsail. This simple Teflon track slides into the existing groove in the mast and stainless steel luff hardware replace the existing "slugs". The result is the ability to raise the mainsail without using the winch; lowering is as easy as releasing the clutch. Stay in the cockpit as the sail falls quickly onto the lazy jacks.

- AE 28 \$2,512.00

North Sails:

- AE 20 (Dacron) \$2500.00
- AE 28 (Dacron) \$3,122.00
- AE 33 (Norlam) \$9,320.00
- AE 38 (Norlam) \$14,195.00

Canvas Cockpit Cover:

Protect your Alerion cockpit from the elements with this custom cover. Available in all Sunbrella colors.



- AE 20 \$685.00
- AE 28 \$1,033.00
- AE 33 \$1,913.00
- AE 38 \$1,913.00

Dodger grab rail: (with leather cover)

- AE 33 \$495.00
- AE 38 \$495.00

Dodger: Standard Sunbrella colors available.



- AE 28 \$2,583.00
- AE 33 \$2,250.00
- AE 38 \$2,482.00

Sails, Canvas & Rigging Total: _____

Varnish Refurbishment

Interior: Apply two coats of hand brushed varnish on all fiddles and permanently mounted wood. Remove all wood doors and drawers and apply two spray coats

- AE 28 \$1,480.00
- AE 33 \$2,959.00
- AE 38 \$2,959.00

Exterior: Apply two coats of hand brushed varnish on all fiddles and permanently mounted wood.

- AE 20 \$3,706.00
- AE 28 \$5,136.00
- AE 33 \$5,613.00
- AE 38 \$6,757.00

Varnish Total: _____



Other Available Services

We will provide quotations on custom work upon receipt of workbook

- Plumbing: All manual and pressurized systems.
- Electrical: Diagnose system, and we will work to test/repair defective units.
- Rigging: We can fix most electrical issues, furling systems, and all standing/running rigging issues, including wire swaging.
- Fiberglass: A full service glass repair shop, and Awl Grip painting (topsides, deck, cabins, and touchup).
- Sail Cleaning
- Custom Woodwork: Cabinetry work, deck repairs and various other woodwork projects.
- Custom Lettering: Boat name, hail port or any other boat lettering need.

Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____

Email: _____

Boat Name: _____

Hailport: _____

Workbook Totals

Environmental fee: \$35.00

Sub – Total: _____

Custom quote: _____

Total: _____

Please Fax workbook to (401)247-4014 upon completion in order to receive final quotations on any custom work and to reserve your storage and refit space for the season.

Yacht Pickup and Payment terms:

Pickup of your yacht will be required on the date decided on between you and your service representative. Transient fees will apply for additional days. 50% of the total service contract will be required at contract signing. The remaining 50% will be paid prior to launching of vessel in the spring.

Owner Signature: _____

Pearson Service
Signature: _____