



SAUNDERS YACHTWORKS

SCHEDULE OF LABOR RATES & CHARGES

Effective January 1, 2020

On-Site Service Rates

- Boatyard labor.....\$65/hr
- Boatyard crafts (paint, fiberglass, carpentry) and mechanical (driveline, rigging).....\$80/hr
- Machine work, welding and metal fabrication.....\$100/hr
- Vessel systems (A/C, electrical, sanitation) and electronics.....\$105/hr
- Certified diesel engine, generator, & transmission technicians.....\$115/hr
- Certified outboard engine technicians.....\$125/hr

Off-Site Service Rate

- Same rates apply to above crafts plus travel time and mileage dispatched outside of our boatyard locations.
 - Air fare and overnight per diem vary by city.
 - All hours are billed from the time the tech preps for a job until all waste and paperwork are complete.
 - International rate for technicians.....\$160/hr
 - Travel time will be charged at applied labor rate. Mileage will be charged at \$1.75 per mile.
 - For simplification, these round-trip, flat-rate mileage charges apply:
 - ▶ Local marinas.....\$40
 - ▶ Pensacola.....\$110
 - ▶ Ono Island.....\$50
 - ▶ Ft. Walton/Destin.....\$250
 - ▶ Barbers Marina.....\$70
 - ▶ Sandestin*.....\$290
- * (includes access charges)

Overtime Policy

- Overtime worked will be billed at 1.5x regular rate (except Sundays and holidays)
- Overtime on Sundays and holidays are billed at 2x regular rate.

Equipment Charges

All specialized equipment will have an additional charge rate as follows (doesn't include any labor charges if applicable):

- ▶ Diagnostic computer connection fee.....\$100
- ▶ Boroscope tool.....\$100/day
- ▶ Sewage pump out.....\$65/hr if done by Saunders personnel
- ▶ Cooling towers.....\$50/day plus \$105/hr to connect/disconnect
- ▶ Forklift/truck crane.....\$100/hr
- ▶ Telescoping forklift (Lull).....\$150/hr

After-Hours Call-Out

- Parts man call-out charge.....\$100
- Service technician.....4-hour min. plus mileage

Pilot & Vessel Handling

- Captain and mate (if required) for vessel movement in harbor or local delivery.....\$80/hr/man

Shop Supplies & Environmental Surcharge

- A shop supplies surcharge equal to 4% of labor is charged on each invoice up to a maximum of \$500 per invoice.
- A marine environmental surcharge equal to 2% of the total invoice is charged on each invoice.

Electrical Connection Fees

- 30/50 amp service.....\$5/day/cord
- 100 amp, 240V service.....\$10/day/cord
- 100 amp three phase 480.....\$35/day/cord

Storage Container Rental

- 8' x 8' x 16'\$350 per month

Drydocking and Vessel Space Fees

- Under 50' (\$330 minimum).....Haul, Block, & Launch...\$11/ft.....Sling Haul.....\$8/ft
- 50' to 69'.....Haul, Block, & Launch...\$13/ft.....Sling Haul...\$10/ft
- 70'+ up to 100 tons.....Haul, Block, & Launch...\$15/ft.....Sling Haul...\$12/ft
- 100 tons to 130 tons or with 3 sets of slings.....Haul, Block, & Launch...\$18/ft.....Sling Haul...\$15/ft
- 130 tons and up.....Haul, Block, & Launch...\$23/ft.....Sling Haul...\$20/ft
 - ◊ Sling Haul rate is limited to 1 hour in the straps, additional time billed at \$200 per hour.
 - ◊ Emergency, after hours, and hurricane haul outs (not contracted) are 2x the posted rate.
 - ◊ Underwater diver for haul out support (may be required by Saunders in some cases) billed at \$100 per hour.
- Lift to or from transport truck.....\$13/ft plus time and material expense for special cases (\$390 min).
- Pressure wash hull bottom (1.5x rate for Catamarans):
 - ◊ 69' or less.....\$3/ft
 - ◊ 70' to 100'.....\$4/ft
 - ◊ 100' and up.....\$5/ft
 - ◊ Excessive marine growth may have additional charges
- Transient in-water dockage.....\$2/ft/day, \$12/ft/mo
- In-water dockage with service.....\$0.60/ft/day, \$12/ft/mo
- Long-term dry storage.....\$10/foot/mo
- Dry dock**.....\$0.25/ft/day, \$5/ft/mo
- Enclosed/covered dry dock**.....\$0.75/ft/day, \$15/ft/mo

**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.

Turn Key Bottom Service

- Under 30'.....\$1,950 flat rate (up to 2 gal. paint & 3 days dry-dock)
- 30' to 39'.....\$65/ft (up to 2 gal. paint & 3 days dry-dock)
- 40' to 49'.....\$70/ft (up to 3 gal. paint & 3 days dry-dock)
- 50' to 59'.....\$75/ft (up to 4 gal. paint & 4 days dry-dock)
- 60' to 64'.....\$80/ft (up to 5 gal. paint & 5 days dry-dock)
- 65' to 69'.....\$83/ft (up to 6 gal. paint & 5 days dry-dock)
- 70' to 74'.....\$86/ft (up to 6 gal. paint & 5 days dry-dock)
- 75' to 79'.....\$90/ft (up to 7 gal. paint & 5 days dry-dock)
- Vessels larger than 79'.....quote available upon request
- All pricing includes:
 - ◊ Haul, block, & launch
 - ◊ Pressure wash & wet media blast "etch" entire wetted surfaces
 - ◊ Inspect and clean through hull fittings, scoop strainers, running gear and wetted appendages
 - ◊ Prime and paint under water metal components and running gear;
 - ◊ Recoat bottom with SeaHawk Cukote, Interlux Micron CSC or Pettit Horizons antifouling paint per manufacturer's recommended specifications
 - ◊ Electrical connection for dry dock
- Additional charges will be applied for, but not limited to, the following items:
 - ◊ Removal and replacement of all zincs
 - ◊ Using bottom paint other than SeaHawk Cukote, Interlux Micron CSC or Pettit Horizons
 - ◊ Mixing of paints to derive a non-standard color (additional \$100 plus additional paint if required)
 - ◊ Boats with outdrives
 - ◊ Cleaning bow/stern thrusters, stabilizers, hydraulic swim platforms, or other large components
 - ◊ Cleaning excessive marine growth
 - ◊ Polishing props

NOTES

- Payment for all invoices are due immediately upon receipt.
- Delinquent payments will accrue finance charges at the rate of 1.5% per month.
- Deposits and progress payments are required for larger jobs.
- Special order parts require prepayment and are not returnable.
- A 3% convenience fee will be added to all credit card payments.
- All rates are subject to change.