



# SAUNDERS YACHTWORKS

## **Schedule of Labor Rates & Charges**

Effective January 1, 2024

### **On-Site Service Rates**

- Crafts (carpentry, fiberglass & paint).....\$90/hr
- Boatyard labor.....\$100/hr
- Certified vessel systems (A/C, electrical, sanitation) and electronics services.....\$135/hr
- Certified outboard engine services.....\$135/hr
- Certified diesel engine, generator & transmission services.....\$135/hr

### **Off-Site Service Rates**

- 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.
- International rate for technicians.....\$180/hr
- Travel time will be charged at applied labor rate. Mileage will be charged at \$1.95 per mile.
- For simplification, these round-trip, flat-rate mileage charges apply:
  - ▶ Local marinas.....\$50
  - ▶ Pensacola.....\$120
  - ▶ Sandestin\*.....\$300  
\*(includes access charges)
  - ▶ Barbers Marina.....\$80
  - ▶ Ft. Walton/Destin.....\$260

### **Labor Charges & Overtime Policy**

- Labor is billed per tech, per hour from the time he or she preps for a job until all waste and paperwork are complete.
- Overtime hours will be billed at 1.5x regular rate (except Sundays and holidays).
- Overtime on Sundays and holidays will be 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):

- ▶ Boroscope tool.....\$100/day
- ▶ Diagnostic computer connection fee.....\$135
- ▶ Farrow blasting/truck crane.....\$100/hr
- ▶ Subcontractor fee.....\$40/day/person
- ▶ Sewage pump out.....\$90/hr if done by Saunders personnel
- ▶ Cooling towers.....\$50/day plus \$135/hr to connect/disconnect
- ▶ Niftylift/telehandler.....\$300/day
- ▶ Scissor lift/forklift.....\$200/day
- ▶ Single set roll-around scaffolding.....\$150/visit

### **After-Hours Call-Out**

- Parts man call-out charge.....\$150
- Service technician.....4-hour min. at applicable overtime rate plus mileage

### **Pilot & Vessel Handling**

- Captain and mate (if required) for vessel movement in harbor or local delivery.....\$100/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**

- 50/100 amp, 240V service.....\$5/day/50-amp cord
- 100 amp three-phase 480.....\$40/day/cord

### **Storage Container Rental**

- 8' x 8' x 16'.....\$450 per month (includes delivery and pickup)

## **Drydocking and Vessel Space Fees**

- Under 50' (\$360 minimum).....Haul, Block, & Launch...\$12/ft.....Sling Haul.....\$9/ft
  - 50' to 69'.....Haul, Block, & Launch...\$14/ft.....Sling Haul.....\$11/ft
  - 70'+ up to 100 tons.....Haul, Block, & Launch...\$16/ft.....Sling Haul.....\$13/ft
  - 100 tons to 130 tons or with 3 sets of slings.....Haul, Block, & Launch...\$19/ft.....Sling Haul.....\$16/ft
  - 130 tons and up.....Haul, Block, & Launch...\$24/ft.....Sling Haul.....\$21/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.
    - ◇ In some cases, Saunders will require an underwater diver for haul-out support for an additional fee.
    - ◇ Yard moves will be charged at 1/2 haul, block, launch rate.
    - ◇ Custom blocking will incur additional charges.
  - Lift to or from transport truck/trailer.....\$14/ft plus time and material expense for special cases (\$420 min)
  - Pressure wash hull bottom.....\$5/ft (1.5x rate for Catamarans)
  - In-water dockage and dry dock with service\*\* .....\$0.75/ft/day, \$12/ft/mo
  - Enclosed/covered dry dock with service\*\* .....\$1.25/ft/day, \$20/ft/mo
  - Dry dock without service\*\* .....\$2/ft/day
  - In-water dockage without service\*\* .....\$3/ft/day
  - Long-term storage yard monthly fee.....\$16/ft/mo
- \*\*Boats that turn into a storage situation will be upcharged at our discretion.

## **Turn Key Bottom Service**

- Under 30'.....\$2,175 flat rate (up to 2 gal. paint & 3 days dry-dock)
- 30' to 39'.....\$75/ft (up to 2 gal. paint & 3 days dry-dock)
- 40' to 49'..... \$80/ft (up to 3 gal. paint & 3 days dry-dock)
- 50' to 59'..... \$85/ft (up to 4 gal. paint & 4 days dry-dock)
- 60' to 64'..... \$90/ft (up to 5 gal. paint & 5 days dry-dock)
- 65' to 69'..... \$93/ft (up to 6 gal. paint & 5 days dry-dock)
- 70' to 74'..... \$96/ft (up to 6 gal. paint & 5 days dry-dock)
- 75' to 79'..... \$100/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
- Additional charges will be applied for, but not limited to, the following items:
  - ◇ Bottom paints or custom colors not listed above
  - ◇ Boats with multiple hulls, extended keels, and hydraulic swim platforms
  - ◇ Cleaning bow/stern thrusters, stabilizers, outdrives, or other large components
  - ◇ Cleaning excessive marine growth

## **Payment Policy**

- All rates are subject to change.
- Deposits and progress payments are required for larger jobs.
- Special order parts require prepayment and are not returnable.
- Payment for all invoices are due immediately upon receipt.
- A 3.5% convenience fee will be added to all credit card payments.
- Delinquent payments will accrue finance charges at the rate of 1.5% per month.