

FIRST CAPTAINS BOATING SERVICES LLC

PO BOX 5027 MIDDLE RIVER, MD 21220

410-808-2137

Dear Captain _____,

Spring is a snap away, and with spring just outside the cabin door comes time to think about commissioning the boat for the summer season. Early spring is time to think about when you want your boat 100% ready to go. Preparation is the most important time of the season. If you completely prepare your boat in the early spring, address the issues from last season, I promise you'll have a better summer on the water. **Spring preparation is the Key!** Often boaters plan on the projects for their vessels just before spring launch and more often run short on time. The project plan now becomes one that will be pushed off until the summer and it never gets done. **So let's plan on doing it NOW rather than later so we may relax and enjoy a fantastic 2016 season.**

FIRST CAPTAINS is ready to go! We're ready to lend you a hand or just get the job done for you. Spring commissioning, **NO PROBLEM!** Once shown, it's pretty simple. We'll assist and instruct in all facets of spring preparation. We'll prepare: bottoms and paint, do blister repair, barrier coat, fiberglass and gelcoat repair. We'll change oils, filters, lubricate components and change zincs. As certified divers, we offer all underwater services such as: cleaning fouled bottoms, zinc and propeller replacement. In addition, we do maintenance, repairs and service all engines (gas and diesel), inboards, inboard/outboards, stern drives, generators, plumbing, sanitation, and all your electrical work for both 110/12 volt systems. We also install all the latest electronics and network systems. Perhaps you're thinking about a new vinyl Teak and Holly sole floor throughout the boat. How about replacing the old counter tops with new Corian tops to update the look of your boat. Whatever the task is ... **NO PROBLEM!** **FIRST CAPTAINS** is standing by, ready to assist or just do the job.

In addition to the upcoming season, I've included a **"SPRING PREP. & TIME RESEVATION SHEET"** for you to reserve priority time (early scheduling) to get your work done. I would suggest that you fill the form out and return it to me with an **APPROXIMATE** time in the month you may want to get the boat ready. This of course is tentative time and does not obligate you to use our services. However, this form allows me to know the probability of activity during this time and appropriately block your time. **YOUR TENTATIVE TIME BECOMES MY PRIORITY TIME FOR YOU!** You're on the schedule. In other words customers calling in for spring services will be worked in and around your reserved time. **FIRST CAPTAINS** will be calling you weeks before your tentative time to confirm services, dates, time and location.

FIRST CAPTAINS is kicking off their first annual **"PREVENTIVE MAINTENANCE SERVICE PLAN"** for 2016 season. Please look over this menu for each program covers different levels off services. Out of all the coverages the **"GOLD + BRONZE (G&B) PROGRAM"** is the most extensive in all that it covers. This is a 1 time payment, with 2 maintenance/service visits over the course of the boating season. Please look at ALL the COVERAGE! PARTS AND LABOR for the service item is INCLUDED! Who cleans the return air register and coil vanes in their boat? Who sanitizes their water tanks midway through the season to rid it from bacteria and kills the egg smells? Who cleans out the sea strainer baskets? Who checks for water in the batteries? ALL OF THIS AND MORE!! Please read each one of these programs. It even covers your, OIL

& FILTER CHANGES, FUEL FILTERS, and service maintenance to your GENERATOR. Service to your HEAD, BILGE, 110 / 12 VOLT SYSTEM and much more. For the less traveled boater there is the **“GOLD, (G) PLAN”** which is a 1 time visit and covers all that the (G&B) PROGRAM has to offer except without the 1st visit in the beginning of the season. You see you schedule the times under these programs. They become tailored to you. If you're not in a large boat and have limited time, then you may consider the basic **“BRONZE (B) PLAN”** or the **“SILVER (S) PLAN”** which it covers a lot which in turn gives you the **“PEACE OF MIND”**, which we all want under all the programs. That is what you'll get under all these programs. **They are designed to inspect, maintain and service specific items on your boat to help maintain a level of service that may prevent a breakdown or repair.** FIRST CAPTAINS invites you to a maintenance program that fits your boat and your maintenance habits. It all about **“PEACE OF MIND”** boating. As a weekend boater, all of my time is out and away from the dock. Out rafting off with friends, going to different ports of call. Let FIRST CAPTAINS give that **“PEACE OF MIND”**. Signup for a **“PREVENTIVE MAINTENANCE PROGRAM”** this season and let us **MINIMIZE YOUR SERVICE EXPENSE** to **MAXIMIZE YOUR FUN!** Please call us if you have any question 410-808-2137. Thank You.

Sincerely,

Captain Greg Letsch

FIRST CAPTAINS BOATING SERVICES LLC.