



September 2009

Valued Marina Customer
2820 Cranberry Highway
Wareham, MA 02751

Dear Valued Marina Customer,

Last year I made a commitment to you that would truly save you money. There were no gimmicks like "Cash for Clunkers", it was a solid plan to save you money to keep you doing what you enjoy; boating!

I was able to offer this by doing what we do best; offer one of the best marinas around and to service your boat with 100% satisfaction. You should have received a survey card with each and every service for feedback; and if you had any issues, Catherine would have taken care of any needs.

I would like to offer the same plan to you, without any price increases. Thank you for your loyalty to Atlantic Boats as we enter our 21st season.

I would like to define what we call a "Full Service Customer". A Full Service Customer is someone who uses Atlantic Boats for winter services: haul, pressure wash and storage as well as spring launch and services.

The pricing plan is as follows: Dockage is \$110/foot. Full Service Customers will receive a 5% discount on these services and an additional 5% on dockage only if paid in full by January 1, 2010. The first Marina deposit is due November 1st. Please note that all discounts will be given in the form of a credit. For those of you that would like to take extra care of your boat, we now offer indoor heated storage; call for a quote and compare the price difference.

We look forward to another great season, and truly appreciate all your support. Alan Kay once said "The best way to predict the future is to invent it". So join me in saving money and enjoying "BETTER BOATING, BETTER LIFE".

Sincerely,

John Cornish
President
Atlantic Boats