

I can't believe I'm already writing this letter; what crazy weather we had this boating season! Thank you for believing in Atlantic Boats, and weathering this economy with us. We're now in our 21<sup>st</sup> year in business and we couldn't have done it without you. In return we've kept all of our pricing the same except for a very slight increase in pressure washing!

I'm sending out the winter checklist that people are asking for and this year I want to really emphasize the importance of regular maintenance. Even if you think you really don't need it due to engine hours, the number of times you used it this season, or the age of the motor, keep up regular maintenance to be safe. More than five of our customers lost their engines this season, and this could've been prevented.

Here are some things to keep in mind: Raw water-cooling systems draw water from outside the boat and water is pumped to the engine block. Then the engine circulation pump forces the raw water thru the engine block and the water is expelled thru the exhaust. The raw water pump is located inside the boat and is driven by a v-belt or directly off of the crankshaft. There are hidden dangers that can accumulate over time causing you to spend huge money on repairs.

Salt water can be highly corrosive. Running salt water through your engine block and exhaust manifolds will lead to destructive corrosion that is UNSEEN until your engine or exhaust manifolds fail.

As with engine blocks, risers have water passages inside that also corrode. If the riser corrodes bad enough and allows water into the exhaust manifold it floods it and leads the water to the valves and cylinders. One day you go to start your engine and it nothing happens; the starter clicks but the engine is seized. Insurance does NOT pay for this!

At the end of four years, automatically pull the riser(s) and have them inspected, even if there isn't any external corrosion. Just because you don't see it on the outside, does not mean it isn't happening on the inside. "I only have less than \_\_\_hours on my engine." It doesn't matter what the hour meter says; it measures just that and not the rate of corrosion.

If you're maintaining your investment yourself, please visit our store for all your needs. Our website will keep you current, [www.atlanticboats.net](http://www.atlanticboats.net) with all the latest specials, forms, checklists and storage agreements that you can fill out online. Check out our heated indoor storage; call us for a quote, we have the lowest pricing around!

So remember: Maintenance, maintenance, maintenance- you really can't afford not to do it.

Keep your input and suggestions coming! I'll respond to all survey cards personally. And please don't hesitate to call with any questions.

Sincerely,

Catherine A. de Silva  
Service Manager  
Atlantic Boats, Inc.