

# Battery Park Watch

Battery Park Marina, 701 East Water Street, Sandusky, OH 44870, (419) 625-6142

Volume 10, Issue 3 Battery Park Marine Services, 1231 First Street, Sandusky, OH 44870, (419) 625-1666 Winterr 2005

Cedar Point Yacht Services, P.O. Box 578, Sandusky, OH 44870, (419) 609-2026

## Season Greetings

Season Greetings from Battery Park! While everyone is busy hustling and bustling, we want to take this opportunity to express our appreciation for your patronage over the years.

We are looking forward to 2006 as another great year. Our employees will be enjoying the holidays with family and friends while we are closed December 24 – January 2. When we re-open January 3, we will hit the ground running on what is sure to be a fantastic and exciting boating year!

We are sending you our Best Wishes for the New Year and look forward to seeing you soon. Happy Holidays!



## Slip Referral Program

Keep in mind that for every new boater who you refer to Battery Park Marina, you receive \$200. The boater can be new to Battery Park or a previous boater who did not dock with us during the 2005 season. In order to receive your cash referral, the new boater must return a referral card with your name on it or let us know prior to executing his dockage agreement. The expiration date on the referral program is May 31, 2006, so act soon.

## What is winter like at the Marina?

Many of you may wonder what we do all winter at the marina. Well, it is of course a time to catch up on administrative tasks and take some well-earned vacations. But beyond that, we are always looking toward the next season, attending boat shows, marketing our services and planning improvements. Several maintenance projects are always underway in anticipation of providing another enjoyable summer for our slipholders and visitors.

Battery Park Marina's store is open 7 days a week during the winter. Stop in and see what unique items we have to offer. Many items are now at 50% off.

This winter we have a special addition to our marina. John and Holly Liles, owners of the PT boat, are living aboard the boat this winter at Battery Park Marina. The boat is all decked out for the holidays!



## Visit Battery Park at Cleveland Boat Show

Visit the Battery Park family - Marina, Marine Services, Boat Sales & Brokerage, and Cedar Point Yacht Services - while you are at the 47<sup>th</sup> annual Cleveland Mid-America Boat Show. Our exhibit is located near the middle of the IX-center. Look for the Battery Park signs and come in to visit us.



## What is winter like at the Boatyards?

The boatyards at First Street and Cedar Point Yacht Services are as busy as ever. It's just that the boats aren't moving – the technicians are! All winter long we complete preventive maintenance, major repairs and cosmetic work on all types of boats. Our staff keeps busy inspecting boats and providing estimates for work to be done. And of course, our yard crew is preparing the equipment for the 6 week spring launch season.

Remember, this is the best time to have work performed on your boat so it can be available all summer. Why not get that work done that you've been putting off? Just call us!



## 2006 Dockage Contracts

The December 1<sup>st</sup> deadline to return your Dockage Agreement has passed! By returning your signed Agreement and 25% Deposit, you reserve your same slip for next year. If you have requested a slip change, receipt of your agreement assures that your request will remain active in the order in which it was received. Plus, you will receive FREE summer storage for your trailer if you send in your 25% dockage deposit now. After December 15, any slip that is not reserved becomes available to new slip holders on a first come, first serve basis. Why not send in your agreement now, or call us with your payment information, and lock in your slip for next summer?

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## Boat Brokerage

When you are ready to sell your boat or move up to another, all you need to do is call Battery Park.

Battery Park launched a new Boat Sales and Brokerage operation offering a large inventory of quality boats available for brokerage sale. This operation is fully supported by all of the resources of Battery Park, with a strong sales effort including substantial print, Boat Show and internet advertising, premium display of brokerage boats, full service support and a dedicated full time sales effort, all at an attractive and competitive brokerage rate.

Our new Boat Sales and Brokerage is headed by Dave Selz, a 30-year veteran of the boating industry. Dave has extensive marine experience, including new, used and brokerage boat sales. His knowledge and experience will assure you the best results, whether you are selling or buying.

We are accepting listings and selling boats now. You can see all our listings at [www.batterypark.com](http://www.batterypark.com). If you are thinking about selling, list your boat in time for the Mid-America Boat Show and the busy spring selling season.

Stop in to see Dave or call him at 419-625-1666 or toll free at 1-877-291-0512 to discuss your buying or selling requirements.



## Servicing Your Outdrive

While your boat is resting for the winter, it is time to think about saving yourself an extra haulout this summer. You can accomplish this by scheduling some preventive outdrive maintenance. You should, at the very least, have a “Plan C” maintenance every year. Just like changing engine oil, this serves to check for water in the gear lube, remove the old lube, and refill with new, clean gear lube. Our Certified Technicians also pressure check the outdrive to verify seal and gasket integrity. Most manufacturers recommend this service be done yearly, even if you don’t use the boat, to prevent moisture collection and keep the gears coated with clean gear lube.

We feel that the best yearly preventive maintenance for an outdrive is our “Plan B”. This plan includes removing the outdrive from the boat, checking for water in the gear lube, doing a pressure check, replacing the gear lube, greasing U-joints and gimbal bearings, checking engine alignment, and inspecting all bellows for signs of wear or cracking. Our technicians are also able to inspect visible portions of shift cables and steering connection. Granted, this service is a little more expensive, but it allows for a thorough inspection of all components outside the boat.

The last and most intensive of our services is the “Plan A”. This includes all of the above services plus a rebuild of the water pump(s). We recommend this service be done every two years to insure an intact and wear-free water pump impeller. Having a relatively inexpensive rubber impeller fail places the entire outdrive and engine in danger of overheating and destroying themselves.

Spending a possible few hundred dollars on routine preventive maintenance each year will go a long way toward keeping your boat on the water, away from the dock, and not in the haulout slings for repairs.

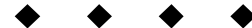
## Rack & Dock Program

Every once in a while we are able to come up with innovative ideas that can enhance the boating experience. We introduced our new Rack and Dock Program last year and were pleasantly surprised at the response.

We enrolled almost twice as many customers as expected and received very positive comments about the program. The comments included the convenience of the in and out rack service, the ample parking at the storage yard, and how clean the boats were as a result of inside storage.

More positive input came as a result of the boaters being assigned their own slip to use as much or as little as they wished. An important part to the program is the inclusion of inside HEATED winter storage.

The best part for all of the customers is the cost savings of the program over separate dockage and storage fees. If you are interested in all of these advantages, please contact either the marina or the storage yard for more information.



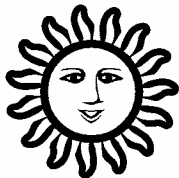
# Battery Park Watch

## Cleveland Mid-America Sail & Power Boat Show

CLEVELAND, OHIO – Showcasing the largest and most comprehensive indoor boat show fleet in the nation, the 2006 Cleveland Mid-America Boat Show will “drop anchor” January 13-22 at the I-X Center. Jam packed with an all-star fleet of world-class boat lines, the latest in marine equipment and accessories, rockin’ new features and “hot” giveaways, there’s something for the entire family at America’s largest indoor boat show.

For a taste of nautical nirvana, there’ll be over 1,200 boats from all the top manufacturers – including motor yachts, runabouts, sailboats, fishing boats, cruisers, jet skis, performance boats, ski boats, antique boats and more. Plus, more than 450 accessory, equipment and service displays will be dedicated to boating’s latest and greatest innovations.

Special attractions include the following: Rock ‘N’ Roll Beach Mayhem, Guitar Boat, The Two-Burner Chef, Twiggy the Water-Skiing Squirrel, Treasure Island, Kid’s Fishing Village, BOATOhio Bay Racing Sailboats, Focus on Fishing and a Flying Inflatable Boat.



## Battery Park Customers Spending More Time on the Water

In a continued effort to keep our customers boating on the weekends, Battery Park Marine Services and Cedar Point Yacht Services will be working hard to meet all of your summer boating needs. During the heat of the summer season, when it is typical to be two to three weeks behind in service, BPMS and CPYS were, in most cases, able to respond to repair requests in three to four days. In many cases, our response was same day, or even within the hour that a request was made. To achieve this, we hired additional technical personnel so BPMS and CPYS can be staffed seven days during the boating season. On the weekends, our technicians are specifically on hand to respond to emergency requests. When a customer calls on a Saturday morning with an engine that won’t start, it’s really a pleasure to be able to respond right away, and many times have them on their way to the islands in a matter of a few hours. The positive response from our customers has been wonderful!

## Service Needs

“Ahh....Memorial Day weekend at last. Everybody should be here soon. I sure hope somebody remembered to make those dock reservations at the Bay. It seems like forever since we were there last. Now, if that stubborn starboard motor will just start. Maybe I should have had somebody look at it before!”

Battery Park Marine Services and Cedar Point Yacht Services have trained and certified technicians on staff all winter long to take care of your preventive maintenance needs. A good tune-up may be all you need. Annual replacement of fuel and oil filters is a must. Most manufacturers recommend water pump impeller replacement at least every two years. Tired of that bilge pump running constantly? Dripless shaft seals may be the permanent cure. Call Thad at Battery Park Marine Services, 419-625-1666, or Barb at Cedar Point Yacht Services, 419-609-2026, today to discuss your vessel’s maintenance schedule.



The buzz around town is that there are some really cool events being planned for next summer. Ideas include street fairs and concerts, ethnic festivals, a wine tasting event, and maybe even some outdoor movies. Stay tuned for more details as spring approaches.

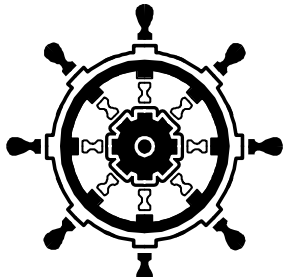
Highlights include:

Friday Evenings in July – Party at the Plaza – outdoor concerts in downtown Sandusky

Thurs. – Sun., Oct. 5-8: Bass Master Pro Tournament



**Battery Park Watch**  
**701 East Water Street**  
**Sandusky, OH 44870**



**What's inside this issue**

- Page 1: What is winter like ...?
- Page 2: Battery Park Boat Sales & Brokerage
- Page 3: Service with a Smile !!!

**Schedule of Events for 2006 (as of 12/10/05)**

December 24, 2005 - January 2, 2006: All Battery Park facilities closed for the holidays  
January 13-22, 2006: Cleveland Mid-America Boat Show  
Saturday, May 1: Marina officially opens  
Sat. and Sun., May 20 and 21: May Days at the Maritime Museum  
Saturday, June 10: Season Opening "Welcome Back" Party  
Tuesday, July 4<sup>th</sup>: Cedar Point Fireworks  
Friday, July 14: Wine and Cheese Social at Battery Park's pavilion  
Saturday, August 12: Battery Park Marina Slipholder party  
Saturday, Sept. 2: Season Wrap-up Gathering

**2005/06 Winter Hours of Operation**

**Battery Park Marina**

8:00-4:30, Monday through Friday

10:00-4:00, Saturday

12:00-4:00, Sunday

**Battery Park Marine Services**

8:00-4:30, Daily (except holiday weekends)

**Cedar Point Yacht Services**

8:00-4:30, Monday through Friday

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