

How to buy a Mirage trawler

Mirage Manufacturing builds Great Harbour trawlers here in the USA *after they've been sold*. Unlike dealers and brokers, we don't keep boats in stock. We are a custom shop, and we sell factory-direct. The fact that no middlemen are involved means savings to you, our customers. It also means that there is little or no "margin" in our pricing to offer discounts. We endeavor to make buying as easy as possible, but you may find the process different than it was for boats you have purchased in the past. We urge you to take advantage of our current pricing, and, because these boats can take anywhere from 4 to 8 months to build, we urge you reserve your slot in the production schedule now.

First step: The reservation fee

Once you have decided that a Great Harbour trawler *will be your next boat* and that you may be ready to begin building her during the next calendar year, we urge you to take the first step by putting down a \$5,000 reservation fee. This holds your spot in the upcoming production schedule and ensures today's pricing for your vessel. Unlike other builders, our limited production schedule allows a degree of customization to fit your taste and meet your specific needs. For the next 60 days, we will work with you on options and outfitting your trawler; this seems to be enough time to go over the details with each buyer and work through our standard list of options. We will apply the fee toward your first payment, due when the contract is signed.

Payment schedule

Payments are spread over the duration of the boat's construction and due at easily defined and identifiable progress points. There are 10 payments, each one equal to 10 percent of the total purchase price as specified by the contract. The first payment is due upon signing; the second at commencement of construction and the final one after satisfactory dock and underway trials, when you take delivery of your new trawler.

Financing for the construction phase

In the event you are financing the boat, your lender may or may not be willing to loan you construction money; few marine lenders will. If you have arranged financing for your boat purchase but can't get construction funding, our bank in Gainesville will likely provide financing for the construction phase. It's loan officers need only review your financials and long-term loan commitment.

Reservation agreement

Yes, I'd like to take advantage of your Reservation Policy. I've attached my check for \$5,000.

I would like to reserve:

- A Great Harbour N37 at the current base price of \$329,500 (\$359,275)*
- A Great Harbour 37, version A or B, at the current base price of \$398,500 (\$438,235)*
- A Great Harbour 47 at the current base price of \$649,500 (\$695,475)*

With construction to begin on or about _____
(date)

I understand that Mirage will hold the above price for a period of 60 days from the date below. The final building slot and hull number will depend upon when the building agreement is signed by both parties. I understand that other buyers are working with Mirage under similar agreements, and as building agreements are finalized, actual building slots are assigned. In no instance will a building slot be pushed back, but Mirage may, at its discretion, may move construction to an earlier slot. Mirage, of course, agrees to inform the buyer *before* executing the final building agreement. Mirage agrees to apply the \$5,000 reservation toward my first payment. This fee is non-refundable in consideration of the efforts of the seller and commitment of the manufacturing staff.

Date _____

Date _____

Signature _____

Signature _____

Name _____

Mirage Manufacturing Inc.

Address _____

City/St./Zip _____/_____/_____

Phone _____

Email _____

* The prices in parenthesis include optional genset, reverse-cycle A/C, bow thruster, oil changer and fuel polisher. For a full electronics package add another \$11,995. Use these figures to compare to the prices of other similarly equipped trawlers.