

Mirage Trawler Purchase Process

Buying Process

Mirage Manufacturing builds the Mirage trawlers *after* they've been sold rather than having boats on hand as do dealers and brokers. Since each Great Harbour is essentially built-to-order, the buying process is somewhat different than what you may have encountered in the past. We try to make it as easy as possible to get you started in the buying process in order for you to *take advantage of our current pricing*. We allocate a certain amount of our upcoming production slots to this program; this helps us fill out our production schedule while giving you, the buyer, the best possible pricing and appropriate scheduling as possible.

First Step: REFUNDABLE RESERVATION FEE

First, once you have decided that one of our Great Harbours MAY be your next boat, and that you MAY be ready to start building her within the next calendar year, then we encourage you to take the first step with a FULLY REFUNDABLE, \$5000.00 RESERVATION FEE. This HOLDS YOU A SPOT in the upcoming production schedule and HOLDS THE PRICING in effect at the time of making this reservation. In the next 90 days, we work with you on your options and outfitting for your Mirage Trawler. This seems to be about the right amount of time to go over the details with each buyer, work through our standard list of options and any other options you may want us to install for you. At the same time, we can discuss a certain amount of customization available on our trawlers (such as designing an Entertainment Center to fit the TV, surround sound, etc. of your choice, or deleting the Entertainment Center and replacing it with a settee, etc.). Unlike other builders, our limited production schedule allows for doing some special changes to fit your tastes and needs. If, at any time during this 90 day period, you chose not to go forward with a contract, we will refund your \$5,000.00 reservation fee. If you chose to go forward with a contract, the fee is applied to the first payment, due upon signing the contract. We can start a few trawlers under this plan as far as one year out, with delivery in 2005 on a first come, first served basis.

Payment Schedule

Payments are spaced out during the building process, at easily identified progress points. There are a total of 10 payments, each one equal to 10% of the total purchase price as specified on the contract. The first payment is due upon signing, the second, at the commencement of construction, and the final one, after satisfactory dock and sea trials, when you take delivery your new Mirage Trawler.

Financing

In the event you are financing the boat, your lender may or may not be willing to loan you the construction money. If you've arranged for a mortgage on your new Mirage Trawler but do not have the construction loan, our bank in Gainesville will most likely loan you the money for the construction phase. They need only to review your financials and your long-term loan commitment.

Extended Sea Trial/Charter

Our Extended Sea Trial/Charter Program is quite simple: 1) You charter a Great Harbour Trawler on the Saint John's River for a week and enjoy a wonderful vacation. 2) You reserve a building slot (as per above) for a Great Harbour Trawler within 90 days of your charter, Mirage applies your charter fee to your purchase price—You've just enjoyed a one week FREE vacation on board a Great Harbour!

Reservation Agreement

Yes, I'd like to take advantage of your Reservation Policy. I've attached my check in the amount of \$5,000.00.

I'd like to reserve a:

- _____ Great Harbour N37 at the current base price of: \$299,500.00
- _____ Great Harbour N37, Flybridge Model, at the current base price of: \$324,500.00
- _____ Great Harbour 37, Version A, at the current base price of: \$382,500.00
- _____ Great Harbour 37, Version B, at the current base price of: \$388,500.00
- _____ Great Harbour 47 at the current base price of \$599,500.00

To start on or about: _____ (date)

I understand that Mirage will hold the above price for a period of 90 days from the date below. If, during that time, I decide, for whatever reason, NOT to go forward with a building agreement, then Mirage will REFUND my reservation fee of \$5,000.00. On the other hand, if I go forward with a building agreement within the 90 days, then Mirage will apply the \$5,000.00 reservation fee to my first payment. The final building slot and hull # 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, move the building slot forward. Of course, I as the buyer, will be informed of this before executing the final building agreement.

Date: _____

Date: _____

Signature: _____

Name: _____

Mirage Manufacturing Co., Inc.

Address: _____

City/ST/Zip: _____ / ____ / _____

Phone: _____

Email: _____

Mirage Manufacturing Company

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