



Willard & Sons, Inc.

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Spring 2009 Newsletter

January 1, 2009

It's hard to believe that even with all of the snow and sub zero temperatures that the spring boating season is only a few months away. Even though our work boats have been hauled for the season, we keep busy all winter long splicing pennants, readying inventory and going over fall service records to figure out which moorings will need work in the spring.

We just returned from the annual Kellogg Marine Trade Show that we attend every fall to purchase chain and shackles. Unfortunately, as is the trend with most things in the world right now, chain prices have gone up considerably for 2009. After meeting and negotiating with all of the major US chain distributors we placed our spring chain order with Columbus McKinnon. CM chain is made in the United States of high quality steel. We started buying larger sized chain from CM last year. This year they were able to enlarge the links on their smaller sized chain to work with our oversized shackles.

Although we will be forced to raise chain prices due to the high cost of the materials, our ability to work directly with the manufacturers and our large buying power means that we are still able to offer high quality products, passing on only a minimum expense to our customers.

Please don't hesitate to contact us with any questions or comments. We are celebrating our 25th anniversary in 2009 and with your continued support we are looking forward to the next 25 years.

Sincerely,

Laurie Willard

Ben Willard

celebrating 25 years
1984-2009

Be sure to visit our redesigned website to learn about the latest products and services we offer, as well as information about the company and the goings on in the harbor.

www.willardandsons.com

To ensure that your mooring is setup in time for the arrival of your boat, please notify us of your spring launching date as soon as possible.

Willard and Sons doesn't have a full time office staff so sometimes it can be hard to get in touch with us during our busy season. Last year we started encouraging people to e-mail us. While we still do our best to return phone calls in a timely fashion, sending us an e-mail is usually the fastest way to get a response. Our e-mail address is:

info@willardandsons.com



Last year we switched to a new type of mooring buoy made exclusively for us by Carolina Waterworks, Inc. They are the highest quality polyethylene buoys on the market and cost less than the older fiberglass buoys. See our website for more information!

Our non-splintering pick up buoys have been a hit with our customers since we started offering them four years ago. We generally have a hard time keeping them in stock! See them on our website and let us know if you'd like one for your mooring.