

Commodity Code	Yamaha Model / Description	Limited Warranty Term, Years (Parts & Labor / Corrosion)	MSRP	Discount (#/#%)	Net Discounted Price
120-63	F2.5MSH (four stroke, 15" shaft, tiller handle)	3	\$1,165	33.00%	\$780.55
120-63	F4SMHA (four stroke, 15" shaft, tiller handle)	3	\$1,605	33.00%	\$1,075.35
120-63	F4LMHA (four stroke, 20" shaft, tiller handle)	3	\$1,630	33.00%	\$1,092.10
120-63	F6SMHA (four stroke, 15" shaft, tiller handle)	3	\$1,915	33.00%	\$1,283.05
120-63	F6LMHA (four stroke, 20" shaft tiller handle)	3	\$1,940	33.00%	\$1,299.80
120-63	F8SMHA (four stroke, 15" shaft, tiller handle)	3	\$2,680	33.00%	\$1,795.60
120-63	F8LMHA (four stroke, 20" shaft, tiller handle)	3	\$2,715	33.00%	\$1,819.05
120-63	F9.9SMHB (four stroke, 15" shaft, tiller handle)	3	\$3,145	33.00%	\$2,107.15
120-63	F9.9LMHB (four stroke, 20" sahft tiller handle)	3	\$3,165	33.00%	\$2,120.55
120-63	F9.9LEB (four stroke, 20" shaft, remote, electric start	3	\$3,525	33.00%	\$2,361.75
120-63	T9.9LEHB (four stroke, 20" shaft, tiller handle, electric start	3	\$3,715	33.00%	\$2,489.05
120-63	T9.9XEHB (four stroke, 25" shaft, tiller handle, electric start	3	\$3,770	33.00%	\$2,525.90
120-63	T9.9LPHB (four stroke, 20" shaft, tiller handle, electric start, power tilt	3	\$3,875	33.00%	\$2,596.25
120-63	T9.9LPB (four stroke, 20" shaft, remote, electric start, power tilt	3	\$3,875	33.00%	\$2,596.25
120-63	T9.9XPB (four stroke, 25" shaft, tiller handle, electric start, power tilt	3	\$3,925	33.00%	\$2,629.75
120-63	T9.9XPB (four stroke, 25" shaft, remote, electric start, power tilt	3	\$3,925	33.00%	\$2,629.75
120-63	F15SMHA (four stroke, 15" shaft, tiller handle)	3	\$3,470	33.00%	\$2,324.90
120-63	F15LMHA (four stroke, 20" shaft, tiller handle)	3	\$3,500	33.00%	\$2,345.00
120-63	F15SEHA (four stroke, 15" shaft, tiller handle, electric start)	3	\$3,780	33.00%	\$2,532.60
120-63	F15LEHA (four stroke, 20" shaft, tiller handle, electric start)	3	\$3,805	33.00%	\$2,549.35
120-63	F15LPHA (four stroke, 20" shaft, tiller handle, electric start, power tilt	3	\$4,285	33.00%	\$2,870.95
120-63	F20SMHA (four stroke, 15" shaft, tiller handle)	3	\$3,870	33.00%	\$2,592.90
120-63	F20LMHA (four stroke, 20" shaft, tiller handle)	3	\$3,905	33.00%	\$2,616.35
120-63	F20SEHA (four stroke, 15" shaft, tiller handle, electric start)	3	\$4,310	33.00%	\$2,887.70
120-63	F20LEHA (four stroke, 20" shaft, tiller handle, electric start)	3	\$4,355	33.00%	\$2,917.85
120-63	F20SEA (four stroke, 15" shaft, remote, electric start	3	\$4,350	33.00%	\$2,914.50
120-63	F20LEA (four stroke, 20" shaft, remote, electric start)	3	\$4,405	33.00%	\$2,951.35
120-63	F20LPHA (four stroke, 20" shaft, tiller handle, electric start, power tilt)	3	\$4,900	33.00%	\$3,283.00
120-63	F20LPA (four stroke, 20" shaft, remote, electric start, power tilt)	3	\$4,950	33.00%	\$3,316.50
120-63	F25SMHA (four stroke, 15" shaft, tiller handle)	3	\$4,140	33.00%	\$2,773.80
120-63	F25LMHB (four stroke 20" shaft, tiller handle)	3	\$4,175	33.00%	\$2,797.25
120-63	F25SEHA (four stroke, 15" shaft, tiller handle, electric start)	3	\$4,600	33.00%	\$3,082.00
120-63	F25LEHB (four stroke, 20" shaft, tiller handle, electric start)	3	\$4,650	33.00%	\$3,115.50
120-63	F25SEA (four stroke 15" shaft, remote, electric start)	3	\$4,395	33.00%	\$2,944.65

120-63	F25LEA (four stroke, 20" shaft, remote, electric start)	3	\$4,440	33.00%	\$2,974.80
120-63	F25LA (four stroke, 20" shaft, remote, power tilt, electric start)	3	\$4,975	33.00%	\$3,333.25
120-63	T25LA (four stroke, high thrust, 20" shaft, remote, electric start, power tilt/trim)	3	\$5,105	33.00%	\$3,420.35
120-63	F40LEHA (four stroke, 20" shaft, tiller handle, electric start)	3	\$6,490	33.00%	\$4,348.30
120-63	F40LA (four stroke, 20" shaft, remote, electric start, power tilt/trim)	3	\$6,975	33.00%	\$4,673.25
120-63	F40JEHA (four stroke, jet drive, tiller handle, electric start)	3	\$7,150	33.00%	\$4,790.50
120-63	F40JEA (four stroke, jet drive, remote, electric start)	3	\$7,150	33.00%	\$4,790.50
120-63	F50LB (four stroke 20" shaft, remote, electric start, power tilt/trim)	3	\$7,800	33.00%	\$5,226.00
120-63	T50LB (four stroke, high thrust, 20" shaft, remote, electric start, power tilt/trim)	3	\$7,995	33.00%	\$5,356.65
120-63	F60LB (four stroke 20" shaft, remote, electric start, power tilt/trim)	3	\$8,525	33.00%	\$5,711.75
120-63	T60LB (four stroke, high thrust, 20" shaft, remote, electric start, power tilt/trim)	3	\$8,735	33.00%	\$5,852.45
120-63	F60JB (four stroke, jet drive, remote, electric start, power tilt/trim)	3	\$9,230	33.00%	\$6,184.10
120-63	F70LA (four stroke 20" shaft, remote, electric start, power tilt/trim)	3	\$9,085	33.00%	\$6,086.95
120-63	F75LA (four stroke 20" shaft, remote, electric start, power tilt/trim)	3	\$10,025	33.00%	\$6,716.75
120-63	F90LA (four stroke 20" shaft, remote, electric start, power tilt/trim)	3	\$10,560	33.00%	\$7,075.20
120-63	F90XA (four stroke 25" shaft, remote, electric start, power tilt/trim)	3	\$10,620	33.00%	\$7,115.40
120-63	F90JA (four stroke, jet drive, remote, electric start, power tilt/trim)	3	\$11,420	33.00%	\$7,651.40
120-63	F115LA (four stroke 20" shaft, remote, electric start, power tilt/trim)	3	\$11,710	33.00%	\$7,845.70
120-63	F115XA (four stroke 25" shaft, remote, electric start, power tilt/trim)	3	\$11,785	33.00%	\$7,895.95
120-63	LF115XA (counter rotation, four stroke 25" shaft, remote, electric start, power tilt/trim)	3	\$12,430	33.00%	\$8,328.10
120-63	F115JA (four stroke, jet drive, remote, electric start, power tilt/trim)	3	\$13,145	33.00%	\$8,807.15
120-63	VZ150TLR (HPDI, two stroke, 20" shaft, remote, electric start, power tilt/trim)	1	\$13,335	33.00%	\$8,934.45
120-63	F150LA (four stroke 20" shaft, remote, electric start, power tilt/trim)	3	\$15,285	33.00%	\$10,240.95
120-63	F150XA (four stroke 25" shaft, remote, electric start, power tilt/trim)	3	\$15,365	33.00%	\$10,294.55
120-63	LF150XA (counter rotation, four stroke 25" shaft, remote, electric start, power tilt/trim)	3	\$15,945	33.00%	\$10,683.15
120-63	F150JA (four stroke, jet drive, remote, electric start, power tilt/trim)	3	\$16,550	33.00%	\$11,088.50

120-63	VZ175TLR (HPDI, two stroke, 20" shaft, remote, electric start, power tilt/trim)	1	\$13,905	33.00%	\$9,316.35
120-63	Z200TXR (HPDI, two stroke, 25" shaft, remote, electric start, power tilt/trim)	1	\$16,970	33.00%	\$11,369.90
120-63	LZ200TXR (counter rotation, HPDI, two stroke, 25" shaft, remote, electric start, power tilt/trim)	1	\$17,650	33.00%	\$11,825.50
120-63	VF200LA (SHO, four stroke 20" shaft, remote, electric start, power tilt/trim)	3	\$20,030	33.00%	\$13,420.10
120-63	F200LB (four stroke 20" shaft, remote, electric start, power tilt/trim)	3	\$17,895	33.00%	\$11,989.65
120-63	F200XB (four stroke 25" shaft, remote, electric start, power tilt/trim)	3	\$18,275	33.00%	\$12,244.25
120-63	LF200XB (counter rotation, four stroke 25" shaft, remote, electric start, power tilt/trim)	3	\$19,040	33.00%	\$12,756.80
120-63	F200XCA (DEC, four stroke 25" shaft, remote, electric start, power tilt/trim)	3	\$19,345	33.00%	\$12,961.15
120-63	LF200XCA (DEC, counter rotation, four stroke 25" shaft, remote, electric start, power tilt/trim)	3	\$20,105	33.00%	\$13,470.35
120-63	VF225LA (SHO, four stroke 20" shaft, remote, electric start, power tilt/trim)	3	\$21,320	33.00%	\$14,284.40
120-63	F225XA (four stroke 25" shaft, remote, electric start, power tilt/trim)	3	\$22,845	33.00%	\$15,306.15
120-63	F225XCA (DEC, four stroke 25" shaft, remote, electric start, power tilt/trim)	3	\$24,035	33.00%	\$16,103.45
120-63	LF225XCA (DEC, counter rotation, four stroke 25" shaft, remote, electric start, power tilt/trim)	3	\$24,790	33.00%	\$16,609.30
120-63	VF250LA (SHO, four stroke 20" shaft, remote, electric start, power tilt/trim)	3	\$22,615	33.00%	\$15,152.05
120-63	F250XA (four stroke 25" shaft, remote, electric start, power tilt/trim)	3	\$23,055	33.00%	\$15,446.85
120-63	LF250XA (counter rotation, four stroke 25" shaft, remote, electric start, power tilt/trim)	3	\$23,830	33.00%	\$15,966.10
120-63	F250XCA (DEC, four stroke 25" shaft, remote, electric start, power tilt/trim)	3	\$24,680	33.00%	\$16,535.60
120-63	LF250XCA (DEC, counter rotation, four stroke 25" shaft, remote, electric start, power tilt/trim)	3	\$25,505	33.00%	\$17,088.35
120-63	F250UCA (DEC, four stroke 30" shaft, remote, electric start, power tilt/trim)	3	\$25,155	33.00%	\$16,853.85
120-63	LF250UCA (DEC, counter rotation, four stroke 30" shaft, remote, electric start, power tilt/trim)	3	\$25,990	33.00%	\$17,413.30
120-63	F300XCA (DEC, four stroke 25" shaft, remote, electric start, power tilt/trim)	3	\$25,980	33.00%	\$17,406.60
120-63	LF300XCA (DEC, counter rotation, four stroke 25" shaft, remote, electric start, power tilt/trim)	3	\$26,580	33.00%	\$17,808.60
120-63	F300UCA (DEC, four stroke 30" shaft, remote, electric start, power tilt/trim)	3	\$26,265	33.00%	\$17,597.55
120-63	LF300UCA (DEC, counter rotation, four stroke 30" shaft, remote, electric start, power tilt/trim)	3	\$26,990	33.00%	\$18,083.30
120-63	** F350XCA (DEC, four stroke 25" shaft, remote, electric start, power tilt/trim)	3	\$29,845	33.00%	\$19,996.15
120-63	F350XCB (DEC, four stroke 25" shaft, remote, electric start, power tilt/trim)	3	\$29,995	33.00%	\$20,096.65
120-63	** LF350XCA (DEC, counter rotation, four stroke 25" shaft, remote, electric start, power tilt/trim)	3	\$30,640	33.00%	\$20,528.80

120-63	LF350XCB (DEC, counter rotation, four stroke 25" shaft, remote, electric start, power tilt/trim)	3	\$30,750	33.00%	\$20,602.50
120-63	** F350UCA (DEC, four stroke 30" shaft, remote, electric start, power tilt/trim)	3	\$30,300	33.00%	\$20,301.00
120-63	F350UCB (DEC, four stroke 30" shaft, remote, electric start, power tilt/trim)	3	\$30,410	33.00%	\$20,374.70
120-63	LF350UCB (DEC, counter rotation, four stroke 30" shaft, remote, electric start, power tilt/trim)	3	\$31,200	33.00%	\$20,904.00

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120-63	BF2.3DKSCH (four stroke, 15" shaft, tiller handle)	2	\$1,117	30.00%	\$781.90
120-63	BF2.3DKLCH (four stroke, 20" shaft, tiller handle)	2	\$1,143	30.00%	\$800.10
120-63	BF5K3SA (four stroke, 15" shaft, tiller handle)	2	\$2,017	32.00%	\$1,371.56
120-63	BF5K3LA (four stroke, 20" shaft, tiller handle)	2	\$2,060	32.00%	\$1,400.80
120-63	BF8DK3SHA (four stroke, 15" shaft, tiller handle)	2	\$2,820	32.00%	\$1,917.60
120-63	BF8DK3LHA (four stroke, 20" shaft, tiller handle)	2	\$2,853	32.00%	\$1,940.04
120-63	BF8DK3LHSA (four stroke, 20" shaft, tiller handle, electric start)	2	\$3,191	32.00%	\$2,169.88
120-63	BFP8DK3LHT (Power Thrust, four stroke, 20" shaft, tiller handle, electric start, power tilt)	2	\$3,782	32.00%	\$2,571.76
120-63	BFP8DK3XHS (Power Thrust, four stroke, 25" shaft, tiller handle, electric start)	2	\$3,437	32.00%	\$2,337.16
120-63	BFP8DK3LRT (Power Thrust, four stroke, 20" shaft, remote, electric start, power tilt)	2	\$3,758	32.00%	\$2,555.44
120-63	BF10D3SH (four stroke, 15" shaft, tiller handle)	2	\$3,164	32.00%	\$2,151.52
120-63	BF10D3LH (four stroke, 20" shaft, tiller handle)	2	\$3,199	32.00%	\$2,175.32
120-63	BF10DK3SHS (four stroke, 15" shaft, tiller handle, electric start)	2	\$3,512	32.00%	\$2,388.16
120-63	BF10DK3LHS (four stroke, 20" shaft, tiller handle, electric start)	2	\$3,545	32.00%	\$2,410.60
120-63	BF10DK3LR (four stroke, 20" shaft, remote, electric start)	2	\$3,596	32.00%	\$2,445.28
120-63	BFP10D3XH (four stroke, 25" shaft, tiller handle)	2	\$3,437	32.00%	\$2,337.16
120-63	BFP10D3LHT (Power Thrust, four stroke, 20" shaft, tiller handle, electric start, power tilt)	2	\$4,103	32.00%	\$2,790.04
120-63	BFP10D3XHS (Power Thrust, four stroke, 25" shaft, tiller handle, electric start)	2	\$3,791	32.00%	\$2,577.88
120-63	BFP10D2XHT (Power Thrust, four stroke, 25" shaft, tiller handle, electric start, power tilt)	2	\$4,195	32.00%	\$2,852.60
120-63	BFP10D3LRT (Power Thrust, four stroke, 20" shaft, remote, electric start, power tilt)	2	\$3,995	32.00%	\$2,716.60
120-63	BFP10D3XRT (Power Thrust, four stroke, 25" shaft, remote, electric start, power tilt)	2	\$4,104	32.00%	\$2,790.72
120-63	BF15D3SH (four stroke, 15" shaft, tiller handle)	2	\$3,695	32.00%	\$2,512.60
120-63	BF15D3LH (four stroke, 20" shaft, tiller handle)	2	\$3,737	32.00%	\$2,541.16
120-63	BF15D3SHS (four stroke, 15" shaft, tiller handle, electric start)	2	\$4,035	32.00%	\$2,743.80
120-63	BF15D3LHS (four stroke, 20" shaft, tiller handle, electric start)	2	\$4,081	32.00%	\$2,775.08
120-63	BF15D3SHT (four stroke, 15" shaft, tiller handle, electric start, power tilt)	2	\$4,460	32.00%	\$3,032.80
120-63	BF15D3LHT (four stroke, 20" shaft, tiller handle, electric start, power tilt)	2	\$4,517	32.00%	\$3,071.56
120-63	BF15D3LRT (four stroke, 20" shaft, remote, electric start, power tilt)	2	\$4,324	32.00%	\$2,940.32
120-63	BFP15D3XHT (Power Thrust, four stroke, 25" shaft, tiller handle, electric start, power tilt)	2	\$4,745	32.00%	\$3,226.60

120-63	BFP15D3XRT (Power Thrust, four stroke, 25" shaft, remote, electric start, power tilt)	2	\$4,669	32.00%	\$3,174.92
120-63	BF20D3SH (four stroke, 15" shaft, tiller handle)	2	\$4,054	32.00%	\$2,756.72
120-63	BF20D3LH (four stroke, 20" shaft, tiller handle)	2	\$4,121	32.00%	\$2,802.28
120-63	BF20D3SHT (four stroke, 15" shaft, tiller handle, electric start, power tilt)	2	\$4,806	32.00%	\$3,268.08
120-63	BF20D3LHT (four stroke, 20" shaft, tiller handle, electric start, power tilt)	2	\$4,863	32.00%	\$3,306.84
120-63	BF20D3SRT (four stroke, 15" shaft, remote, electric start, power tilt)	2	\$4,721	32.00%	\$3,210.28
120-63	BF20D3LRT (four stroke, 20" shaft, remote, electric start, power tilt)	2	\$4,781	32.00%	\$3,251.08
120-63	BF25D3SHG (four stroke, 15" shaft, tiller handle, electric start, gas assist)	2	\$5,982	36.00%	\$3,828.48
120-63	BF25D3LRG (four stroke, 20" shaft, remote, electric start, gas assist)	2	\$5,462	36.00%	\$3,495.68
120-63	BF25D3LRT (four stroke, 20" shaft, remote, electric start, power tilt)	2	\$5,984	36.00%	\$3,829.76
120-63	BF30D3LRG (four stroke, 20" shaft, remote, electric start, gas assist)	2	\$5,917	36.00%	\$3,786.88
120-63	BF30D3SRT (four stroke, 15" shaft, remote, electric start, power tilt)	2	\$6,388	36.00%	\$4,088.32
120-63	BF30D3LRT (four stroke, 20" shaft, remote, electric start, power tilt)	2	\$6,423	36.00%	\$4,110.72
120-63	BF40D2LHA (four stroke, 20" shaft, tiller handle, electric start)	2	\$7,038	36.00%	\$4,504.32
120-63	BF40D2LRT (four stroke, 20" shaft, remote, electric start, power tilt)	2	\$7,621	36.00%	\$4,877.44
120-63	BF50D2LRT (four stroke, 20" shaft, remote, electric start, power tilt)	2	\$8,534	36.00%	\$5,461.76
120-63	BF50D2XRT (four stroke, 25" shaft, remote, electric start, power tilt)	2	\$8,868	36.00%	\$5,675.52
120-63	BF60A1LRT (four stroke, 20" shaft, remote, electric start, power tilt)	2	\$9,547	36.00%	\$6,110.08
120-63	BF60A1XRT (four stroke, 25" shaft, remote, electric start, power tilt)	2	\$9,805	36.00%	\$6,275.20
120-63	BFP60A1LRT (Power thrust, four stroke, 20" shaft, remote, electric start, power tilt)	2	\$9,780	36.00%	\$6,259.20
120-63	BFP60A1XRT (Power thrust, four stroke, 25" shaft, remote, electric start, power tilt)	2	\$10,063	36.00%	\$6,440.32
120-63	BF75D2LRTA (four stroke, 20" shaft, remote, electric start, power tilt)	2	\$10,774	36.00%	\$6,895.36
120-63	BF90D2LRT (four stroke, 20" shaft, remote, electric start, power tilt)	2	\$11,482	36.00%	\$7,348.48
120-63	BF90D2XRT (four stroke, 25" shaft, remote, electric start, power tilt)	2	\$11,632	36.00%	\$7,444.48
120-63	BF115D1LA (four stroke, 20" shaft, remote, electric start, power tilt)	2	\$12,898	36.00%	\$8,254.72
120-63	BF115D1XA (four stroke, 25" shaft, remote, electric start, power tilt)	2	\$13,076	36.00%	\$8,368.64
120-63	BF115D1XCA (counter rotation, four stroke, 25" shaft, remote, electric start, power tilt)	2	\$13,230	36.00%	\$8,467.20
120-63	BF135A2LA (four stroke, 20" shaft, remote, electric start, power tilt)	2	\$14,597	36.00%	\$9,342.08
120-63	BF135A2XA (four stroke, 25" shaft, remote, electric start, power tilt)	2	\$14,904	36.00%	\$9,538.56

120-63	BF135A2XCA (counter rotation, four stroke, 25" shaft, remote, electric start, power tilt)	2	\$15,381	36.00%	\$9,843.84
120-63	BF150A2LA (four stroke, 20" shaft, remote, electric start, power tilt)	2	\$16,468	36.00%	\$10,539.52
120-63	BF150A2XA (four stroke, 25" shaft, remote, electric start, power tilt)	2	\$16,625	36.00%	\$10,640.00
120-63	BF150A2XCA (counter rotation, four stroke, 25" shaft, remote, electric start, power tilt)	2	\$17,098	36.00%	\$10,942.72
120-63	BF200AK2LA (four stroke, 20" shaft, remote, electric start, power tilt)	2	\$21,384	36.00%	\$13,685.76
120-63	BF200AK2XA (four stroke, 25" shaft, remote, electric start, power tilt)	2	\$21,471	36.00%	\$13,741.44
120-63	BF200AK2XCA (counter rotation, four stroke, 25" shaft, remote, electric start, power tilt)	2	\$22,155	36.00%	\$14,179.20
120-63	BF225AK2LA (four stroke, 20" shaft, remote, electric start, power tilt)	2	\$22,862	36.00%	\$14,631.68
120-63	BF225AK2XA (four stroke, 25" shaft, remote, electric start, power tilt)	2	\$22,954	36.00%	\$14,690.56
120-63	BF225K2XXA (four stroke, 30" shaft, remote, electric start, power tilt)	2	\$23,288	36.00%	\$14,904.32
120-63	BF225K2XCA (counter rotation, four stroke, 25" shaft, remote, electric start, power tilt)	2	\$23,633	36.00%	\$15,125.12
120-63	BF225K2XXC (counter rotation, four stroke, 30" shaft, remote, electric start, power tilt)	2	\$23,978	36.00%	\$15,345.92
120-63	BF250ALA (four stroke, 20" shaft, remote, electric start, power tilt)	2	\$23,937	36.00%	\$15,319.68
120-63	BF250AXA (four stroke, 25" shaft, remote, electric start, power tilt)	2	\$24,025	36.00%	\$15,376.00
120-63	BF250AXXA (four stroke, 30" shaft, remote, electric start, power tilt)	2	\$24,360	36.00%	\$15,590.40
120-63	BF250AXCA (counter rotation, four stroke, 25" shaft, remote, electric start, power tilt)	2	\$24,708	36.00%	\$15,813.12
120-63	BF250AXXC (counter rotation, four stroke, 30" shaft, remote, electric start, power tilt)	2	\$25,049	36.00%	\$16,031.36

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Manufacturer's Certification

THIS IS TO CERTIFY THAT: Central Florida Yamaha
(VENDOR NAME)

IS AUTHORIZED TO REPRESENT: Yamaha Marine Group, Division of Yamaha Motor Corp., USA
(MANUFACTURER NAME)

IN THE STATE OF GEORGIA.

MANUFACTURER: Yamaha Marine Group

ADDRESS: 1270 Chastain Road, Kennesaw, GA 30144

TELEPHONE NUMBER(s): 770-420-5700

E-MAIL: mike_bryne@yamaha-motor.com

SIGNATURE: Mike Bryne

TITLE: Regional Manager

PLEASE NOTE: THIS CERTIFICATION FORM MUST BE EXECUTED BY THE MANUFACTURER. DEALERS / REPRESENTATIVES ARE NOT AUTHORIZED TO EXECUTE THIS CERTIFICATION FORM ON BEHALF OF THE MANUFACTURER. THE MANUFACTURER MUST EXECUTE THIS CERTIFICATION FORM EVEN IF THEY ARE OFFERING THEIR OWN COMMODITIES. FAILURE TO SUBMIT THIS CERTIFICATION FORM WITH YOUR RESPONSE SHALL RESULT IN THE DISQUALIFICATION OF THE RESPONSE.

YAMAHA MOTOR CORPORATION, U.S.A. FOUR-STROKE OUTBOARD MOTOR GOVERNMENTAL LIMITED WARRANTY

Yamaha Motor Corporation, U.S.A. hereby warrants that any new Yamaha four-stroke outboard motor manufactured January 2006 or later will be free from defects in material and workmanship for the period of time stated herein, subject to certain stated limitations.

PERIOD OF WARRANTY. Any new Yamaha four-stroke outboard motor manufactured January 2006 or later that is purchased by a United States Federal, State, or Local Governmental agency and registered with Yamaha Motor Corporation, U.S.A. for governmental use in the United States will be warranted against defects in material or workmanship for a period of three (3) years from the date of purchase, subject to exclusions noted herein.

Yamaha peripheral equipment included with the motor, such as gauges, fuel tanks and hoses, remote control boxes, propellers, and wiring external from the motor unit, will be warranted for one (1) year from the date of purchase for governmental use. Replacement parts used in warranty repairs will be warranted for the balance of the applicable warranty period.

The second and third year of warranty shall be limited to covering the cost of parts and labor for major components only. The major components covered are:

Power Unit Section

- Power Head
- Intake Manifold
- Carburetor Assembly and its Related Components
- Fuel Injection System and its Related Components
- Fuel and Oil Pump Assemblies
- Ignition Systems (Standard and Microcomputer)

Bracket Section

- Bracket System
- Power Trim and Tilt Assembly

Lower Unit Section

- Exhaust System
- Upper Casing
- Lower Unit Assembly

GOVERNMENTAL WARRANTY REGISTRATION. To be eligible for the Governmental Limited Warranty coverage, the outboard motor must be registered with Yamaha Motor Corporation, U.S.A. Warranty registration can be accomplished by any authorized Yamaha Outboard Motor Dealer. Upon receipt of the registration, an Owner's Warranty Card will be sent by Yamaha to the registered governmental customer along with a copy of this Limited Warranty statement.

OBTAINING REPAIRS UNDER WARRANTY. To receive repairs under this warranty, a valid Owner's Warranty Card must be presented to an authorized Yamaha Outboard Motor Dealer. During the period of warranty, any authorized Yamaha Outboard Motor Dealer will repair or replace, at Yamaha's option, any part adjudged defective by Yamaha due to faulty workmanship or material from the factory. All parts replaced will become the property of Yamaha Motor Corporation, U.S.A.

CUSTOMER'S RESPONSIBILITY. Under the terms of this warranty, the governmental customer will be responsible for ensuring that the outboard motor is properly operated, maintained, and stored as specified in the applicable Owner's Manual. The owner of the outboard motor shall give notice to an authorized Yamaha Outboard Motor Dealer of any and all apparent defects within ten (10) days of discovery and make the motor available at that time for inspection and repairs at the dealer's place of business.

GENERAL EXCLUSIONS FROM WARRANTY. This warranty will not cover the repair of damage if the damage is the result of abuse, neglect or improper maintenance of the product. Examples of neglect, abuse and improper maintenance include, but are not limited to:

- a. Racing or competition use, modification of original parts, abnormal strain.
- b. Lack of proper maintenance and off season storage described in the Owner's Manual. It is recommended that the Governmental customer maintain a service log. The Yamaha Dealer can provide one at the time of delivery. Not maintaining the motor or not providing a service log at time of repairs may result in additional limitations to the Governmental Limited Warranty.

- c. Installation of parts or accessories that are not equivalent in design and quality to genuine Yamaha parts.
- d. Fuel systems that are contaminated including fuel injectors. Yamaha recommends using a quality 10-micron fuel filter on the boat.
- e. Operation of the motor at an rpm other than specified, use of lubricants or oils that are not suitable for outboard motor use. Yamaha recommends the use of marine grade oil with an NMMA[®] FCW[™] rating.
- f. Damage as a result of accidents, collisions, contact with foreign materials, or submersion.
- g. Growth of marine organism on motor surfaces.
- h. Normal deterioration and wear.

SPECIFIC PARTS EXCLUDED FROM WARRANTY. Parts replaced due to normal wear or routine maintenance, such as oil, spark plugs, shear pins, propellers, hubs, fuel and oil filters, brushes for the starter motor, seals and power tilt motor, water pump impellers, and anodes, are not covered by warranty.

Charges for removal of the motor from a boat and transporting the motor to and from an authorized Yamaha Outboard Motor Dealer are excluded from warranty coverage.

Specific parts excluded from the second and third year of warranty (if applicable) are:

- Top and Bonom Cowling
- Electric Components (other than ignition system)
- Rubber Components (such as hoses, tubes, rubber seals, fittings and clamps)

EMISSION CONTROL WARRANTY. Yamaha warrants to the ultimate purchaser and any subsequent owner, that the emission control components on this engine are designed, built and equipped so as to conform at the time of sale with applicable regulations under section 213 of the Clean Air Act and that this engine is free from defects in materials and workmanship which cause said engine to fail to conform with applicable regulations for two (2) years from the date of purchase or 200 hours of operation, whichever comes first, except for certain major emission components, if equipped, which are covered for three (3) years from the date of purchase or 200 hours, whichever comes first. Some states have different emission control warranty provisions. As these vary from state to state, consult your Yamaha dealer or contact Yamaha Customer Relations at 1-866-894-1626 for more information.

TRANSFER OF WARRANTY. Transfer of the warranty from the original governmental purchaser to any subsequent purchaser is possible by having the motor inspected by any authorized Yamaha Outboard Motor Dealer and requesting the dealer to submit a change of registration to Yamaha Motor Corporation, U.S.A. within ten (10) days of the transfer.

YAMAHA MOTOR CORPORATION, U.S.A. MAKES NO OTHER WARRANTY OF ANY KIND, EXPRESSED OR IMPLIED. ALL IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE WHICH EXCEED THE OBLIGATIONS AND TIME LIMITS STATED IN THIS WARRANTY ARE HEREBY DISCLAIMED BY YAMAHA MOTOR CORPORATION, U.S.A. AND EXCLUDED FROM THIS WARRANTY.

SOME STATES DO NOT ALLOW LIMITATIONS ON HOW LONG AN IMPLIED WARRANTY LASTS, SO THE ABOVE LIMITATION MAY NOT APPLY TO YOU. ALSO EXCLUDED FROM THIS WARRANTY ARE ANY INCIDENTAL OR CONSEQUENTIAL DAMAGES INCLUDING LOSS OF USE. SOME STATES DO NOT ALLOW THE EXCLUSION OR LIMITATION OF INCIDENTAL OR CONSEQUENTIAL DAMAGES, SO THE ABOVE EXCLUSION MAY NOT APPLY TO YOU.

THIS WARRANTY GIVES YOU SPECIFIC LEGAL RIGHTS, AND YOU MAY ALSO HAVE OTHER RIGHTS WHICH VARY FROM STATE TO STATE.

THIS WARRANTY GIVES YOU SPECIFIC LEGAL RIGHTS, AND YOU MAY ALSO HAVE OTHER RIGHTS WHICH VARY FROM STATE TO STATE.

Effective Date 2/1/07
LIT-18790-G4-07
07-558 7/07

YAMAHA MOTOR CORPORATION, U.S.A.
Post Office Box 6555
Cypress, California 90630

Confidential Marine Power

Dealer Price List

Effective July 1, 2012



 **Reliability Starts Here.®**

 **YAMAHA**

CONFIDENTIAL YAMAHA OUTBOARD PRICE LIST

EFFECTIVE JULY 1, 2012

MODEL	DEALER COST EFFECTIVE 7/1/2012	DEALER COST EFFECTIVE 2/1/2013	MSRP	SHAFT LENGTH	CONTROLS	CYL	WEIGHT	COMMAND LINK* COMPATIBLE	Y-COP* COMPATIBLE	C.J.R.B.	STANDARD EQUIPMENT
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Four Stroke Models

F2.5MSH			\$1,165	15"	Tiller handle	1	37 lbs	No	No	2 Star	Aluminum prop, tiller handle, integral fuel tank, manual start
F4SMHA			\$1,605	15"	Tiller handle	1	60 lbs	No	No	3 Star	Aluminum prop, tiller handle, integral fuel tank, manual start
F4LMHA			\$1,630	20"	Tiller handle	1	62 lbs	No	No	3 Star	Aluminum prop, tiller handle, integral fuel tank, manual start
F6SMHA			\$1,915	15"	Tiller handle	1	60 lbs	No	No	3 Star	Aluminum prop, tiller handle, integral fuel tank, manual start
F6LMHA			\$1,940	20"	Tiller handle	1	62 lbs	No	No	3 Star	Aluminum prop, tiller handle, integral fuel tank, manual start
F8SMHA			\$2,680	15"	Tiller handle	2	83 lbs	No	No	3 Star	Aluminum prop, tiller handle, manual start
F8LMHA			\$2,715	20"	Tiller handle	2	86 lbs	No	No	3 Star	Aluminum prop, tiller handle, manual start
F9.9SMHA			\$3,145	15"	Tiller handle	2	88 lbs	No	No	3 Star	Aluminum prop, tiller handle, remote fuel tank, manual start
F9.9LMHA			\$3,165	20"	Tiller handle	2	90 lbs	No	No	3 Star	Aluminum prop, tiller handle, remote fuel tank, manual start
F9.9LEA			\$3,525	20"	Remote mech	2	93 lbs	No	No	3 Star	Aluminum prop, electric start, remote fuel tank
T9.9LEHA			\$3,715	20"	Tiller handle	2	106 lbs	No	No	3 Star	Dual Thrust™ prop, high thrust lower unit, tiller handle, electric start, remote fuel tank
T9.9XEHA			\$3,770	25"	Tiller handle	2	110 lbs	No	No	3 Star	Dual Thrust prop, high thrust lower unit, tiller handle, electric start, remote fuel tank
T9.9LPHA			\$3,875	20"	Tiller handle	2	119 lbs	No	No	3 Star	Dual Thrust prop, high thrust lower unit, tiller handle, power tilt, electric start, remote fuel tank
T9.9LPA			\$3,875	20"	Remote mech	2	112 lbs	No	No	3 Star	Dual Thrust prop, high thrust lower unit, power tilt, electric start, remote fuel tank
T9.9XPHA			\$3,925	25"	Tiller handle	2	123 lbs	No	No	3 Star	Dual Thrust prop, high thrust lower unit, tiller handle, power tilt, electric start, remote fuel tank
T9.9XPA			\$3,925	25"	Remote mech	2	117 lbs	No	No	3 Star	Dual Thrust prop, high thrust lower unit, power tilt, electric start, remote fuel tank
F15SMHA			\$3,470	15"	Tiller handle	2	115 lbs	No	No	3 Star	Aluminum prop, tiller handle, manual start
F15LMHA			\$3,500	20"	Tiller handle	2	119 lbs	No	No	3 Star	Aluminum prop, tiller handle, manual start
F15SEHA			\$3,780	15"	Tiller handle	2	121 lbs	No	No	3 Star	Aluminum prop, tiller handle, electric start
F15LEHA			\$3,805	20"	Tiller handle	2	126 lbs	No	No	3 Star	Aluminum prop, tiller handle, electric start
F15LPHA			\$4,285	20"	Tiller handle	2	139 lbs	No	No	3 Star	Aluminum prop, power tilt, tiller handle, electric start
F20SMHA			\$3,870	15"	Tiller handle	2	115 lbs	No	No	3 Star	Aluminum prop, tiller handle, manual start
F20LMHA			\$3,905	20"	Tiller handle	2	119 lbs	No	No	3 Star	Aluminum prop, tiller handle, manual start
F20SEHA			\$4,310	15"	Tiller handle	2	121 lbs	No	No	3 Star	Aluminum prop, tiller handle, electric start
F20LEHA			\$4,355	20"	Tiller handle	2	126 lbs	No	No	3 Star	Aluminum prop, tiller handle, electric start
F20SEA			\$4,350	15"	Remote mech	2	115 lbs	No	No	3 Star	Aluminum prop, electric start
F20LEA			\$4,405	20"	Remote mech	2	119 lbs	No	No	3 Star	Aluminum prop, electric start
F20LPHA			\$4,900	20"	Tiller handle	2	139 lbs	No	No	3 Star	Aluminum prop, power tilt, tiller handle, electric start
F20LPA			\$4,950	20"	Remote mech	2	132 lbs	No	No	3 Star	Aluminum prop, power tilt, electric start
F25SMHA			\$4,140	15"	Tiller handle	2	168 lbs	No	No	3 Star	Aluminum prop, manual start, tiller handle
F25LMHB			\$4,175	20"	Tiller handle	2	172 lbs	No	No	3 Star	Aluminum prop, manual start, tiller handle, nitro-assist tilt
F25SEHA			\$4,600	15"	Tiller handle	2	174 lbs	No	No	3 Star	Aluminum prop, electric start, tiller handle
F25LEHB			\$4,650	20"	Tiller handle	2	179 lbs	No	No	3 Star	Aluminum prop, electric start, tiller handle, nitro-assist tilt
F25SEA			\$4,395	15"	Remote mech	2	168 lbs	No	No	3 Star	Aluminum prop, electric start
F25LEA			\$4,440	20"	Remote mech	2	172 lbs	No	No	3 Star	Aluminum prop, electric start
F25LA			\$4,975	20"	Remote mech	2	181 lbs	No	No	3 Star	Aluminum prop, electric start, power trim & tilt
T25LA			\$5,105	20"	Remote mech	2	203 lbs	No	No	3 Star	Dual Thrust, electric start, power trim & tilt, high thrust lower unit
F40LEHA			\$6,490	20"	Tiller handle	3	227 lbs	Yes	Yes	3 Star	Electric start, tiller handle, nitro-assist tilt
F40LA			\$6,975	20"	Remote mech	3	216 lbs	Yes	Yes	3 Star	Power trim & tilt
F50LA			\$7,800	20"	Remote mech	4	247 lbs	Yes	Yes	3 Star	Power trim & tilt
T50LA			\$7,995	20"	Remote mech	4	267 lbs	Yes	Yes	3 Star	Power trim & tilt, high thrust lower unit
F60LA			\$8,525	20"	Remote mech	4	247 lbs	Yes	Yes	3 Star	Power trim & tilt
T60LA			\$8,735	20"	Remote mech	4	267 lbs	Yes	Yes	3 Star	Power trim & tilt, high thrust lower unit
F70LA			\$9,085	20"	Remote mech	4	257 lbs	Yes	Yes	3 Star	Power trim & tilt
F75LA			\$10,025	20"	Remote mech	4	369 lbs	Yes	Yes	3 Star	Power trim & tilt
F90LA			\$10,560	20"	Remote mech	4	369 lbs	Yes	Yes	3 Star	Power trim & tilt
F90XA			\$10,620	25"	Remote mech	4	380 lbs	Yes	Yes	3 Star	Power trim & tilt
F115LA			\$11,710	20"	Remote mech	4	401 lbs	Yes	Yes	3 Star	Power trim & tilt
F115XA			\$11,785	25"	Remote mech	4	408 lbs	Yes	Yes	3 Star	Power trim & tilt
LF115XA			\$12,430	25"	Remote mech	4	408 lbs	Yes	Yes	3 Star	Power trim & tilt, counter rotation model
F150LA			\$15,285	20"	Remote mech	4	476 lbs	Yes	Yes	3 Star	Power trim & tilt
F150XA			\$15,365	25"	Remote mech	4	487 lbs	Yes	Yes	3 Star	Power trim & tilt
LF150XA			\$15,945	25"	Remote mech	4	487 lbs	Yes	Yes	3 Star	Power trim & tilt, counter rotation model
F200XA			\$21,465	25"	Remote mech	V6	608 lbs	Yes	Yes	3 Star	Power trim & tilt
LF200XA			\$22,145	25"	Remote mech	V6	608 lbs	Yes	Yes	3 Star	Power trim & tilt, counter rotation model
F225XA			\$22,845	25"	Remote mech	V6	608 lbs	Yes	Yes	3 Star	Power trim & tilt
F250XA			\$23,055	25"	Remote mech	V6	602 lbs	Yes	Yes	3 Star	Power trim & tilt
LF250XA			\$23,830	25"	Remote mech	V6	602 lbs	Yes	Yes	3 Star	Power trim & tilt, counter rotation model

CONFIDENTIAL YAMAHA OUTBOARD | PRICE LIST

EFFECTIVE JULY 1, 2012

MODEL	DEALER COST EFFECTIVE 7/1/2012	DEALER COST EFFECTIVE 2/1/2013	MSRP	SHAFT LENGTH	CONTROLS	CYL	WEIGHT	COMMAND LINK* COMPATIBLE	Y-COP* COMPATIBLE	C.A.R.B.	STANDARD EQUIPMENT
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Jet Four Stroke Models

F40JEHA			\$7,150	20"	Tiller handle	3	231 lbs**	Yes	Yes	3 Star	Electric start, tiller handle, 30 hp Jet Drive, nitro-assist tilt
F40JEA			\$7,150	20"	Remote mech	3	221 lbs**	Yes	Yes	3 Star	Electric start, 30 hp Jet Drive, nitro-assist tilt
F60JA			\$9,230	25"	Remote mech	4	257 lbs**	Yes	Yes	3 Star	Power trim & tilt, 40 hp Jet Drive
F90JA			\$11,420	25"	Remote mech	4	394 lbs**	Yes	Yes	3 Star	Power trim & tilt, 65 hp Jet Drive
F115JA			\$13,145	25"	Remote mech	4	402 lbs**	Yes	Yes	3 Star	Power trim & tilt, 80 hp Jet Drive
F150JA			\$16,550	25"	Remote mech	4	491 lbs**	Yes	Yes	3 Star	Power trim & tilt, 105 hp Jet Drive

NOTE: Jet pump assemblies are shipped in a separate box for all jet models. **Weight includes jet pump assembly.

4.2L V6 Offshore Four Stroke Models

(Digital Electronic Controls and Command Link Plus rigging system)

F225XCA			\$24,035	25"	DEC	V6	562 lbs	Yes	Yes	3 Star	Power trim & tilt
LF225XCA			\$24,790	25"	DEC	V6	562 lbs	Yes	Yes	3 Star	Power trim & tilt, counter rotation model
F250XCA			\$24,680	25"	DEC	V6	562 lbs	Yes	Yes	3 Star	Power trim & tilt
LF250XCA			\$25,505	25"	DEC	V6	562 lbs	Yes	Yes	3 Star	Power trim & tilt, counter rotation model
F250UCA			\$25,155	30"	DEC	V6	580 lbs	Yes	Yes	3 Star	Power trim & tilt
LF250UCA			\$25,990	30"	DEC	V6	580 lbs	Yes	Yes	3 Star	Power trim & tilt, counter rotation model
F300XCA			\$25,980	25"	DEC	V6	562 lbs	Yes	Yes	3 Star	Power trim & tilt
LF300XCA			\$26,580	25"	DEC	V6	562 lbs	Yes	Yes	3 Star	Power trim & tilt, counter rotation model
F300UCA			\$26,265	30"	DEC	V6	580 lbs	Yes	Yes	3 Star	Power trim & tilt
LF300UCA			\$26,990	30"	DEC	V6	580 lbs	Yes	Yes	3 Star	Power trim & tilt, counter rotation model

NOTE: DEC only = Command Link or Command Link Plus Digital Electronic Control(s) only.

4.2L VMAX SHO® (Super High Output) Four Stroke Models

VF200LA			\$20,030	20"	Remote mech	V6	505 lbs	Yes	Yes*	3 Star	Power trim & tilt
VF225LA			\$21,320	20"	Remote mech	V6	505 lbs	Yes	Yes*	3 Star	Power trim & tilt
VF250LA			\$22,615	20"	Remote mech	V6	505 lbs	Yes	Yes*	3 Star	Power trim & tilt

*Only models produced since May 2011 are compatible with Y-COP.

5.3L V8 F350 Four Stroke Models

(Digital Electronic Controls and Command Link Plus rigging system)

F350XCB			\$29,995	25"	DEC	V8	763 lbs	Yes	Yes	3 Star	Power trim & tilt
LF350XCB			\$30,750	25"	DEC	V8	763 lbs	Yes	Yes	3 Star	Power trim & tilt, counter rotation model
F350UCB			\$30,410	30"	DEC	V8	780 lbs	Yes	Yes	3 Star	Power trim & tilt
LF350UCB			\$31,200	30"	DEC	V8	780 lbs	Yes	Yes	3 Star	Power trim & tilt, counter rotation model

NOTE: DEC only = Command Link or Command Link Plus Digital Electronic Control(s) only.

2.6L VMAX® HPDI® Two Stroke Models

VZ150TLR			\$13,335	20"	Remote mech	V6	468 lbs	Yes	No	2 Star	Power trim & tilt
VZ175TLR			\$13,905	20"	Remote mech	V6	468 lbs	Yes	No	2 Star	Power trim & tilt

2.6L HPDI® Two Stroke Models

Z200TXR			\$16,970	25"	Remote mech	V6	475 lbs	Yes	No	2 Star	Power trim & tilt
LZ200TXR			\$17,650	25"	Remote mech	V6	475 lbs	Yes	No	2 Star	Power trim & tilt, counter rotation model

*NOTE: Analog signal gauges can be used with "Analog Gauge Interface".

Additional Notes

1. See current Yamaha Product Information Guide/Hot Sheets for standard and optional equipment, model code reference information and specifications.
2. Only models with 3-star ratings meet California C.A.R.B. regulations (2-star models cannot be shipped to California).
3. Remote fuel tanks standard only on T/F9.9s.
4. Fuel hose is included as standard equipment for all four strokes except F2.5 and V8 models; and except all HPDI® two stroke models.
5. A steering link arm is included as standard equipment for all four stroke models except: Remote Control T8 and T9.9, all V6, and all V8 models.
6. Optional Y-COP® (Yamaha Customer Outboard Protection) immobilizer compatible with select Command Link models.
7. Due to Yamaha's ongoing commitment to product improvement, we reserve the right to change without notice, equipment, availability, specifications, and prices.
8. This Marine Outboard Price List is strictly confidential. Do not copy, disseminate, distribute or disclose to any person or entity without prior written consent of Yamaha.



YAMAHA CONFIDENTIAL DEALER OUTBOARDS | PRICE LIST

EFFECTIVE FEBRUARY 1, 2013

MODEL	DEALER COST	MSRP	SHAFT LENGTH	CONTROLS	WEIGHT*	CYL	COMMAND LINK* COMPATIBLE	Y-COP* COMPATIBLE	C.A.R.B.	AVAILABILITY TO SHIP (subject to change)
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2.8L 4-Cylinder Four Stroke Models

F200LB		\$17,895	20"	Remote Mech	487 lbs	4	Yes	Yes	3-Star	March 2013
F200XB		\$18,275	25"	Remote Mech	489 lbs	4	Yes	Yes	3-Star	March 2013
LF200XB		\$19,040	25"	Remote Mech	489 lbs	4	Yes	Yes	3-Star	March 2013
F200XCA		\$19,345	25"	DEC	489 lbs	4	Yes	Yes	3-Star	May 2013
LF200XCA		\$20,105	25"	DEC	489 lbs	4	Yes	Yes	3-Star	May 2013

2.8L V MAX SHO* (Super High Output) Four Stroke Models

VF150LA		\$16,680	20"	Remote Mech	480 lbs	4	Yes	Yes	3-Star	July 2013
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Four Stroke Models

F60LB		\$8,525	20"	Remote Mech	249 lbs	4	Yes	Yes	3-Star	March 2013
T60LB		\$8,735	20"	Remote Mech	262 lbs	4	Yes	Yes	3-Star	March 2013
F60JB		\$9,230	20"	Remote Mech	259 lbs*	4	Yes	Yes	3-Star	March 2013
F50LB		\$7,800	20"	Remote Mech	249 lbs	4	Yes	Yes	3-Star	March 2013
T50LB		\$7,995	20"	Remote Mech	262 lbs	4	Yes	Yes	3-Star	March 2013
F9.9SMH8		\$3,145	15"	Tiller	87 lbs	2	No	No	3 Star	March 2013
F9.9LMH8		\$3,165	20"	Tiller	89 lbs	2	No	No	3 Star	March 2013
F9.9LEB		\$3,525	20"	Remote Mech	93 lbs	2	No	No	3 Star	March 2013
T9.9LEHB		\$3,715	20"	Tiller	102 lbs	2	No	No	3 Star	March 2013
T9.9XEHB		\$3,770	25"	Tiller	108 lbs	2	No	No	3 Star	March 2013
T9.9LPHB		\$3,875	20"	Tiller	112 lbs	2	No	No	3 Star	March 2013
T9.9LPB		\$3,875	20"	Remote Mech	106 lbs	2	No	No	3 Star	March 2013
T9.9XPH8		\$3,925	25"	Tiller	114 lbs	2	No	No	3 Star	March 2013
T9.9XPB		\$3,925	25"	Remote Mech	108 lbs	2	No	No	3 Star	March 2013

NOTE:

*Weights are estimated at time of publication

**Jet Pump Assemblies shipped in a separate box for F60JB

***Weight includes jet pump assembly

Additional Notes

1. See current Yamaha Hot Sheets for additional information and specifications.
2. Only models with 3-star ratings meet California C.A.R.B. regulations (2-star models cannot be shipped to California).
3. Remote fuel tanks standard only on T/F9.9s.
4. Fuel hose is included as standard equipment for new four stroke models listed above except: F200LB, F200XB, LF200XB, F200XCA, LF200XCA, VF150LA.
5. A steering link arm is ONLY included as standard equipment for the following select new four stroke models listed above: F60LB, T60LB, F60JB, F50LB, T50LB, F9.9LEB.
6. Optional Y-COP® (Yamaha Customer Outboard Protection) immobilizer compatible with select Command Link models.
7. Due to Yamaha's ongoing commitment to product improvement, we reserve the right to change without notice, equipment, availability, specifications, and prices.
8. This Marine Outboard Price List is strictly confidential. Do not copy, disseminate, distribute or disclose to any person or entity without prior written consent of Yamaha.

CONFIDENTIAL

**HONDA
MARINE**

**2013 Honda Marine Confidential Dealer Price List
Tiller Handle & Power Thrust Ordering Information**

Updated July 1, 2012

Note: Factory tiller handle models are denoted with an "X" in the "Tiller" column on the next pricing page. When ordering an engine for a tiller handle application where the tiller **is not a factory installed** item, you will need to order the appropriate part # (see below) for the remote model type to make it a tiller model. This is done in order for the dealer not to have to carry two separate marine engine model types in inventory, thus reducing your costs and warehousing space.
Please note the special promotional pricing on these Tiller Handle Kits.

* Tiller handle Kits are sold separately through the Parts division on Promo Code P702

	<u>Remote Model</u>	→	<u>Becomes model</u>	→	<u>With Part#</u>	<u>Promo Price</u>
Oyster Silver	BF25DKLRG & BF30DKLRG		BF25LHG & BF30LHG (Gas Asst, W/O PT)		06533-ZW2-F08ZA	\$
	BF25DKLRT & BF30DKLRT		BF25LHT & BF30LHT (with PTT)		06533-ZW2-F68ZA	\$
	BF40DKLRT & BF50DKLRT		BF40DKLHT & BF50DKLHT (with PTT - EFI)		06533-ZZ5-040ZA	\$
	BF60AKLRT & BFP60AKLRT		BF60AKLHT & BFP60AKLHT (with PTT)		06533-ZZ3-A03ZA	\$
	BF75DKLRT & BF90DKLRT		BF75LHT & BF90LHT (with PTT)		06533-ZY9-A09ZA	\$
Aquamarine Silver	BF25D3LRG & BF30D3LRG		BF25D3LHG & BF30D3LHG (Gas Asst-No PTT)		06533-ZW2-F08ZB	\$
	BF25D3LRT & BF30D3LRT		BF25D3LHT & BF30D3LHT (with PTT)		06533-ZW2-F68ZB	\$
	BF40D2LRT & BF50D2LRT		BF40D2LHT & BF50D2LHT (with PTT - EFI)		06533-ZZ5-040ZB	\$
	BF60A1LRT & BFP60A1LRT		BF60A1LHT & BFP60A1LHT (with PTT)		06533-ZZ3-A03ZB	\$
	BF75D2LRT & BF90D2LRT		BF75D2LHT & BF90D2LHT (with PTT)		06533-ZY9-A09ZB	\$

Note: Factory Power thrust models come with the Power Thrust propeller and decals installed on the motor. For non-power thrust models listed below, a power thrust kit is available through the parts system. Again, this is done in order for the dealer not to have to carry two separate marine engine model types in inventory, thus reducing your costs and warehousing space.
Please note the special promotional pricing on these Power Thrust Kits.

* Power Thrust Kits are sold separately through Parts Division on Promo Code P702

<u>Standard Model</u>	→	<u>Becomes model</u>	→	<u>With Part#</u>	<u>Promo Price</u>
BF8DKLH		BFP8DKLH		06581-ZW9-A40ZA	\$
BF10DKLH		BFP10DKLH		06581-ZW9-A40ZA	\$
BF10DKLR		BFP10DKLR		06581-ZW9-A40ZA	\$
BF15DKLRT		BFP15DKLRT		06581-ZY0-S10ZB	\$
BF20DKLRT		BFP20DKLRT		06581-ZY0-S10ZB	\$



2013 Honda Marine Confidential Dealer Price List
Portable Engines

Effective July 1, 2012

HP	K2/D2 Model (Oyster Silver)	Honda Code (K2/D2 model)	K3/D3 Model (Aquamarine Silver)	Honda Code (K3/D3 model)	2013 Dealer Base	2013 Cash Price	2013 Suggested Retail	Transom Ht.	Remote	Control Box Incl	Tiller	Electric Start	Charging Sys.	Prop Included	Power Thrust	Fuel Tank Incl.	Power Tilt
2.3 HP			BF2.3DKSCH	657200			\$1,117	15"			X			X		Int.	
			BF2.3DKLCH	657190			\$1,143	20"			X			X		Int.	
5 HP	BF5K2S	655930	BF5AK3SA	657260			\$2,017	15"			X		Opt.	X		X	
	BF5K2L	655940	BF5AK3LA	657270			\$2,060	20"			X		Opt.	X		X	
8 HP	BF8D2SH	655970	BF8DK3SHA	657280			\$2,820	15"			X		6A	X		X	
	BF8D2LH *	655980	BF8DK3LHA *	657290			\$2,853	20"			X		6A	X		X	
	BF8D2LHS	655990	BF8DK3LHSA	657300			\$3,191	20"			X	X	12A	X		X	
8HP Pwr Thrust	BFP8D2LHT	656010	BFP8DK3LHT	657320			\$3,762	20"			X	X	12A	X	X	X	X
	BFP8D2XHS	656000	BFP8DK3XHS	657310			\$3,437	25"			X	X	12A	X	X	X	
	BFP8D2LRT	656020	BFP8DK3LRT	657330			\$3,758	20"	X			X	12A	X	X	X	X
	BFP8D2XRT	656030	BFP8DK3XRT	657340			\$3,164	15"			X		6A	X		X	
9.9 HP	BF10D2LH *	656040	BF10DK3LH *	657350			\$3,199	20"			X		6A	X		X	
	BF10D2SHS	656050	BF10DK3SHS	657360			\$3,512	15"			X	X	12A	X		X	
	BF10D2LHS	656060	BF10DK3LHS	657370			\$3,545	20"			X	X	12A	X		X	
	BF10K2LR *	656070	BF10DK3LR *	657380			\$3,596	20"	X			X	12A	X		X	
	BFP10D2XHT	656130	BFP10D3XHT	657420			\$4,195	25"			X	X	12A	X	X	X	X
9.9 HP Pwr Thrust	BFP10D2LHT	656190	BFP10D3LHT	657410			\$4,103	20"			X	X	12A	X	X	X	X
	BFP10D2XHS	656090	BFP10D3XHS	657400			\$3,791	25"			X	X	12A	X	X	X	
	BFP10D2LRT	656120	BFP10D3LRT	857430			\$3,995	20"	X			X	12A	X	X	X	X
	BFP10D2XRT	656130	BFP10D3XRT	657440			\$4,104	25"	X			X	12A	X	X	X	X
	BF15D2LH	656150	BF15D3LH	657460			\$3,737	20"			X		6A	X		X	
	BF15D2SHS	656160	BF15D3SHS	657470			\$4,035	15"			X	X	12A	X		X	
15 HP	BF15D2LHS	656170	BF15D3LHS	657480			\$4,081	20"			X	X	12A	X		X	
	BF15D2SHT	656180	BF15D3SHT	657490			\$4,460	15"			X	X	12A	X		X	X
	BF15D2LHT	656190	BF15D3LHT	657500			\$4,517	20"			X	X	12A	X		X	X
	BF15D2LRT *	656200	BF15D3LRT *	657510			\$4,324	20"	X			X	12A	X		X	X
	BFP15D2XHT	656210	BFP15D3XHT	657520			\$4,745	25"			X	X	12A	X	X	X	X
	BFP15D2XRT	656220	BFP15D3XRT	657530			\$4,669	25"	X			X	12A	X	X	X	X
	BF20D2LH	656240	BF20D3LH	657550			\$4,121	20"			X		12A	X		X	
20 HP	BF20D2SHT	656250	BF20D3SHT	657560			\$4,806	15"			X	X	12A	X		X	X
	BF20D2LHT	656260	BF20D3LHT	657570			\$4,863	20"			X	X	12A	X		X	X
	BF20D2SRT	656270	BF20D3SRT	657580			\$4,721	15"	X			X	12A	X		X	X
	BF20D2LRT *	656280	BF20D3LRT *	657590			\$4,781	20"	X			X	12A	X		X	X

Note: Prices subject to change without notice.

 = All warehouses are out of the Oyster Silver model. Order the new Honda code (Aquamarine Silver color).

Reminder: The fuel tanks for the new Honda codes are shipped in a separate box from the unit. They are included in the unit price.

* Power Thrust Kits are sold separately through parts system on Promo Code P702

Model	Part #	Dealer net	Retail	Promo Price
BFP8LH, BFP10LH, BFP10LR	06561-ZW9-A40ZA	\$71.50	\$102.14	\$ 54.23
BFP15LRT & BFP20LRT	06561-ZY0-S10ZB	\$66.18	\$88.25	\$ 52.40



**2013 Honda Marine Confidential Dealer Price List
Marine Engines**

Effective July 1, 2012

HP	Model	Honda Code	New Model (Aquamarine Silver)	New Color (A2/D2/K2 model & BF250)	2013 Suggested Retail	2013 Dealer Base	2013 Cash Price	Transom Ht.	Remote	Control Box	Tiller	Electric Start	Charging Sys.	Prop Included	Power Thrust	Power Tilt & Trim	Gas Assist	
25 HP	BF25DKSHG	648250	BF25D3SHG	657600	\$5,982			15"			X	X	10A	X			X	
	BF25DKLRG *	648290	BF25D3LRG *	657610	\$5,462			20"	X			X	10A	X			X	
	BF25DKLRT *	648300	BF25D3LRT *	657620	\$5,984			20"	X			X	10A	X		X		
30 HP	BF30DKLRG *	648340	BF30D3LRG *	657840	\$5,917			20"	X			X	10A	X			X	
	BF30DKSRT *	648350	BF30D3SRT *	657630	\$6,388			15"	X			X	10A	X			X	
	BF30DKLRT *	648360	BF30D3LRT *	657650	\$6,423			20"	X			X	10A	X			X	
Reminder: The new Honda Codes of BF25s and 30s no longer come with fuel tanks.																		
40 HP	BF40DKLHA	651980	BF40D2LHA	657660	\$7,038			20"			X	X	17A					X
	BF40DKLRTA *	661990	BF40D2LRT *	657670	\$7,621			20"	X			X	17A					X
50 HP	BF50DKLRTA *	651950	BF50D2LRT *	657680	\$8,534			20"	X			X	17A					X
	BF50DKXRTA	652000	BF50D2XRT	657690	\$8,868			25"	X			X	17A					X
60 HP	BF60AKLRT *	653600	BF60A1LRT *	657700	\$9,547			20"	X			X	17A					X
	BF60AKXRT	653610	BF60A1XRT	657710	\$9,805			25"	X			X	17A					X
	BFP60AKLRT *	653620	BFP60A1LRT *	657720	\$9,780			20"	X			X	22A		X			X
	BFP60AKXRT	653630	BFP60A1XRT	657730	\$10,063			25"	X			X	22A		X			X
75 HP	BF75DKLRTA *	650450	BF75D2LRTA *	657740	\$10,774			20"	X			X	33A					X
90 HP	BF90DKLRTA *	650430	BF90D2LRT *	657750	\$11,482			20"	X			X	33A					X
	BF90DKXRTA	650440	BF90D2XRT	657760	\$11,632			25"	X			X	33A					X
115 HP	BF115DLA	655470	BF115D1LA	657770	\$12,898			20"	X			X	40A					X
	BF115DXA	655480	BF115D1XA	657780	\$13,076			25"	X			X	40A					X
	BF115DXCA	655730	BF115D1XCA	657790	\$13,230			25"	X			X	40A					X
135 HP	BF135AKL	648520	BF135A2LA	657800	\$14,597			20"	X			X	40A					X
	BF135AKX	648530	BF135A2XA	657810	\$14,904			25"	X			X	40A					X
	BF135AKXC	648540	BF135A2XCA	657820	\$15,381			25"	X			X	40A					X
150 HP	BF150AKL	648550	BF150A2LA	657830	\$16,468			20"	X			X	40A					X
	BF150AKX	648560	BF150A2XA	657840	\$16,625			25"	X			X	40A					X
	BF150AKXC	848570	BF150A2XCA	657850	\$17,098			25"	X			X	40A					X
200 HP	BF200A1L	653670	BF200AK2LA	657860	\$21,384			20"	X			X	60A					X
	BF200A1X	653680	BF200AK2XA	657870	\$21,471			25"	X			X	60A					X
	BF200A1XC	653690	BF200K2XCA	657880	\$22,155			25"	X			X	60A					X
225 HP	BF225A1L	653700	BF225AK2LA	657890	\$22,862			20"	X			X	60A					X
	BF225A1X	653710	BF225AK2XA	657900	\$22,954			25"	X			X	60A					X
	BF225A1XX	653730	BF225K2XXA	657920	\$23,288			30"	X			X	60A					X
	BF225A1XC	653720	BF225K2XCA	657910	\$23,633			25"	X			X	60A					X
	BF225A1XXC	653740	BF225K2XXC	657930	\$23,978			30"	X			X	60A					X
ALL NEW! 260 HP	BF250ALA		BF250ALA	657240	\$23,937			20"	X			X	60A					X
	BF250AXA		BF250AXA	657230	\$24,025			25"	X			X	60A					X
	BF250AXXA		BF250AXXA	657250	\$24,360			30"	X			X	60A					X
	BF250AXCA		BF250AXCA	657220	\$24,708			25"	X			X	60A					X
	BF250AXXC		BF250AXXC	657210	\$25,049			30"	X			X	60A					X

Note: Prices subject to change without notice.

* Tiller handle Kits are sold separately through parts system on Promo Code: P702. See detailed information on the following page.

Manufacturer's Certification

THIS IS TO CERTIFY THAT: Central Florida Yamaha
(VENDOR NAME)

IS AUTHORIZED TO REPRESENT: American Honda Motor Company Inc. (DBA Honda Marine)
(MANUFACTURER NAME)

IN THE STATE OF GEORGIA.

MANUFACTURER: Honda Marine

ADDRESS: 4900 Marconi Dr. Alpharetta Ga. 30005

TELEPHONE NUMBER(s): 678-339-2600

E-MAIL: Dennis_Ashley@ahm.honda.com

SIGNATURE: Dennis J. Ashley 5-15-2012

TITLE: National Asst Sales Mgr

PLEASE NOTE: THIS CERTIFICATION FORM MUST BE EXECUTED BY THE MANUFACTURER. DEALERS / REPRESENTATIVES ARE NOT AUTHORIZED TO EXECUTE THIS CERTIFICATION FORM ON BEHALF OF THE MANUFACTURER. THE MANUFACTURER MUST EXECUTE THIS CERTIFICATION FORM EVEN IF THEY ARE OFFERING THEIR OWN COMMODITIES. FAILURE TO SUBMIT THIS CERTIFICATION FORM WITH YOUR RESPONSE SHALL RESULT IN THE DISQUALIFICATION OF THE RESPONSE.

HONDA MARINE

Distributor's Limited Warranty

Honda Outboard Motors

This warranty is limited to Honda Outboard Motors and related original equipment distributed by American Honda Motor Co., Inc., Power Equipment Division, 4900 Marconi Drive, Alpharetta, Georgia 30005-8847.

Products Covered by Warranty:	Length of Warranty: (from date of original retail purchase)		
	NONCOMMERCIAL/ NONRENTAL	COMMERCIAL/ RENTAL	STATE/LOCAL/FEDERAL GOVERNMENT
All models purchased before July 1, 2008 ⁽¹⁾⁽²⁾	36 months	12 months	24 months
All Models purchased on or after July 1, 2008 ⁽²⁾	60 months	12 months	24 months
Related original equipment items: BF2 through BF30 models: Portable fuel tank and original propeller. All models: Primer bulb/fuel line assembly and tiller handle.	The same duration as the outboard with which they were purchased. ⁽³⁾		

(1) Models purchased prior to July 1, 2008 (unless previously purchased with True-5 warranty from a participating dealer).

(2) 35, 65, & 105 Jet models: Jet pump assembly is a dealer installed option. Jet pump warranty is provided by Specialty Manufacturing Co. (Outboard Jets).

(3) Portable fuel tanks: 24 months or the same duration as the outboard they were purchased with, whichever is longer.

To Qualify for This Warranty:

The Honda Outboard Motor must be purchased from American Honda or a dealer authorized by American Honda to sell Honda Outboard Motors in the United States, Puerto Rico, or the U.S. Virgin Islands. This limited warranty applies to the first retail purchaser and each subsequent owner during the applicable warranty time period.

What American Honda Will Repair or Replace Under Warranty:

American Honda will repair or replace, at its option, any part that is proven to be defective in material or workmanship under normal use during the applicable warranty time period. Warranty repairs and replacements will be made without charge for parts or labor. Anything replaced under warranty becomes the property of American Honda Motor Company, Inc. All parts replaced under warranty will be considered as part of the original product and any warranty on those parts will expire coincidentally with the original product warranty.

To Obtain Warranty Service:

You must, at your expense, take your Honda Outboard Motor and proof of the original purchase date to any dealer who is authorized to service Honda Outboard Motors in the United States, Puerto Rico, or the U.S. Virgin Islands, during the dealer's normal business hours. If you are unable to obtain warranty service, or are dissatisfied with the warranty service you receive, take the following steps: First, contact the owner of the dealership involved; normally this should resolve the problem. However, if you should require further assistance, write or call the Honda Marine Customer Relations Department of American Honda Motor Co., Inc.

American Honda Motor Co., Inc.
Honda Marine Customer Relations Department
4900 Marconi Drive
Alpharetta, Georgia 30005-8847
Telephone: (770) 497-6400

Exclusions:

This warranty does not extend to the following:

- Conditions caused by lack of routine maintenance or improper storage (as outlined in the owner's manual)
- Conditions caused by the use of propeller(s) that do not allow the outboard motor to run in its recommended full throttle rpm range
- Operation inconsistent with the recommended operation/duty cycle (as outlined in the owner's manual)
- Parts affected or damaged by an abuse, submersion, and/or collision
- Fuel contamination and water entering the engine through the fuel intake, air intake, or exhaust system
- Operation with fuels, oils, additives, and lubricants which are not suitable for use in the product
- Use in an application for which the outboard motor was not designed, such as racing or competitive use or any other misuse or neglect
- Normal wear and tear
- Incorporation of unsuitable attachments or parts
- The unauthorized alteration, improper installation and/or rigging, or any causes other than defects in material or workmanship
- Corrosion to steering system or electrical components, corrosion due to electrolysis, water-borne foreign chemicals, improper service, or corrosion caused by damage or abuse
- Reimbursement for towing charges, in and out of water charges, or technician travel time
- Growth of marine organisms on motor surfaces, external or internal
- Any product that has ever been declared a total loss or sold for salvage by a financial institution or insurer, or that has been issued a "salvage" or similar title under any states law.

Disclaimer of consequential damage and limitation of implied warranties:

American Honda disclaims any responsibility for loss of time or use of the outboard, revenue, or the equipment in which the outboard is installed, transportation, commercial loss, or any other incidental or consequential damage. Any implied warranties are limited to the duration of this written limited warranty. Some states do not allow limitations on how long an implied warranty lasts and/or do not allow the exclusion or limitation of incidental or consequential damages, so the above exclusions and limitations may not apply to you. This warranty gives you specific legal rights, and you may also have other rights which vary from state to state.

American Honda Motor Co., Inc.

May 2012

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PWL50415-K



Distributor's Limited Warranty

Honda Parts and Accessories

This warranty is limited to Honda Marine parts and accessories when distributed by American Honda Motor Co., Inc., 1919 Torrance Blvd., Torrance, California 90501-2746.

Products Covered by Warranty:	Length of Warranty: (from date of original retail purchase)		
	Non Commercial	Commercial/Rental	Local/State/Federal Government
Parts	6 months	3 months	3 months
Accessories other than noted below	12 months	3 months	3 months
Emission related accessories: Portable fuel tanks, fuel line assemblies, and water/fuel separators	24 months	24 months	24 months

To Qualify for This Warranty:

1. The parts or accessories must be purchased from American Honda or a dealer, distributor, or distributor's dealer authorized by American Honda to sell those products in the United States, Puerto Rico, and the U.S. Virgin Islands. Parts and Accessories must be purchased for installation on original Honda equipment or engines to be eligible for warranty coverage. Installing Parts and Accessories on non-Honda products or engines voids this warranty.
2. You must be the first retail purchaser. This warranty is not transferable to subsequent owners.

What American Honda Will Repair or Replace Under Warranty:

American Honda will repair or replace, at its option, any marine product parts or accessories that are proven to be defective in material or workmanship under normal use during the applicable warranty time period. Anything replaced under warranty becomes the property of American Honda Motor Company, Inc. All parts replaced under warranty will be considered as part of the original product and any warranty on those parts will expire coincidentally with the original product warranty.

Parts and accessories installed by a dealer who is authorized by American Honda to sell them will be repaired or replaced under warranty without charge for parts or labor. If installed by anyone else, parts and accessories will be repaired or replaced under warranty without charge for parts, but any labor charges will be the responsibility of the purchaser.

To Obtain Warranty Service:

You must, at your expense, take the Honda Outboard Motor product part or accessory or the outboard motor or boat on which the part or accessory is installed, and proof of purchase to any Honda Marine authorized service facility or dealer in the United States, Puerto Rico, or the U.S. Virgin Islands, during normal business hours.

Exclusions:

This warranty does not extend to parts and accessories affected or damaged by collision, normal wear, use in an application for which the product was not designed, or any other misuse, neglect, incorporation, or use of unsuitable attachments or parts, unauthorized alteration, improper installation, or any causes other than defects in material or workmanship of the product. Installing parts and accessories on non-Honda products or engines voids this warranty.

Disclaimer of consequential damage and limitation of implied warranties:

American Honda disclaims any responsibility for loss of time or use of the outboard motor, or the boat on which the product is installed, transportation, commercial loss, or any other incidental or consequential damage. Any implied warranties are limited to the duration of this written warranty. Some states do not allow limitations on how long an implied warranty lasts and/or do not allow the exclusion or limitation of incidental or consequential damages, so the above exclusions and limitations may not apply to you.

This warranty gives you specific legal rights, and you may also have other rights, which vary from state to state.

American Honda Motor Co., Inc.

May 2012

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